
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 philpa

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:greg@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: Greg Wyler <greg@crowhurst.ws <mailto:greg@crowhurst.ws> >

Hi,

=A0 This broad-based report is a good place to start ... it is not very technical but gives a 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 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 depends 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 inventory them, ship them, make sure they arrived, etc... the logistics alone require ICT's.

=A0 Now, getting technical ... We have a way to fundamentally solve this problem and make sure 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 can see the sky can relay broadband via wifi or LTE to the surrounding area. The terminal can be solar powered and requires virtually no set up. Just open it - and you're on.

A0 We could achieve over 500Mbps to the terminal (one example from satifi is pictured above). We can achieve pricing as low as \$.10 for 50MB of prepaid. While we won't do this low or pricing everywhere, the fact that we can profitably serve the poorest regions of the world allows us to sustainably solve the digital divide.

A0 C2 As we discussed, this is a fairly large endeavour, but it is also worth undertaking. At this point we have acquired all of the spectrum rights, designed the satellites, and are getting close to starting production and testing. While we have focused on the technical (satellite design, antenna 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 details would be handled by the engineers and regulatory staff, we also need to help governments think through what this means for their own broadband initiatives. For instance, Australia is planning to spend 35b dollars to provide 12Mbps for \$75/month to everyone 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 has a 3b plan.

A0 These governments face tremendous pressure from their rural communities to get access to the internet. They auction off spectrum to the telco's, but the telco's can't economically justify rolling out infrastructure to rural communities. So there is a bit of a tension - the telco's are supposed to provide universal service, 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 going on worldwide.

I look forward to talking again when you are free. As I said above, we are just now thinking about building our government relations team. It's a pretty big job, but it's at the forefront of bringing something really important to the world.

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

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=C2 please note

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