



India Satcom 2018

# **4<sup>th</sup> International Summit**

## **MAINSTREAMING SATCOM**

### **CONNECTING THE UNCONNECTED**

**CONFERENCE PROGRAMME**

**20 & 21 November, 2018**

Le Meridien, New Delhi

SUPPORTED BY



**[www.broadbandindiaforum.com](http://www.broadbandindiaforum.com)**



## About Broadband India Forum (BIF)

**BIF is an independent Policy Forum and Think Tank** that is devoted to the cause of proliferating broadband in India in a technology-neutral and all-inclusive manner. We work closely with the Government and the Regulator in this mission.

**Registered as IPTV Society**, its brand - BIF was formed in October 2015 and is a fairly nascent but dedicated Forum with participation from all stake holders, including Technology Providers, Telecom Operators, Internet Service Providers, Value-Added Service Providers, Satellite Operators and service providers, MSO, startups and professional entities as well as seasoned Industry professionals who are familiar with different technologies, operations, regulations and policies.

### Some key highlights about BIF:

- **Guided by experts:**

**The Forum's senior leadership team** includes renowned and respected professionals from background of Industry, Regulator and Government. BIF is greatly privileged to have a distinguished Panel of dignitaries & experts as **Honorary Principal Advisors**.

- **A thought leader** working towards creating a Digital India:

BIF seeks to be a thought leader and a credible and effective voice to help propel the nation to achieve the country's ambitious vision of creating a Digital India.

To achieve this, BIF works to promote the rapid development of policies to promote affordable and high speed ubiquitous broadband throughout the country.

- BIF functions through its **Hi- Level Committees** on various subjects like 5G, SatCom & Broadcasting, New Technologies & Innovations, Policy & Licensing, Content & Applications, Infrastructure, Privacy, Trust & and Security etc. BIF has 15 Hi-level Committees.
- **Other significant activities of the Forum broadly relate** to coordination, promotion and formulation of expert opinion on topical subjects related to Broadband; act as a credible and reliable platform for Industry, Government, Regulatory and Standards agencies; spearhead independent and non-partisan work in several areas related to policy, regulation and standards; conducting conferences, seminars and knowledge events; writing research papers and white papers in collaboration with reputed research institutes such as ICRIER, IIM Bangalore and Counterpoint Research; running awareness campaigns within the highest echelons of Government's policy makers on several issues; releasing media articles on issues currently pertinent to telecom in India such as Make in India, EMF radiation, Net Neutrality, Internet Telephony, SatCom Liberalization & Reforms, V band, GST, Wireless Fiber etc, and conducting R&D Projects as part of an overall Consumer Awareness Program.
- BIF has published White Papers & Reports on almost all Telecom related subjects.

---

Please visit the BIF website: [www.broadbandindiaforum.com](http://www.broadbandindiaforum.com) for more information.

# CHAIRMAN'S Message



**Shri. M.F. Farooqui, IAS, (Retd.)**  
*Chairman, Broadband India Forum*

Satellite communication has a significant role to play in all the pillars of Digital India. Government's 'Digital India' programme envisions to "transform India into a digitally empowered society and knowledge economy". Providing reliable broadband connectivity is the key backbone and the common thread that runs across the Govt's flagship Digital India project. Satellite communication can play an active role in providing high speed access to gram panchayats for the BharatNet program, in rural mobile coverage, delivery of eGovernance services to far flung, rural & remote areas

where terrestrial connectivity cannot reach. I am enthralled with the way Broadband India Forum as a think tank, is attaining new heights by working closely with the Government, Service Providers, Satellite Operators, Broadcasters, Research Institutes and various other Academia. I also believe, like in its previous three editions, India SATCOM 2018 will help unearth new opportunities & markets and bring together various stakeholders to work together for delivering ubiquitous, affordable & accessible broadband in India through Satcom.

# PRESIDENT'S Message



**T. V. Ramachandran**

*President, Broadband India Forum*

Broadband India Forum (BIF) has been working for the cause of proliferation of broadband and sees immense potential in the use of satellite as a medium for delivering cost effective and real broadband to help accelerate Government's Digital India program. Satcom can be made far more affordable than it is today through a mix of adoption of modern satcom technologies as well as through optimised policies and regulations. We are extremely pleased to note that due importance to Satcom has been given for the first time in the new NDCP 2018 policy.

In at least three substantive sub-sections, the Policy covers about a dozen important action-items that could help drive the use of satcom for connecting the unconnected as well as for delivering ubiquitous broadband in India. Satellites can not only cover far flung, remote and inaccessible areas but can also bring reasonable Broadband services quickly to many other areas where Optical Fiber based services would take some time to reach. As & when OFC facilities reach those places, satellite capacity can act as a standby medium and provide high

speed broadband to other areas covered by those transponders. With new technologies and innovations in satellite communication that are currently available, India could leapfrog to a new broadband penetration level not just by connecting remote areas but also be able to offer an affordable choice of access to customers in urban areas as well.

India Satcom 2018 has grown over the last three years in participation and in activities. Besides the Core Satcom members, we have participation from all stake holders, including Technology Providers, Telecom Operators, Internet Service Providers, Value- Added Service Providers, Satellite Operators and service providers, MSO, Broadcasters, startups, Academia, professional entities as well as seasoned industry professionals who are familiar with different technologies, operations, regulations and policies.

