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## **PRESS RELEASE**

### **ONLINE DELIVERY OF VSAT INSTALLATION TRAINING TO BE LAUNCHED THROUGH COLLABORATION OF GVF AND SATPROF, INC.**

**Interactive Resource to Improve Installation Standards Worldwide as Demand for  
Low-Cost Satellite Systems Continues to Grow in Developed and Developing Countries**

**26 October 2005**

**NEW YORK CITY** – International earth station installation standards are to be raised worldwide through the collaboration of two leading satellite communications organizations. In a joint announcement made during the *Satcon Conference & Exhibition 2005*, the Global VSAT Forum (GVF) and SatProf, Inc. confirmed that the organizations have agreed to jointly develop a global online platform that will strengthen delivery of installation training for interactive broadband satellite systems.

“The satellite industry is rolling out state-of-the-art systems and services in every country of the world – and at a faster pace than at any time in history,” said David Hartshorn, Secretary General of GVF. “It is imperative that an online program be rolled out in parallel to ensure the highest quality of satellite earth station installations.”

“It is now possible to provide students equipped only with Internet terminals realistic simulations of the behavior of real-world VSAT equipment,” said Ralph Brooker, President of SatProf. “Interactive, animated tutorials not only provide a better grasp of technical concepts, but permit the student to practice hands-on skills such as dish pointing, polarization alignment, and uplink signal lineup. Our web-based materials will help GVF meet its goal of reducing interference incidents and enhancing customer experiences with VSAT by setting high standards for installer qualification.”

Beginning in Q1 2006, students throughout the world will have the option of completing the first two of three levels of the *GVF Installation & Maintenance Training Course* on-line. The web-based tutorials will feature interactive animations based on numerical simulation algorithms. The final level of training will be conducted in classrooms and will include hands-

on installation practice and an exam. Whenever necessary, GVF will also continue to offer all training levels in classrooms, as it has done in the past.

GVF is the U.K.-based non-profit association of the satellite communications industry. The organization has been actively developing and providing education and training programs for satellite communications professionals.

The online training program comes at a time when satellite communications services are being delivered at unprecedented levels, both in developed and developing nations. With larger volumes, system and service costs have become even more competitive, attracting new customers and increasing demand for qualified installers.

“Satellites’ ability to address an entire nation or region with broadcasting and telecommunications services makes them unique and particularly well suited to addressing increased demand for digital solutions,” the organizations said. “The SatProf and GVF agreement aims to ensure that the higher volume of installations is conducted with the highest possible level of technical competency.”

The GVF VSAT Installation & Maintenance Training Course is the global industry standard for training installers of bi-directional satellite earth stations. It was created by a consensus of volunteers serving in the GVF Education & Training Working Group (E&TWG), whose mission is to identify, formulate and share knowledge that is beneficial to the VSAT industry, its shareholders and stakeholders. The course represents a comprehensive set of instruction ranging to full VSAT implementation. Training is currently offered for three levels of competency, as follows:

- I. Level 1 – One-day VSAT Basics Course
- II. Level 2 – Two-day classroom Fundamentals of VSAT Technology Course
- III. Level 3 – Hands-On VSAT Installation and Maintenance

#### **About SatProf, Inc. ([www.satprof.com](http://www.satprof.com))**

SatProf, Inc., was founded by Ralph Brooker and Peter Zilliox, both veterans of the satellite ground equipment and system engineering industry. SatProf offers standard and custom technical e-learning material and engineering support for satellite installers, technicians, engineers, and managers.

#### **About GVF ([www.gvf.org](http://www.gvf.org))**

GVF is the international association of the satellite communications industry. Supported by 180 companies based in more than 80 nations in every major region of the world, GVF promotes higher standards of service, greater levels of market access, improved regulatory conditions, and heightened awareness by the private and public sectors of the advantages afforded by state-of-the-art satellite-based fixed and mobile solutions.