



2019

## 5<sup>th</sup> International Annual Summit

### Theme: Satellite Applications for Inclusive Growth

#### CXO Interaction

(Day 1: 27<sup>th</sup> November, 2019)

Meeting Room 1, Hotel Shangri-la, New Delhi

Time: 1700-1900 Hrs

**Registration** 1600 – 1700 Hrs

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**Presided over by** **Shri. Anshu Prakash**, Secretary Telecom & Chairman Digital Communications Commission (Chief Guest)\*

**Special Guest of Honour** **Shri Rakesh Sasibhushan**, CMD, Antrix

**Moderator** **Shri TV Ramachandran**, President, BIF

The CXO Roundtable is expected to bring the doyens of the industry, from corporate leaders, to representatives of the topmost echelons of the government departments, to sit together in an interactive, knowledge sharing discourse. The objective of the roundtable is to get both the industry as well as the policy/regulatory sides to deliberate on either side's views/concerns and come up with mutually amicable solutions, so as to eventually augment the facilitation of world class satellite communications service and provisions in India. The technology, in turn, would be focused towards enabling inclusive growth across all the socio-economic strata in the country.

#### Participants

Industry	Government
Mr. P J Nath, MD & CEO, Tata Nelco & Chairman, BIF Satcom Committee	Shri S S Singh, Member (T), DoT*
Mr. K Aravamudhan, Sr. Vice President, Star India	Shri P K Sinha, Member (F), DoT*
Mr. Gaurav Kharod, Country Manager, India, INTELSAT	Mr. GK Agarwal, WA, WPC
Mr. Sathya Narayanaswamy, Country Manager, ViaSat	Mr. RB Prasad, JWA, WPC
Mr. Pranav Roach. President, Hughes	Mr. M K Patanaik, Sr. DWA, WPC
Mr. Gautam Sharma, Managing Director, Inmarsat India	Ms. Revathi, Sr. DWA, WPC
	Mr. S C Ahluwalia, Consultant, SATCOM, DoT
	Mr. Brijesh Kumar Soni, Head Projects, Antrix
	Mr. RK Pathak, DDG-IC, Dept. of Telecom

Mr. MN Vyas, Executive Director, Planet Cast	Mr. Kishore Babu, DDG-SRI, Dept. of Telecom
Mr. Stephane Thibault, Managing Sales Director, Intelsat	Mr. Nitin Jain, DDG-DS, Dept. of Telecom*
Mr. Deepak Mathur, President, SES	
Mr. Manik Vinnakota, Director, Commercial and Product Development, Telesat	
Mr. RK Singh, MD, General Dynamics	
Mr. K Krishna, CTO and VP, Hughes	
Mr. Yagnesh Rajendran, ITC Global	
<b>Mr. Jayesh Parelkar</b> , ITC Global	
Mr. Melvin Cheyn, Director- Sales, APAC,Intelsat	

**1900 - 1930 Hrs: Break**

**19:30 Hrs onwards: Networking Dinner with Cocktails**

By Invitation Only

\*Invited



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## 5<sup>th</sup> International Annual Summit

### Theme: Satellite Applications for Inclusive Growth

Day 2: Thursday, 28<sup>th</sup> November, 2019  
Venue: The Ballroom, Shangri La, New Delhi

#### PROGRAMME

**Time:**

0900 – 1000 Hrs

**Registration**

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1000 – 1130 Hrs

**Inaugural Session**

**Lighting of the Lamp**

**Welcome Address:**

**Shri MF Farooqui, IAS (Retd),** Chairman, Broadband India Forum

**Keynote Address:**

**Shri PJ Nath, MD & CEO,** Tata Nelco & Chair, BIF Satcom & Broadcasting Committee

**Release of White paper**

**“Liberalising Satellite Communications in India: Opportunities for enhanced economic growth” by Chief Guest and Dignitaries**

**Special Address:**

**Shri Rakesh Sasibhushan, CMD,** Antrix (Special Guest of Honour)

**Special Address:**

**Dr. K Sivan, Secretary, DoS & Chairman,** ISRO (Special Guest of Honour)

**Inaugural Address**

**By Chief Guest**

**Dr. R.S Sharma IAS (Retd.),** Chairman, TRAI

**Vote of Thanks:**

**Shri TV Ramachandran,** President – Broadband India Forum

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1130 - 1200 Hrs

**Networking Tea**

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1200 - 1330 Hrs

### Session I: Making IFMC Services a major success in India,

Satellite bandwidth charges in India are higher as compared to other parts of the world. This may affect the uptake of in-flight and maritime mobile services by making the facility costlier. An open market mechanism should be allowed to permit all satellites – both domestic and foreign, to offer services. Moreover, Indian vessels/aircrafts going outside Indian borders, should be provided service by an Indian service provider with whom the IFMC Licensee has a tie-up, as it is in other countries.