**I would like to thank all the members who have supported INDIA SATCOM 2018 and also ICRIER for its immense contribution in the preparation of the White Paper to be released on the said occasion.**

# DIRECTOR GENERAL'S Message



**Anil Prakash**

*Director General, Broadband India Forum*

"I am privileged to be a part of the BIF Team under the organisation's Senior Leadership comprising of renowned and respected professionals from both the Industry and the Government which is striding forward to exclusively enhance the potential of the entire ecosystem to deliver broadband across the whole of India.

BIF has been championing the Satcom and Broadcasting sector by way of working through its Hi-Level Committee presently chaired by Mr Pradip Nath, MD &CEO, NELCO Limited and co-chaired by Mr Gaurav Kharod, Country Manager, IntelSat and Mr K Aravamudhan, Sr. Vice President, STAR India. Some of the other prominent Members of this Committee are BSNL, Hughes Communications, INMARSAT, Reliance Jio, ViaSat, Viacom18, Saankhyalabs and one of our newly joined Member are OneWeb and Thales Alenia Space. All these Members have contributed and brought their experience on the table and working as one voice to bring the benefits of Satellite Communication to the society.

When I talk about the BIF Satcom Committee, there is no way I can stay away from talking about Mr Avi Gutgold who chaired this Committee with lot of

passion in the last 2 Satcom events. Mr Debashish Bhattacharya as the Convener for this Committee has been providing all his support and knowledge for the Committee to bring value to the Members. BIF started to organise an Annual high quality International event in 2015. We are here attending the 4th in the series. It has come a long way with the support and commitment from its Members. The deliberations and recommendations of the two day conference will be submitted to the Govt and other satcom related agencies to take an appropriate action.

The BIF Satcom events have focused on topics to create awareness amongst all that can make your organisation part of this growing market for Satellite Communications services in India.

This BIF initiative has gained lot of interest amongst the Industry and its stakeholders. I appeal, if you are not a member of BIF, join us now to be part of the Satcom Initiative.

We welcome you to gain the most of this Conference.

We will be back next year around the same time for India Satcom-2019.





# India Satcom 2018

**20<sup>th</sup> & 21<sup>st</sup> November**



Hotel Le Meridien, New Delhi

Mainstreaming Satcom: Connecting to Unconnected

## PROVISIONAL PROGRAMME

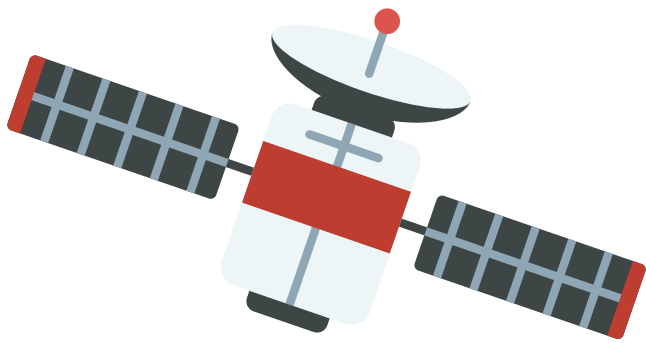
**(Day 1: 20<sup>th</sup> November, 2018)**

Venue: FF-1 Hall, Le Meridien

Time:	Programme
<b>17.00 – 18.00 Hrs</b>	<b>CXO ROUND TABLE</b>
Presided over by	<b>Madam Aruna Sundararajan, IAS</b> , Chairman Digital Communication Commission & Secretary, Department of Telecommunications, Govt of India (Chief Guest)
<b>Guests of Honour</b>	<b>Mr. Mahabir Prasad Singhal</b> , Sr. DDG-TEC* <b>Mr. RB Prasad</b> , Joint Wireless Advisor, WPC* <b>Ms. Revathi</b> , Sr. Dy Wireless Advisor, (Satellite), WPC* <b>Dr. PK Jain</b> , Associate Director Satcom PO, ISRO <b>Mr. Brijesh Kumar Soni</b> , Head Projects, Antrix <b>Mr. RK Pathak</b> , DDG-IC, Dept. of Telecom <b>Mr. SC Alhuwalia</b> , Advisor, Satellite & Radio, BBNL
<b>Moderator</b>	<b>Mr. TV Ramachandran</b> , President, Broadband India Forum
<b>Participants</b>	<b>Mr. P. J. Nath</b> , MD & CEO, Tata Nelco& Chair BIF Satcom& Broadcasting Committee <b>Mr. K Arvamudhan</b> , Sr. VP, Star India <b>Mr. Gaurav Kharod</b> , Country Manager, India, INTELSAT <b>Mr. Sathya Narayanaswamy</b> , Country Manager, ViaSat <b>Mr. MN Vyas</b> , Executive Director, Planet Cast <b>Mr. Pranav Roach</b> , President, Hughes <b>Mr. Jean-Jacques Bruniera</b> , Strategic Initiative, Director, THALES ALENIA SPACE <b>Mr. Gautam Sharma</b> , Managing Director, Inmarsat <b>Mr. Vikas Grover</b> , Chief Information Officer, Oneweb <b>Mr. Melvyn Chen</b> , Head, Business Development - APAC, Intelsat <b>Mr. Raymond Chow</b> , VP, AsiaSat <b>Mr. Raju Pulugurtha</b> , SES Video <b>Mr. Jai Kishan</b> , Viacom 18 <b>Mr. Vinod Kaul</b> , Regional Director, Gilat <b>Mr. RK Singh</b> , MD, General Dynamics <b>Mr. Arun Kashyap</b> , Executive, VP, SpiceJet <b>Mr. K. Krishna</b> , CTO and VP, Hughes
<b>18:00 - 18:30:</b>	<b>Break</b>
<b>18:30 onwards:</b>	<b>Networking &amp; Dinner Venue: Desire Hall</b>

