



Alexander Mueller-Gastell, CEO of ND SATCOM ●●●

Q&A

Building on success

Following the announcement of ND SATCOM's new FlyAway terminal, the company plans to exhibit the product to show off its adaptability across bands and applications. Alexander Mueller-Gastell, CEO of ND SATCOM, walks us through the new terminal and the logic that went into its design, and how the company plans to build on its success.

Laurence Russell, Assistant Editor, Satellite Evolution Group

Question: How has ND SATCOM responded to the digitisation boom under the pandemic?

Alexander Mueller-Gastell: Given ND SATCOM's global presence, we already had strong use of digital technology before the pandemic. One area we did adapt was to create an online training platform for any clients who sought this option, with a secure video classroom interface and actual access to hardware/software.

Question: ND SATCOM recently introduced the multi-band FlyAway terminal MFT 1500 and will present it live at CABSAT. Could you tell us a bit about it?

Alexander Mueller-Gastell: The FlyAway terminal is a 'made in Germany' product that pushes the envelope of durability and performance in wide-ranging environmental conditions. Our expertise gained over 20 years in this industry has been incorporated in its design and construction. It is a rapidly deployable terminal that can be loaded into TULBs and used in many civil and military frequency bands.

We combine 'field usability' benefits, such as easy set-up and dismantling, with the robustness of a deployable ground station, which is unique in the

current market. Furthermore, the components are specifically adapted to our SKYWAN 5G modem, and the requirements for climate resilience are reflected in the new software release, which includes ACM (adaptive coding and modulation).

Question: What were the challenges involved in the terminal's development?

Alexander Mueller-Gastell: Optimization led us to bundle our capabilities through integrated systems that include core ND SATCOM products as components - such as our SKYWAN 5G modem. Usability is always a priority, and we considered our solutions' user-friendliness and 'field usability' upfront in the design phase. In addition to focusing on and achieving outstanding performance parameters, this solution met military grade standards through our commitment to very high levels of robustness and resilience. In addressing flexibility and customization, we adopted a modular component approach to creating a terminal product family. Our multi-prong approach to solving challenges in providing superior solutions has firmly established our reputation among customers.

Question: When do you hope to have it available on the market, and what are your expectations for the product launch?



SKYWAN 5G modem. Photo courtesy of ND SATCOM ●●●

Alexander Mueller-Gastell: The FlyAway terminal will be presented at CABSAT as a non-motorised version initially designed for Ku-band capability. This solution will be market-ready in 2022. The X and Ka-band-capable versions are in the pipeline, as is a motorised version.

Question: Reliability is often the golden ticket in communications. How does ND SATCOM approach that goal?

Alexander Mueller-Gastell: ND SATCOM has been a reliable partner for satellite communications with a proven track record for over 20 years. With our value proposition of installing reliability, we have been providing customers reliable solutions with high

availability and outstanding performance, complimented by highly intuitive interfaces and a well thought out logistics concept. By marrying innovation, performance, and dependability throughout our portfolio, customers trust the substance and quality that our brand represents.

Question: The accessibility of hardware is a strong goal for developers too, is that a similar priority?

Alexander Mueller-Gastell: Hardware accessibility in terms of usability and streamlined processes for allowing customers to get up and running are indeed integral to our development as we continue to grow and innovate as a company. The FLYAWAY's ease of

deployment and dismantling reflect this.

Question: What else is ND SATCOM working on these days?

Alexander Mueller-Gastell: This new FlyAway terminal is the cornerstone of a complete family of deployable ground stations. In the future, we will increase performance through modularity by using up to 2.4m antennas. The basic concept will always be the same. Future plans beyond a motorised version include an integrated ACU (antenna control unit) in SKYWAN.

In addition, ND SATCOM is developing together with a partner an AIRBORNE SATCOM solution for rotorcraft based on the SKYWAN modem platform in order to expand its position in the military SATCOM market. ■



ND SATCOM MFT 1500 Terminal. Photo courtesy ND SATCOM ●●●