

Webinar



Satellite-Telco Integration Opportunities and State of the Market



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Experts in the satellite and space industry for more than 24 years

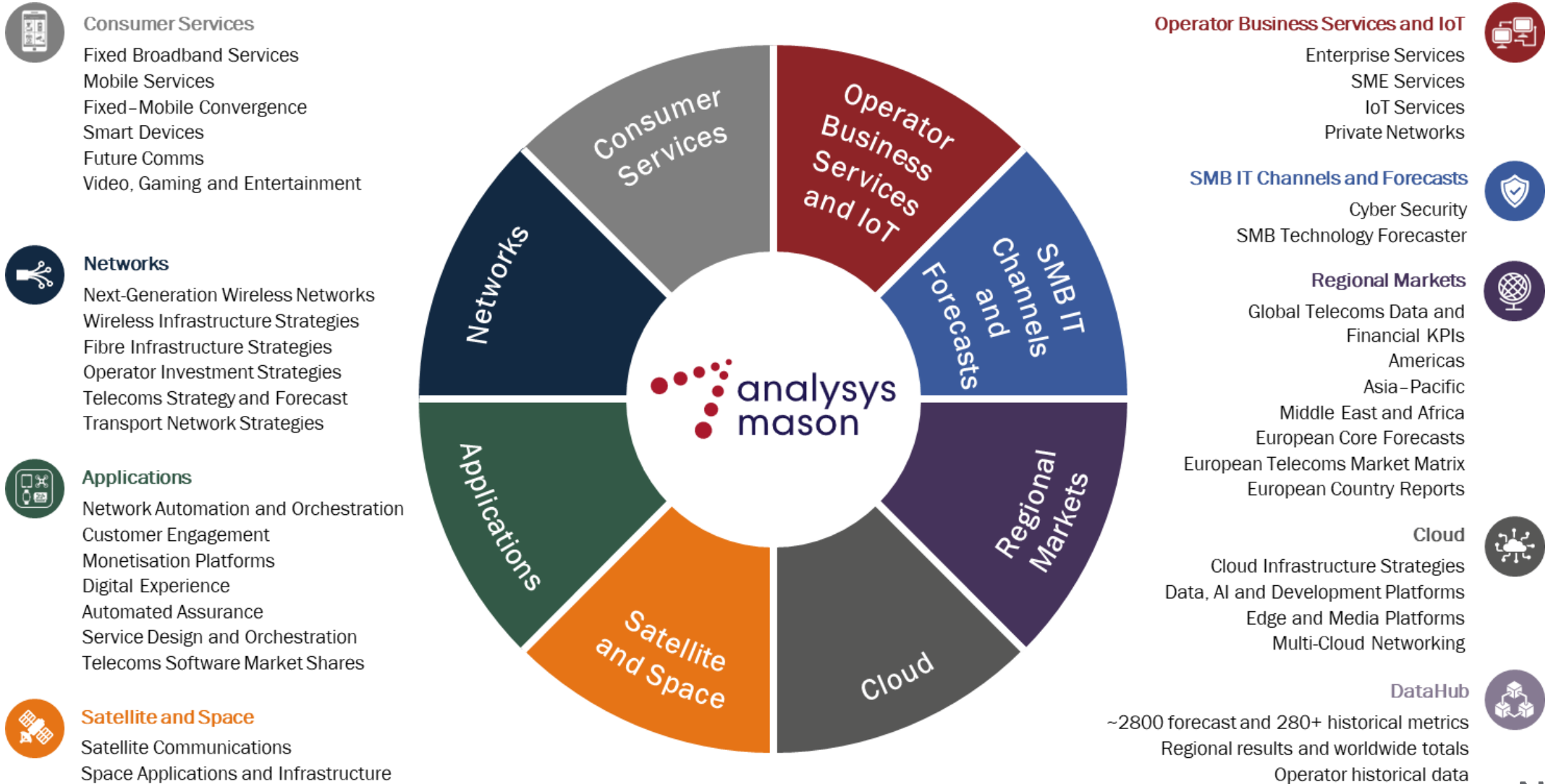
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- > Exceptional breadth of topics spanning satellite communications, hybrid and emerging applications, broadcasting and digital media, commercial space as well as 5G, fibre and satellite platforms