(Day 2: November 21<sup>st</sup>, 2018)

Time:	Programme
9.00 – 10.00 Hrs	Registration
10.00 – 11.30 Hrs	<b>Inaugural Session: "Mainstreaming Satcom: Connecting to Unconnected"</b> <b>Lighting of the Ceremonial Lamp</b> <b>Welcome Address :</b> Mr. M. F. Farooqui, IAS (Retd), Chairman, Broadband India Forum <b>Keynote :</b> Mr. P. J. Nath, MD & CEO, Tata Nelco & Chair BIF Satcom & Broadcasting Committee <b>Presentation :</b> Tapping Potential of Satcom Sector: Opportunities for Inclusive Economic Growth: <b>Dr. Rajat Kathuria</b> , CE, ICRIER <b>Industry Expert :</b> Mr. Stephane Thibault, Managing Sales Director, Intelsat <b>Special Address :</b> Dr. K. Sivan, Chairman, ISRO (Special Guest of Honour) <b>Special Address :</b> Ms. Supriya Sahu, IAS, Director General, Doordarshan, PrasarBharati (Special Guest of Honour) <b>BIF Newsletter release</b> Formal release of the BIF Newsletter – Bits & Bytes for November 2018 by the Chief Guest and other Dignitaries <b>Inaugural Address :</b> Madam Aruna Sundararajan, IAS, Chairman Digital Communication Commission & Secretary, Department of Telecommunications, Govt of India (Chief Guest) <b>Vote of Thanks :</b> Mr. T V Ramachandran, President, Broadband India Forum
11.30- 12:00 Hrs	Networking Tea
12:00-13:30 Hrs	<b>Session I: India 2020-Economic Potential and Ease of Doing Business in Satcom &amp; Broadcasting Sector in India</b> <b>Introduction by Chairman</b> Mr. Debkumar Chakrabarti, Pr. Advisor (B & CS), TRAI * <b>Panel Speaker:</b> Dr. PK Jain, Associate Director, Satcom PO, ISRO Mr. Gaurav Kharod, Country Manager, India, INTELSAT Mr. Sathya Narayanaswamy, Country Manager, ViaSat Mr. MN Vyas, Executive Director, Planet Cast Mr. K. Krishna, Vice President (Regulatory), Hughes Q& A /Discussion from the House Concluding Remarks by Chairman
13:30 – 14:30 Hrs	Networking lunch



#### 14:30 – 15:45 Hrs

##### Introduction by Chairman :

Panel Speaker :

#### Session II: Drivers for Next Generation Satcom Applications & Services

**Mr. UK Srivastava**, Pr. Advisor (NSL), TRAI

**Mr. Brijesh Kumar Soni**, Head Projects, Antrix

**Mr. Gautam Sharma**, Country Manager, Inmarsat

**Mr. Melvyn Chen**, Head, Business Development - APAC, Intelsat

**Mr. Tony Azzarelli**, VP Global Licensing and Spectrum, OneWeb

**Mr. Vinod Kaul**, Regional Director, Gilat

Q & A/ Discussion from the House

Concluding Remarks by Chairman

---

#### 15:45- 16.15 Hrs

#### Networking Hi-Tea

---

#### 16.15 - 17.30 Hrs

##### Introduction by Chairman

Panel Speaker:

#### Session III: Satellite Broadcasting in Converged Era

**Mr. George Kuruvila**, CMD, BECIL

**Mr. Raju Pulugurtha**, SES Video

**Mr. Gajendra Tijare**, Executive Vice President, STAR

**Ms. Kshipra Jatana**, Chief Regulatory, Viacom 18

**Mr. Arvind Bali**, Advisor, Connect Broadband

Q & A/Discussion from the Houe

---

#### 17:30-18:00

#### Session IV: Concluding Session

**Summary and Recommendations:** **Mr. TV Ramachandran**, President, Broadband India Forum

##### Key Note:

**Satellite in the 5G:** **Mr. Jean-Jacques Bruniera**, Strategic Initiative, Director, THALES ALENIA SPACE

##### Special Address:

**Mr. SK Gupta**, Secretary, TRAI (Special Guest of Honour)

##### Vote of Thanks:

**Mr. Anil Prakash**, Secretary General, Broadband India Forum

---

#### 18:00

#### Close of Conference

---

Invited\*





**DR. K Sivan**

*Chairman, ISRO*



**SMT. Aruna Sundararajan, IAS**

*Chairman Digital Communication Commission & Secretary,  
Department of Telecommunications, Govt of India*



**MS. SUPRIYA SAHU, IAS**

*DG-Doordarshan*

## SPEAKER'S PROFILE



### **Aruna Sundararajan, IAS**

*Chairman Telecom Commission & Secretary Department  
of Telecommunications, Govt of India*



Ms. Aruna Sundararajan, IAS 1982 batch Kerala Cadre officer of the premier Indian Administrative Service (IAS) of India. She is currently Chairman of the Telecom Commission, the highest decision making body for telecommunications in India and the Secretary (Telecom), Govt. of India.

