

# India Satcom 2020

## Keynote Address

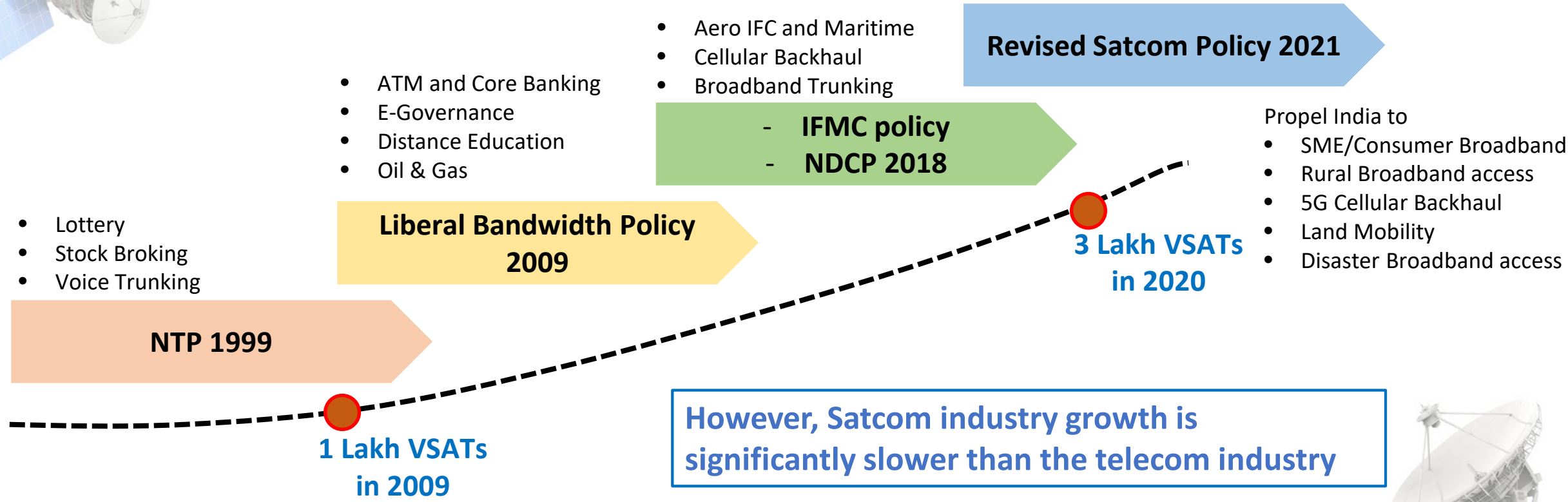
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24<sup>th</sup> November 2020



# Indian Satcom Industry growth so far...

The VSAT industry has grown over the years in numbers as well as applications – fuelled by positive regulatory interventions from DOS, ISRO and DOT



However, Satcom industry growth is significantly slower than the telecom industry

ISRO and DOS have been the architects of growth for sectors working in and around satellite technology



# Global Satellite Communication Industry is Undergoing a Transformation

Global Satellite industry has evolved faster in the last couple of years than in the previous two decades ..... increasing pace of innovation...



## NEW SATCOM TECHNOLOGIES

- Satellite Technology
- Next generation modems and antenna
- Multi-orbit, multi-band service

## NEW BUSINESS MODELS

- Flexibility in bandwidth capacity
- Infrastructure as a Service” and “Network as a Service

## NEW SERVICES

- Abundance of capacity
- Managed Services beyond connectivity

## CONSOLIDATION

- Industry Consolidation
- New Partnerships

## GROWTH IN DATA CONNECTIVITY NEEDS

Changing Market Dynamics

What about the customer’s changing expectations?



# Customer expectations are changing as well



Borderless coverage

Limitless bandwidth

On-demand fulfilment

One-service experience

Innovation

Reliability



How do we leverage on the global developments?



## India can gain by embracing global innovations...

- 1 New technology developments and innovations in satcom happening across the globe .... *faster innovation cycles*
- 2 The industry is at an inflexion point of significant growth
- 3 For India to become Atma Nirbhar, it is important to embrace what's available across the globe and build on top of it
- 4 Leveraging the global developments can help us leapfrog and get into the next stage of innovation and development - *no point reinventing the wheel*

How can we help India leverage the global developments?



# What is required to make India an important part of the global Satcom industry

## 1. Forward looking policies

- Focus on ease-of-doing business
- Help create a market structure to enable new business models
- Globally competitive spectrum prices and flexible models required to spur growth

## 2. Ability to leverage the latest technological developments ...on real-time basis

- HTS, Non-GEO satellites
- Antenna Technologies

## 3. Light touch Regulations

A friendly new policy for an Atma Nirbhar Indian Satcom industry....



**To keep pace with global growth trends,  
India needs to adopt more flexible practices**



**nelco**<sup>o</sup>  
unlock potential