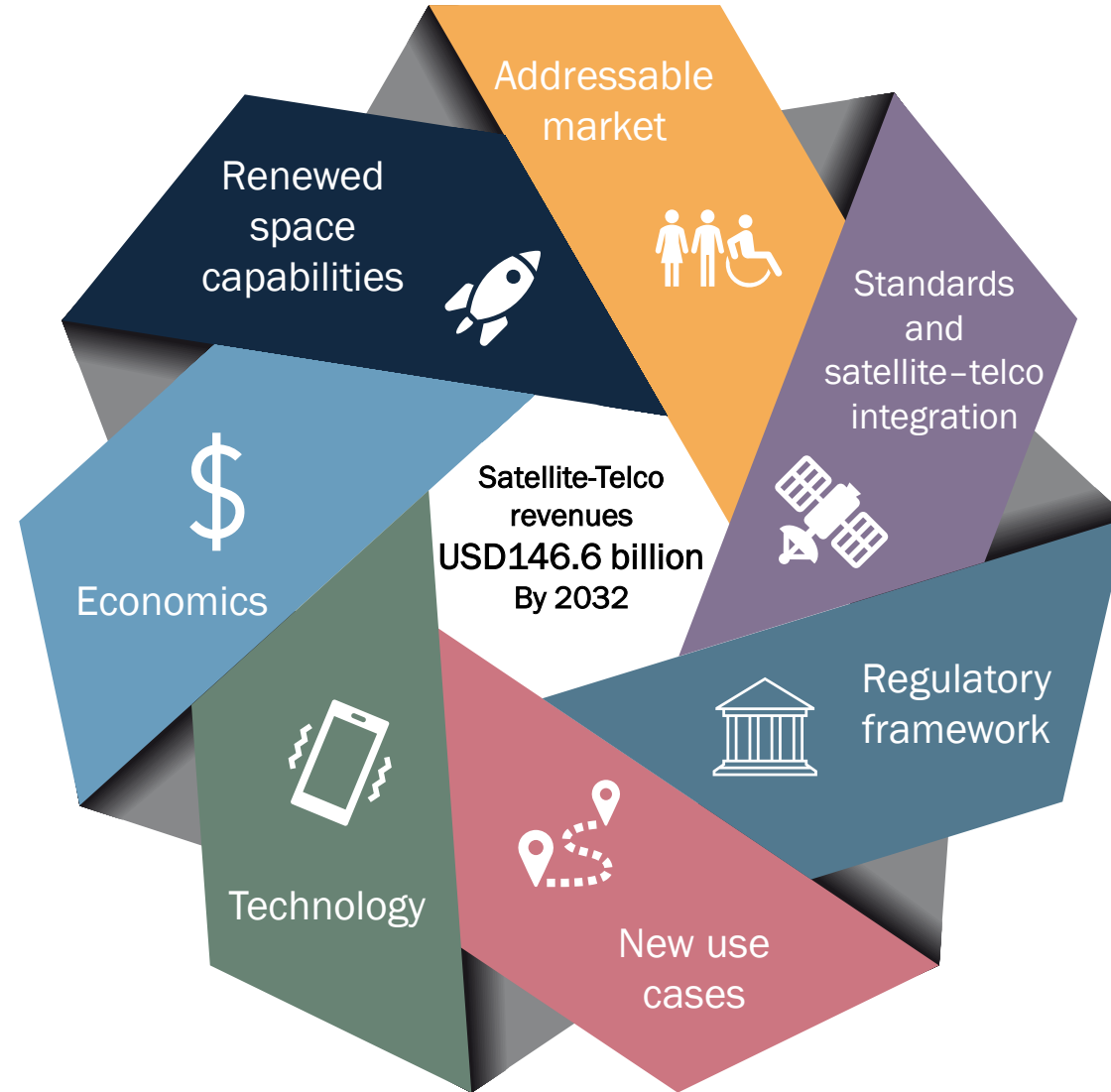


Analysys Mason: global TMT research coverage

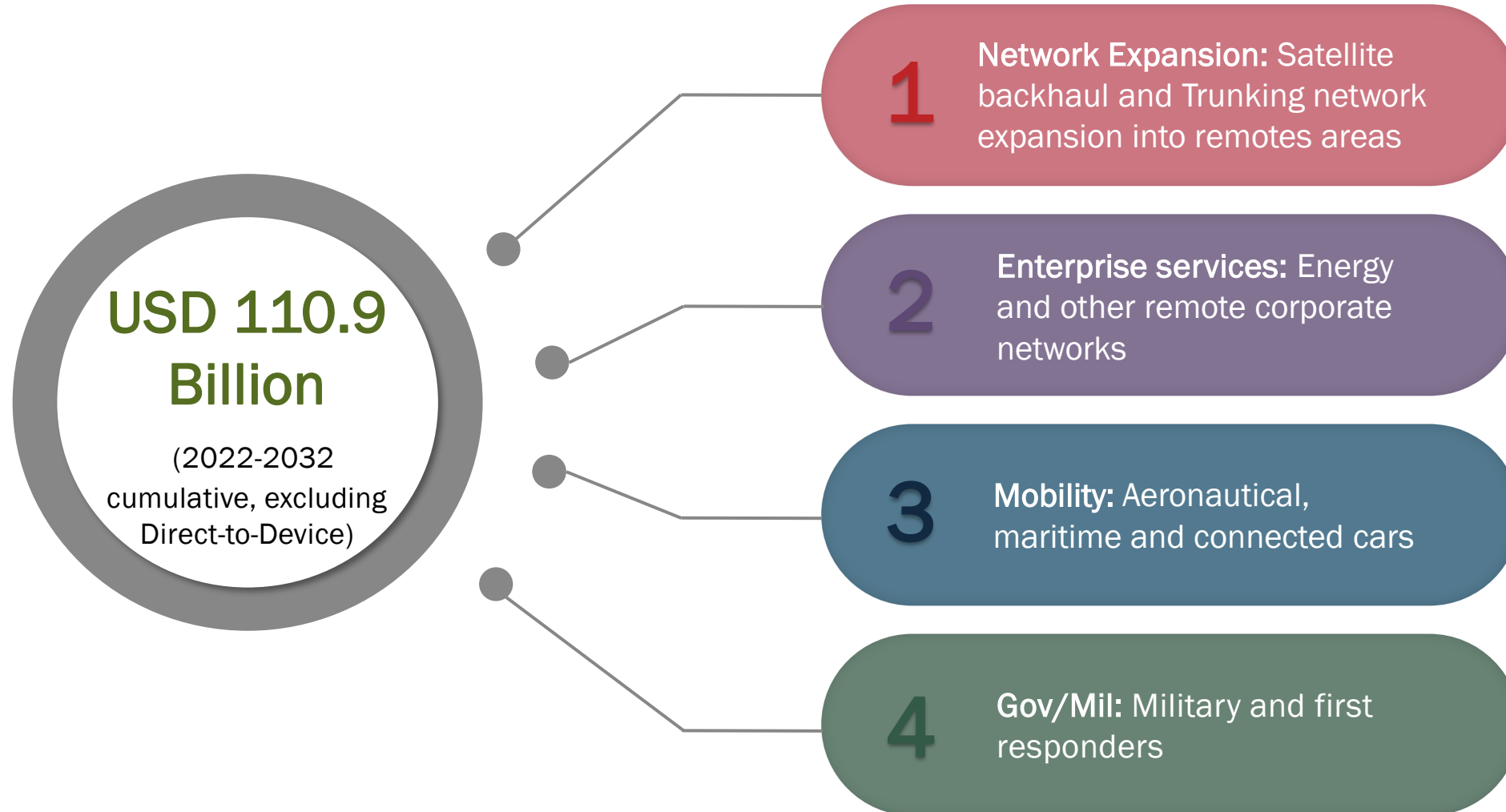


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Why is satellite more relevant in the 5G era?