Prior to this, she served as the Secretary, Ministry of Electronics and Information Technology (MeitY), where she was driving the Digital India initiatives particularly during the post-demonetization phase. Her major focus areas included promoting e-Governance for empowering citizens, promoting the

inclusive and sustainable growth of the Electronics, IT & ITeS industries, enhancing India's role in Internet Governance, adopting a multipronged approach that includes development of human resources, promoting R&D and innovation, enhancing efficiency through digital services and ensuring a secure cyber space.

She has over 30 years of experience in the government administration and also has headed large infrastructural projects, including Public Private Partnership initiatives. She was instrumental in establishing the Kerala government's IT Department in the year 1998, which was amongst the first states to have a dedicated IT unit.

In her current role, she has been the chief architect of the recently published Draft National Digital Communications Policy 2018 which aims to propel India as a global leader in Digital Communications. She is also spearheading the implementation of BharatNet, world's largest rural broadband connectivity programme, which is aimed to connect 2.5 lakh Gram Panchayats with high-speed broadband by March 2019. The first phase of BharatNet aimed to connect one lakh Gram Panchayats was successfully completed within the deadline of 31 Dec 2017 under her leadership. She has also been driving the transformation of digital communication services in the largely unserved and underserved areas of North East, Andaman & Nicobar Islands, Left Wing Extremism affected areas and border areas of the country.

In addition to her existing role, she heads a high-level Committee of Secretaries formed by the Govt. of India to synergize creation of common infrastructure for utilities like communications, water, electricity, petroleum along with other development projects like roadways and railways. She is also a member of the high level committee constituted to identify key data protection issues in the country and recommend policy framework to addressing those.

Some of the key positions held by her include Country Head of the Global E schools Initiative of the UN and CEO of the prestigious Common Service Centre Project under the National E-Governance Project of the Government of India. She has also served as the Secretary to the Ministry of Steel, Govt of India, Additional Secretary, Telecom & Administrator, Universal Service Obligation Fund, Government of India and CMD, Bharat Broadband Network Limited.

She has always been a strong proponent of Women empowerment, particularly the marginalized section of the society and continue to support furtherance of women's rights. Kudumbashree ([www.kudumbashree.org](http://www.kudumbashree.org)), which is a women empowerment & poverty eradication program and Akshaya mass e-literacy project ([www.akshaya.kerala.gov.in](http://www.akshaya.kerala.gov.in)) are some of the programs which she initiated and implemented in the State of Kerala.

Some of the honors bestowed in the past include the Top Professional Women Achievers by India Today in 2009, Top Professional Women Achievers by Forbes Business Magazine in Aug 2012, The USIBC Transformative Leadership Award 2017 and Business Today's as one of the Most Powerful Women for 2018. On the 15th of November 2018, Intel felicitated her with the Technology Visionary Award.



## S. K. GUPTA

*Secretary, Telecom Regulatory Authority of India*

Mr. S. K. Gupta is an Indian Telecommunication Service (ITS) Officer. Presently he is working as Secretary, Telecom Regulatory Authority of India (TRAI) and is also holding the additional charge of Principal Advisor (Broadcasting & Cable Services) in TRAI. He is a gold medalist of Allahabad University and had done his graduation on "Electronics and Telecommunication" and MBA from Delhi.

He joined Indian Telecom Services (ITS) in year 1983 and worked in Department of Telecommunication in various capacities. For last ten years he is involved in Telecom licensing, regulations and its implementation. He has dealt with issues relating to Broadband, Infrastructure sharing, IP addresses, Licensing, FM Radio and Cable services.

He was Member of various high profile committees such as "Internet Governance Working Group" constituted by Department of Information Technology, Convener of NGN Expert Committee constituted under aegis of TRAI, Member of South Asian Telecom Regulatory Council (SATRC) and member of IPv6 focus Group constituted by DOT etc.

## U. K. Srivastava

*Pr. Advisor (NSL), TRAI*

Mr. U. K. Srivastava is Principal Advisor in Telecom Regulatory Authority of India, looking after telecom networks, spectrum and licensing. He is a graduate in Electronics Engineering and possesses Diploma in Management.

He is trained in transmission technologies, including optical, radio and satellite communications. He has managed various telecom activities including operations, maintenance, training, quality assurance, standardization and policy. He has been a member of various standing committees on satellite communications.

He was deputed to ITU to serve in Iraq for two years and at ITU HQ in Geneva for a year and half.

He has been associated with various standards development activities of ITU-T and ITU-R and has represented India in various conferences of these organizations. He also served as Vice Chairman of Study group-7 of ITU-R for a period of four years.



## George Kuruvilla

*Chairman & Managing Director, BECIL*

Mr. George Kuruvilla is an Indian Broadcast Engineering Service (IBES) officer of 1987, batch. Before joining Broadcasting Services, he completed M.Tech in Digital Communication Systems from IIT Roorkee in 1988. He had also successfully completed One Year Senior Management Programme in Corporate Finance from IIM, Kolkata in the year 2009.

