
From: [REDACTED] >
Sent: Monday, October 6, 2014 10:38 AM
To: jeffrey E.
Subject: Re: Satellites!

Yes
Ok will try
Still in Africa

On Oct 6, 2014, at 12:57 PM, jffrey E. <jeevacation@gmail.com> wrote:

<mailto:jeevacation@gmail.com>

On Mon, Oct 6, 2014 at 12:38 AM, [REDACTED] >>
wrote:

Should we meet him next Saturday in Boston?

Begin forwarded message:

From: Greg Wyler <[REDACTED]>>
Date: October 6, 2014 at 7:30:00 AM GMT+3
To: '[REDACTED]' >>
Cc: 'Philippa S=gl-Gloeckner' <[REDACTED]>>
Subject: RE: Satellit=s!
Reply-To: Greg Wyler <[REDACTED]>>

Hi,

 This broadband report is a good place to start ... it is not very technical but gives a good outline of the problem.

&nb=p; Again, keeping away from the technical for=a moment - I, and a growing number of others, believe that communications i= fundamental to economic, social, civic and health development goals. It is=not something parallel, rather it is a foundational. Of course, being a bit=of a communications geek it may be that I see things from this perspective!=However, there is a reason why every (successful) large organization depend= on, and could not exist in its current form, without quality ICT's. If you=want to deliver malaria tents to 10,000 locations you will need to inventor= them, ship them, make sure they arrived, etc... the logistics alone requir= ICT's.

&n=sp; Now, gettin= technical ... We have a way to fundamentally solve this problem and make s=re everyone on the planet can have affordable access to high speed internet= From the user point of view= we enable a small terminal - not much bigger than a laptop - which if it c=n see the sky can relay broadband via wifi or LTE to the surrounding area. T=e terminal can be solar powered and requires virtually no set up. Just open=it - and your on.

</=iv>

=p>

&bsp; We could achieve=over 500mbps to the terminal (one example from satify is pictured above). W= can achieve pricing as low as \$.10 for 50MB of prepaid. While we wont do t=is low or pricing everywhere, the fact that we can profitably serve t=e poorest regions of the world allows us to sustainably solve the digital d=vide.

&nbs=; As we discuss=d, this is a fairly large endeavour, but it is also one worth undertaking. A= this point we have acquired all of the spectrum rights, designed the satel=ites, and are getting close to starting production and testing. While we ha=e focused on the technical (satellite design, antenna design, launch system=, etc), we will soon start focusing on the BSS/OSS (billing systems and ope=ational support systems like customer management) and Government Relations.=Which is where I would see your interest.

=u>

&n=sp; Government relations is the forefront of explaining t=e system to the world. While the technical details would be handled by the e=gineers and regulatory staff, we also need to help governments think throug= what this means for their own broadband initiatives. For instance, Austral=a is planning to spend 35b dollars to provide 12mbps for \$75/month to every=ne in the country. We can provide 50mbps for half that, with no cost to the=Australian government. Mexico has a 14b national broadband plan and France h=s a 3b plan.

&nb=p; These g=vernments face tremendous pressure from their rural communities to get acce=s to the internet. They auctioned off spectrum to the telco's, but the telc='s can't economically justify rolling out infrastructure to rural communiti=s. So there is a bit of a tension - the telco's are supposed to provide

uni=ersal services, but it is too expensive - the governments are talking about=doing it, but it puts them in direct competition with the telco's. This is g=ing on worldwide.

I look for=ard to talking again when you are free. As I said above, we are just now th=nking about building our government relations team. It's a pretty big job, b=t its at the forefront of bringing something really important to the world.=u>

I am in CA. tuesday-Thursday=this week, but free next Friday / Saturday in Boston or I am happy to find s=me other times to meet.

=/p>

>

<=iv>

=br>--

pleas= note

The information contained in this communication is confide=tial, may be attorney-client privileged, may constitute inside informati=n, and is intended only for the use of the addressee. It is the property=of JEE

Unauthorized use, disclosure or copying of this communicati=n or any part thereof is strictly prohibited and may be unlawful. If you=have received this communication in error, please notify us immediately b= return e-mail or by e-mail to jeevacation@gmail.com <<mailto:jeevacation@gmail.com>> , and destroy this communicatio= and all copies thereof, including all attachments. copyright -all right= reserved

=