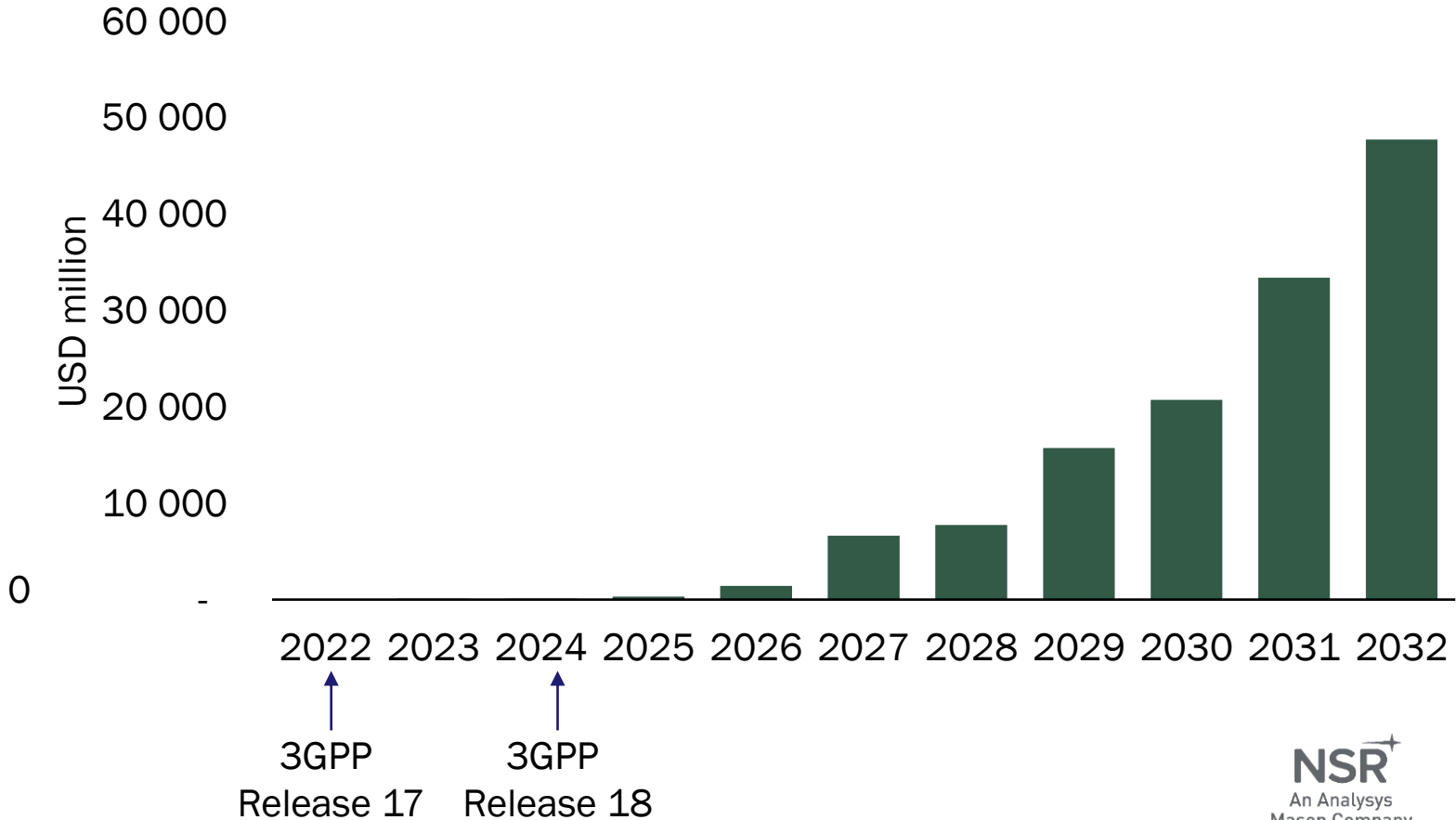
Key driving forces for 5G satellite service revenue



D2D capabilities still need to evolve significantly for the market to develop meaningful revenue opportunities

Satellite D2D consumer segment revenue

Emergency ~USD100 million	SMS +USD100 million	Voice +USD1 billion	Data +USD10 billion
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- The market will see four waves of satellite-based D2D capabilities
- D2D will remain a high-end offer, especially in the initial stages

Building the right ecosystem of partners is essential for Satellite and NTN success



Agencies and organizations

GSMA, European Space Agency, Global Satellite Operator's Association

Satellite-telco integration: challenges and considerations



Technical considerations

- New connectivity models and infrastructure
- Interoperability
- Interference management



Regulatory and policy challenges

- Spectrum allocation and coordination
- Licensing and compliance requirements



Economic and financial aspects

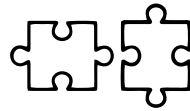
- Cost of deploying and maintaining networks
- Revenue-sharing models and business agreements

Satellite-telco integration: strategies for success



Effective partnerships across the ecosystem:

- Evaluate skills and market objectives
- Innovative business models
- Joint ventures, strategic alliances, M&As



Collaborative network planning and integration:

- Ensuring seamless integration of networks
- Coordinating network management and operations
- Standards



Education and support:

- Bridge the knowledge gap
- Demonstrate business cases and build confidence
- Lower the entry barriers



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