After joining AIR in 1989 as Assistant Director, he was promoted as Deputy Director and joined as Head of Doordarshan TV station in the state of Sikkim, Gangtok. He was subsequently posted to Doordarshan Headquarters, Mandi House, New Delhi in 1997. Between 1997 to 2005, he served in Design & Maintenance wings of

TV Transmitters, Satellite communication etc. Later he worked as Superintending Engineering (Incharge), Doordarshan, Srinagar for one year from 2005-06. He was posted to Prasar Bharati Secretariat, New Delhi in February, 2007 and was attached to Chief Executive Officer (CEO), Prasar Bharati as Officer-on-Special-Duty (OSD) till May 2012.

After serving 23 years in AIR & Doordarshan, he joined as General Manager, BECIL in May, 2012. He was responsible for all TV projects including prestigious TV projects like Establishment of Rajya Sabha TV Channel (RSTV) and Electronic Media Monitoring Centre (EMMC) for recording and monitoring of 600 TV and 300 FM Radio channels for Ministry of Information & Broadcasting.

He was selected for the post of full time Director in the Board of BECIL and served as Director (O&M) from February, 2014 to August, 2015. Thereafter he was selected for the position of Chairman & Managing Director, BECIL and took charge from April, 2016.

## P. K. Jain

*Associate Director, SatCom Planning & Policy  
Implementation, SATCOM-PO, ISRO*



Dr. P.K. Jain has been working in ISRO Headquarters, Bangalore as Associate Director for satellite communication planning and policy implementation that includes configuration design of the planned communication satellites of ISRO and assigning the space segment capacity to users. Before this, he has worked as Associate Director for the satellite communication & navigation programme at ISRO Headquarters. He has also held the responsibility of implementing various Application-Programmes of ISRO like Tele-education, Search and Rescue, DTH based Disaster Warning Dissemination System, etc.

He started his career with National Remote Sensing Centre (ISRO), Hyderabad in 1989 and worked for the design and development of remote sensing satellite earth station communication equipment. As a Project Manager, he contributed for the commissioning of various national and international remote sensing satellite ground stations.

He also worked in Space Applications Centre (ISRO), Ahmedabad for the establishment of C-, Ext. C-, Ku- and Ka-band SATCOM earth stations in the capacity of the Project Manager-System Engineering.

He received two ISRO Team Excellence Awards in 2009 for implementing "Tele-education" and "Disaster Warning and Communication Systems". He is also the recipient of the IETE – Biman Behari Sen Memorial Award (2010) for distinguished contribution in implementation of various satcom based societal application programmes like Tele-education, Telemedicine, Disaster management; establishing remote sensing and satcom ground stations; and development of various satcom subsystems. He is recipient of D.V. Nirmal & Mangal Sain Award (BES-2012 Award) by Broadcast Engineering Society (India) in recognition of his contribution for outstanding work in broadcasting, especially for the development and implementation of the DTH based Disaster Warning Dissemination System.

He has published more than 25 papers in various journals & magazines of national and international repute. He can be reached at [pkjain@isro.gov.in](mailto:pkjain@isro.gov.in)

## DEBKUMAR CHAKRABARTI

*Pr. Advisor (B&CS), TRAI*



Mr. Deb Kumar Chakrabarti is Principal Advisor in Telecom Regulatory Authority of India, looking after the Broadcasting and Cable Services. He is a graduate in Electronics Engineering and completed his Post Graduation studies in Public Policy & Management from the IIM, Bangalore and the Maxwell School of Public Affairs and Citizenship, Syracuse University, New York (USA).

He belongs to the 1987 batch of Indian Telecom Service. He has worked in the Remote Sensing Area as Scientist/Engineer in the Space Application Centre, ISRO under the Department of Space and was associated with the design/development of indigenous Digital Image Processors. After joining the Department of Telecom, he has served in the North-East Region of India in various capacities as Director and General Manager for almost 18 years and was involved in the development of Telecom Sector and ICT initiatives in the region towards extending the connectivity/reach to the remotest areas/localities and developing Citizen-centric Governance models in the region. He has also served as the Principal General Manager in BSNL on deputation and looked after the HR (Recruitment/Training/Personnel) wing for almost 3 years.

He has participated/represented in many international events including World GSM Congress, Technical & Dialogue Program on National/Regional Development Policy Issues, Commonwealth Telecom Organisation (CTO) Councils/Conferences on Capacity Development & Training, Cyber-Security, etc.

He is an FIE (Fellow of the Institution of Engineers (India)).

## Brijesh Soni

*Head SATCOM, ANTRIX Corporation*

Brijesh Soni took over as the Head SATCOM, ANTRIX Corporation, Department of Space in January 2018. He takes care of various aspects of ANTRIX, i.e. SATCOM services, Mission Support, and Navigation application.

Brijesh Soni joined UR Rao Satellite Centre (URSC) formerly known as ISRO satellite Centre in year 2000, after completion of Masters of technology in microwave electronics, from Delhi University South Campus.