No other country surrounding India has restriction of 12 nautical miles (territorial borders) like we have. As per international norms, Indian service providers can provide service to aircraft and vessels when they are in international zones but Indian Telegraph Act, 1885, under which these licenses are issued, restricts companies to provide services within national boundaries.

#### Introduction by Session

**Chairman:**

**Shri. U.K. Srivastava**, Pr. Advisor (NSL), TRAI

Panel Speakers:

**Mr. Gautam Sharma**, Managing Director, Inmarsat India

**Mr. Jayesh Parelkar**- Regional Director (Sales & Business Development), ITC Global

**Mr. Manik Vinnakota**, Director, Commercial and Product Development, Telesat

**Mr. Brajendra Urmalia**, Product and Presales Head, Maritime and Aero Business, Nelco Limited

**Mr. Shivaji Chatterjee**, Business Head, Enterprise Business, Hughes India

Q & A Session

Concluding Remarks by Chairman

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1330 – 1430 Hrs

### Networking lunch

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1430 – 1545 Hrs

### Session II: Advancements in Satellite Technologies with specific focus on India

Once a capital-intensive industry, today innovative technologies on the ground terminal, satellites and their constellations, and on launch vehicles are aplenty. All the new innovative services viz. Connected Cars, Smart Transport & Logistics, Satcom Mobility applications, Mobile backhaul for 4G & 5G, would require high bandwidth applications - all of which need a paradigm shift from traditional and legacy wide beam technologies to more focused High Throughput beams with frequency reuse, to enable delivery of true broadband to where it is required. With advanced technology on the ground and in space, satellite service providers are meeting the broadband needs of rural and urban populations, the oil and gas industry, maritime markets, emergency management, education, civil and military government, and more. Ka and Ku band High Throughput Satellites with spot beams and frequency

reuse, NGSO constellations, flexible payloads, flat panel antennas and a host of other developments are making broadband available and affordable throughout the developed world.

**Introduction by Chairman:** **Mr. K Krishna, Vice President & CTO, Hughes Communications India Pvt. Ltd.**

**Panel Speakers:** **Mr. Stephane Thibault**, Managing Sales Director, Intelsat  
**Mr. Sathya Narayanaswamy**, Country Manager, ViaSat  
**Mr. Prashant Butani**, Senior Sales Director – South Asia, Measat  
**Mr. Abhinandan T. Dodamani**, CTO, Tata Nelco

Q & A Session

Concluding Remarks by Chairman

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**1545 - 1600 Hrs** **Networking Tea**

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**1600 - 1730 Hrs** **Session III: Ease of Doing Business and Conclusion**

The existing Satcom Policy in India is almost 20 years old and is not only dated but also irrelevant today. The Government is conscious of the matter and is working towards creating a user-friendly policy & regulatory framework to make Affordable Broadband from Satellite available to all. Huge growth is expected in the next 5-10 years & communication satellites are expected to double. India recognizes the need and is doing all it can to involve the private sector in commercial and strategic applications. It is the right time to take advantage of the new Government's forward-looking policies of opening up the sector, as envisaged in the NDCP, by increasing private involvement and improving the ease of doing business in India.

Broadband India Forum (BIF) has been working assiduously towards the promotion of Satcom liberalisation and ushering in new Satcom reforms with the belief that this will enable the much needed Satcom revolution in India through the upcoming National Space/Satcom Policy.

**Session Chairman:** **Shri SK Singhal, Advisor (Broadband), TRAI**

**Introductory Address  
by Session Chairman:** **Shri SK Singhal, Advisor (Broadband), TRAI**

**Panel Speakers:** **Shri RB Prasad**, JWA, WPC  
**Mr. Gaurav Kharod**, Country Manager, India, INTELSAT  
**Ms. Revathi**, Sr. DWA, WPC

**Mr. K. Krishna, Vice President (Regulatory), Hughes**

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

Q & A session

Closing remarks by the Chairman

Concluding Remarks:

**Mr. TV Ramachandran, President, Broadband India Forum**

Vote of Thanks:

**Mr. Debashish Bhattacharya, DDG, Broadband India Forum**

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**1730 Hrs**

**Close of Conference**

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**Invited\***