
From: jeffrey E. <jeevacation@gmail.com>
Sent: Monday, October 6, 2014 9:58 AM
To: [REDACTED]
Subject: Re: Satellites!

yes if you mean you and philipa

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 <greg@crowhurst.ws <mailto:gre=@crowhurst.ws> >
Date:=October 6, 2014 at 7:30:06 AM GMT+3
To: [REDACTED]
Cc: 'Philippa Sigl-Gloeckner' <philippa@sigl-gloeckner=de>
Subject: RE: Satellites!
Reply-To: G=eg Wyler <greg@c=owhurst.ws <mailto:ggreg@crowhurst.ws> >

Hi,

=A0 This broadb=nd report is a good place to start ... it is not very technical but gives = good outline of the problem.

=p> =C2 Again, keeping away from the technical for a moment - I, and a=growing number of others, believe that communications is fundamental to ec=nomic, social, civic and health development goals. It is not something par=llel, rather it is a foundational. Of course, being a bit of a communicati=ns geek it may be that I see things from this perspective! However, there =s a reason why every (successful) large organization depends on, and could=not exist in its current form, without quality ICT's. If you want to d=liver malaria tents to 10,000 locations you will need to inventory them, s=ip them, make sure they arrived, etc... the logistics alone require ICT L=;s.

=A0 Now, gettin= technical ... We have a way to fundamentally solve this problem and make =ure everyone on the planet can have affordable access to high speed intern=t. From the user point of vie=, we enable a small

terminal - not much bigger than a laptop - which if it=can see the sky can relay broadband via wifi or LTE to the surrounding are=. The terminal can be solar powered and requires virtually no set up. Just=open it - and your on.

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=A0 We co=ld achieve over 500mbps to the terminal (one example from satify is pictur=d above). We can achieve pricing as low as \$.10 for 50MB of prepaid. While=we wont do this low or pricing everywhere, the fact that we can pro=itably serve the poorest regions of the world allows us to sustainably sol=e the digital divide.

=A0 =C2 As we discussed, this is a fairly large endeavour, but it is also on= worth undertaking. At this point we have acquired all of the spectrum rig=ts, designed the satellites, and are getting close to starting production =nd testing. While we have focused on the technical (satellite design, ante=na design, launch systems, etc), we will soon start focusing on the BSS/OS= (billing systems and operational support systems like customer management= and Government Relations. Which is where I would see your interest.

=A0 Government relations is=the forefront of explaining the system to the world. While the technical d=tails would be handled by the engineers and regulatory staff, we also need=to help governments think through what this means for their own broadband =nitiatives. For instance, Australia is planning to spend 35b dollars to pr=vide 12mbps for \$75/month to everyone in the country. We can provide 50mbp= for half that, with no cost to the Australian government. Mexico has a 14= national broadband plan and France has a 3b plan.

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=A0 These governments face tremendous pressur= from their rural communities to get access to the internet. They auctione= off spectrum to the telco's, but the telco's can't economical=y justify rolling out infrastructure to rural communities. So there is a b=t of a tension - the telco's are supposed to provide universal service=, but it is too expensive - the governments are talking about doing it, bu= it puts them in direct competition with the telco's. This is going on=worldwide.

I look forward t= talking again when you are free. As I said above, we are just now thinkin= about building our government relations team. It's a pretty big job, =ut its at the forefront of bringing something really important to the worl=.

I am in CA. tuesday-Thurs=ay this week, but free next Friday / Saturday in Boston or I am happy to f=nd some other times to meet.

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=C2 please note

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