Until December 2017 he was with Communication Systems Group of URSC. He has made major contribution in the design and development of TTC receivers at C, Ku and S band for different ISRO satellites, automation of various measurement systems. He has published more than 10 research articles in various journals and conferences. He has received the ISRO young scientist award for year 2011



## Deepak Mathur

*Executive Vice President,  
Global Sales, SES Video, SES*

Deepak Mathur is Executive Vice President, Global Sales, Video, at SES the world's leading satellite operator, with over 70 satellites operating in both the GEO and MEO orbital arcs. Previously, he had been Senior Vice President, Commercial at SES for Asia-Pacific and the Middle East. He is responsible for driving growth and strategy for SES's global video business, including in some of the most dynamic markets in the world, while providing customers with world-class satellite and content delivery solutions across a range of platforms.

With more than 20 years of experience in the industry, Deepak has a keen understanding of customers' satellite requirements and works directly with them to ensure they have the satellite capacity they need to achieve their ambitions. Deepak is the Chairman of the Satellite Industry Committee of CASBAA, a member of the Board of Directors of APSCC and is a member of the Board of Directors of Yahlive, a partnership between SES and Yahsat.



## Gaurav Kharod

*Country Manager for India, Intelsat*

Gaurav has been a satellite professional with 20+ years in Satellite communications and Broadcast markets with exposure in South East Asia markets. Currently Country Manager for India at Intelsat, beyond his understanding of business and technology, he has experience in regulatory affairs and public policy. Having experience across Hughes – a Service Provider, Viasat – a Network provider, and now Intelsat, Gaurav has the right mix of experience across the different aspects of a satellite communications service.







## Gautam Sharma

*Managing Director, India, Inmarsat*

Gautam Sharma joined Inmarsat in 2016 as Managing Director, India. He is focused on the introduction of Inmarsat's voice and broadband data communication services across India powered by the company's fourth generation (I-4) of mobile satellites.

Prior to joining Inmarsat, Gautam Sharma held a range of senior, international positions with giant Telecom equipment provider, Huawei. While at Huawei, Gautam worked across a variety of linked disciplines including sales and marketing, Account Management and business development.

Across his career, Gautam has worked with both private sector companies, including telecom OEMs and operators, and with Government departments and public sector bodies, managing contract negotiations valued at hundreds of millions of dollars.

In addition to Inmarsat and Huawei, Gautam has held senior roles with the optical and wireless solutions firm, Arasor International Holding and Pacific Bangladesh Telecom and Hexacom India Limited (now Airtel).

Gautam has a Post Graduate Diploma in Telecom Management from the Symbiosis Institute of Telecom Management, Pune, India, and a degree in Mechanical Engineering, from the Birla Institute of Technology & Science, (BITS, Pilani), Rajasthan, India.



## Melvyn Chen

*Head of Business Development, Asia-Pacific, Intelsat*

Melvyn Chen is the Head of Business Development, Asia-Pacific at Intelsat. He is focused on developing and pursuing strategic partnerships, acquisitions and development of key orbital assets. Previously, Melvyn has also served in Global Field Marketing and Product Marketing roles at Intelsat. Prior to joining Intelsat in 2011, he was the Asia-Pacific Product Marketing Manager at Apple, where he was responsible for products such as the iMac, Mac mini and Apple TV. Melvyn has over 15 years of marketing experience in diverse industries such as satellite telecommunications, consumer electronics, IT hardware and software. Melvyn holds a

Master of Science degree in Marketing and Consumer Insight and a Bachelor's degree in Mechanical Engineering from Nanyang Technological University, Singapore.



## Stephane Thibault

*Managing Sales Director, Asia, and  
Media Lead for the region*

Stephane Thibault joined Intelsat in January 2010 and is currently Managing Sales Director, Asia, and Media Lead for the region. He's leading the company regional Media strategy. With experience across a wide area of applications, Stephane has over 25 years of experience in the media and Telecom industries, in Asia Pacific. Stephane Thibault has held management positions across a wide range of media applications and cultures, witnessing and participating to the extraordinary growth of the broadcast media and telecommunication mobile industries from its Singapore base, where he is established since 1994.

Prior to joining Intelsat, Stephane Thibault has held various sales and business development positions with Getris Images, an innovator in PC-based graphics technology in the 1990's, before leading the successful development of Pinnacle Systems from 1995. He later held the position of Regional Director for Avid Technology, a leader in content solutions.



## Arvind Bali

*Advisor, Connect Broadband*



Arvind Bali as a part of advisory boards is consulting promoters and their organisations in Telecom, IT and Security and surveillance for performance improvement and strategic guidance.

Till June'18 as DIRECTOR & CEO of Connect Broadband and earlier Videocon Telecom in its maiden journey of becoming an admired brand with enriching lives of millions & guiding the organization to ride the next wave of telecom growth in India.

An accomplished BUSINESS LEADER with 35+ years' expertise in management of various business streams with globally respected outcomes, he possesses capabilities of transforming underperforming organizations with powerful analytical skills, potent communication capability & strategic vision.

Enriched with International exposure by handling business in 50+ countries for more than two decades has honed abilities in identifying potential opportunities, deconstructing complex situations and demonstrating year-after-year success in achieving profit & business growth objectives within start-up, turnaround & rapid change environments.

As a corporate executive, Arvind possess extensive expertise across most markets in Asia, US and Europe; handling various business verticals including New Business Development, International Sales and Operations, International Restructuring, Value Creation, Introduction of New Products and Leveraging Global Supply Chain.

A commercial strategist and catalyst with Business Acumen, for growth and change; his profile is suited to CEO and Board of Director roles as he has been successfully managing the challenging responsibilities of executing Videocon business plans, product strategy and overseeing the brand's venture into the dynamic telecom business in India.

Arvind is an MBA from FMS, Delhi University, and graduate with Hons in Mech Engineering from Punjab Engineering College, Chandigarh.

## Vikas Grover

*Chief Information Officer, Oneweb*



Vikas Grover is the Chief Information Officer at OneWeb, where he is accountable for Terrestrial Networks, Platforms & Cloud Infrastructure, Customer Services and Enterprise Security. Prior to OneWeb, he served Vodafone as the CIO and Chief Networks Officer in India, where he was accountable for annual \$1Bn+ Capex spends. Over 9 years at Vodafone, Vikas established mega scale Networks and IT Systems to serve 200Mn+ customers and enterprises, served through a 1Mn+ Distribution network; resulting in market leadership for Vodafone in India.

Vikas has over 26 years of rich experiences spanning multiple industries and with Big 4 Consulting firms across Europe and India. He brings in business and technology insights for a variety of industry sectors such as Telecom, Retail, Financial Services, Manufacturing, Healthcare, Energy, Public Sector, Pvt. Equity and Venture Capitalists. Vikas led the Technology Strategy practice at Atos KPMG Consulting in the UK through strategic engagements covering IT Strategy, Shared Services, Digital integration, ERP transformation, M&A Advisory, OSS/BSS transformation.

Before moving to the UK, Vikas led the implementation of India's first green-field GSM networks (1995 to 2000) for Tata-Bell Canada JV and Hutchison. Earlier in his career with Siemens, he engineered fixed line Digital transformation for the Indian PTT and across several states in India.

Vikas holds a Bachelor of Engineering degree in Electronics and Telecommunications from India's first Telecom Engineering institute; he received his PG Certificate in Management from Glasgow University and is a PRINCE 2 Practitioner Certified from the UK.



# Tony Azzarelli

*Vice President, Global Licensing and Spectrum,  
OneWeb*



Tony Azzarelli has more than 25 years experience in the telecommunication sector, with senior appointments at OneWeb, the UK regulator Ofcom, Inmarsat, The Boeing Company, the European Space Agency and ICO Global Communications, as well as working as an independent consultant in the regulatory field.

In his professional work, Tony has strived to initiate, develop and promote global harmonised policies for space and terrestrial wireless technologies. He has participated in international regulatory forums, such as the International Telecommunications Union, International Civil Aviation Organization, International Maritime Organization, European Conference of Telecommunication and Postal administrations (CEPT), and European Telecommunications Standardisation Institute, and led European regulatory groups within the CEPT in preparation for the ITU World Radio Conference in Geneva.

Tony has a Doctorate in Electronic Engineering from the Polytechnic of Turin, along with a Master of Business Administration, a Certificate from the International Space University, and has attended the Air and Space Law (LLM) at the Institute of International Law, Leiden University.



**Mr. P J Nath**  
*Managing Director  
Nelco Ltd.*



**Mr. MN Vyas**  
*Executive Director  
Planet Cast*



**Mr. K Krishna**  
*Vice President and CTO,  
Hughes Communications*



**Mr. K. Arvamudhan**  
*Sr. VP, Star India*



**Mr. Louis Boswell**  
*CEO,  
Asia Video Industry Association*



**Mr. Sathya Narayanaswamy**  
*Country Manager, Viasat*



**Dr. Rajat Kathuria**  
*Director & CE, ICRIER*

# BIF Members

## Corporate Patron Members



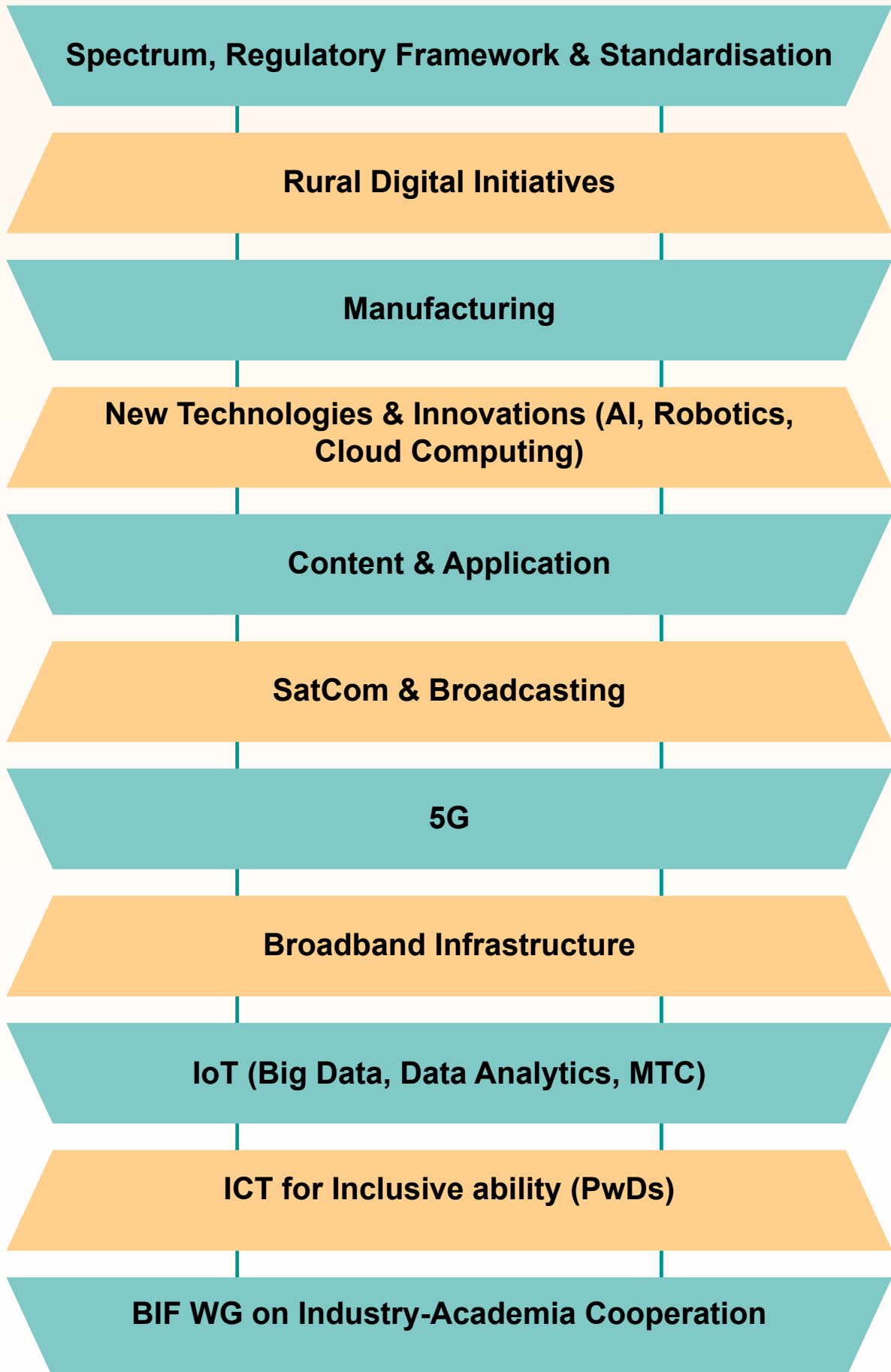
## Corporate Members



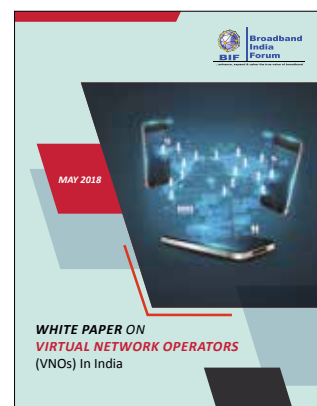
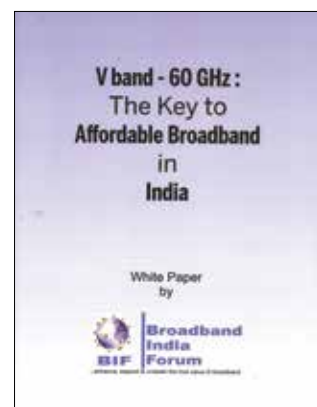
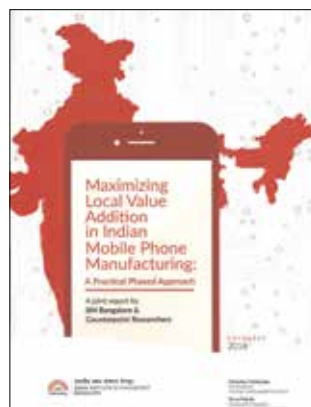
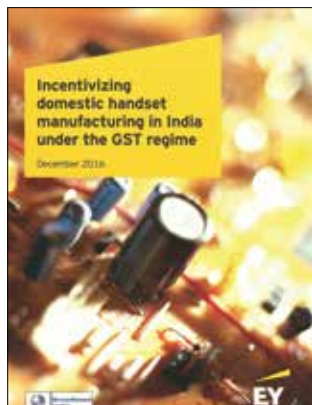
## Startup & Professional Members



# BIF Hi Level Specialist Committees



# BIF Publications



# PARTNERS

## PARTNERS

**HUGHES** Connect to the future.



**inmarsat**  
The mobile satellite company™



**Viasat**™



**SES**▲  
beyond frontiers



## SUPPORTING ORGANISATION



## NATIONAL MEDIA PARTNERS

**BROADCAST & CABLESAT**



**tele.net**

ONLINE MEDIA PARTNER

**DigiAnalysys**

OFFICIAL INTERNATIONAL  
MEDIA PARTNER

**Via Satellite**

EVENT PARTNER



BHARAT EXHIBITIONS

[illegible]



[illegible]

[illegible]

[illegible]

We will be back next year  
around the same time.



# India Satcom 2019

## 5th International Summit



### Broadband India Forum

*Suites - 215 & 216, DBS Office Business Centre, 1st Floor, World Trade Tower,  
Barakhamba Lane, New Delhi-110001*

**Mob:** +91-9811155846 | **Tel:** +91-11-40509200, 45730225 (D) | **Fax:** +91-11-23414740

**Email:** [anilprakash@broadbandindiaforum.com](mailto:anilprakash@broadbandindiaforum.com) | **Web:** [www.broadbandindiaforum.com](http://www.broadbandindiaforum.com)