

# Integrasy: Building Success from Innovation

Integrasy was founded in 1990 by Hewlett Packard engineers. Today, it specializes in providing satellite spectrum monitoring systems for the satellite, telecommunication, and broadcast markets.

With more than 65 new customers and four innovation awards in the last four years, Integrasy is the leader in its market. The company aims to simplify the daily challenges for the satcom industry, innovating with tools that make the job simpler, more intuitive and done for all kinds of profiles. Following the strategy of "Win-Win", Integrasy has accomplished several superlative achievements; for example, in 2018, Integrasy obtained partnerships with Spacebridge and UHP resulting in new projects and numerous opportunities afforded to the firm.

Integrasy is recognised as one of today's most innovative companies in the satcom industry. Alusat is its Unique Automated Network Maintenance System that minimizes the maintenance time, effort and interference intra-satellite or any service degradation. It was awarded the most innovative technology by the WTA (World Teleport Association), thanks to its massive OPEX savings that predictive maintenance delivers to the satellite networks. Additionally, Integrasy has been awarded the most innovative technology awards over the last four years.

This year, the company's star is Beam Budget. This is a simple web-based tool for performing fast and accurate link budget



Beam Budget is a web-based tool

calculations. It has the ability to generate more than 300 results with just 25 input parameters in just one minute. The Link Budget calculation tool allows the satellite operator or service provider user to minimize the calculation processes in three simple steps.

Alvaro Sanchez, CEO, Integrasy, says: "Calculating and evaluating link budgets is extremely complex and requires expert knowledge.

Our tool is democratizing link budgets, making it accessible for anyone within the organization, as well as making it easy for stakeholders to understand. This ultimately helps our customers to be efficient and maximize return on investment by materializing new business with new customers set off, not in the satellite arena."

Beam Budget is used by satellite operators when establishing new satellite networks or quoting for new businesses. At the same time, it is used by satellite telcos and service providers for selecting the right satellite and network.

See us at Stand: 1W3-01 MBS.

[www.integrasy-space.com](http://www.integrasy-space.com)

# AvL Technologies Celebrates 25th Anniversary

AvL Technologies has announced a year-long celebration to mark the company's 25 years in business.

Established in 1994, Jim Oliver's humble one-man engineering company, which made custom broadcast antennas, has flourished into a company with 250 employees and a technology campus with 100,000+ square feet of product development, manufacturing and testing space.

Over most of its 25 years, AvL has grown steadily and within the past year, this growth has accelerated with the addition of 40 new employees. In 2016, the company added a second building to its campus for the purposes of expanding AvL manufacturing space and inviting new technology business to the area. Since the building opened, AvL has continued to take more space in the

building and AvL is now the sole occupant of the manufacturing areas. AvL's main building also is expanding, with the company constructing an additional 900 square feet of space and a glass exterior wall. This new space will be used by the company's software validation team as it is oriented with a full view of the "farm" of antennas used for prototyping and testing new products. When completed this summer, the expansion will house six members of the engineering team.

In AvL's 25 years, the business has shipped more than 30,000 antennas globally, and most are still in use today. AvL's production volume has grown from a few antennas per week in the 1990s to the capacity to produce 100+ per week today.

See us at Stand: 1N1-01 MBS.

<http://avltech.com>

# AsiaSat To Distribute WarnerMedia HD Channels

AsiaSat has been selected by WarnerMedia as a strategic partner for distributing regional HD services of CNN International, Cartoon Network, Boomerang and Warner TV, as well as HBO HD in South Asia, via AsiaSat 7 in the Asia-Pacific. AsiaSat has been distributing a total of five WarnerMedia SD channels on AsiaSat 7 (previously on AsiaSat 3S) since 1999. Since transmission, these channels have gained access to hundreds of rebroadcast networks and hotel networks across the region. To allow a smooth migration to HD service for its rebroadcast affiliates including pay TV platforms and hotel networks across Asia Pacific, and for audiences to enjoy a more compelling viewing experience, WarnerMedia will migrate its HD services and consolidate them into its existing SD platform on AsiaSat 7.

"The migration allows us to upgrade and streamline our services at the same time. Working together with AsiaSat, the new arrangement also allows us to offer our regional broadcast partners the chance for their viewers to enjoy our channels in HD," said James Crossland, SVP of International Operations for Turner, a WarnerMedia company.

"The media brands under WarnerMedia



HD services carried include CNN International

are some of the world's most famous and most popular broadcast networks. We are very proud of our long-time partnership with WarnerMedia, which is one of the most valuable assets we have built over time. We look forward to continuing to support WarnerMedia in their service migration to HD on our high performance AsiaSat 7, and through our leading-edge broadcast solutions to serve audiences with ever better TV viewing experience," said Ina Lui, SVP, Commercial, Business Development & Strategy of AsiaSat.

From September, AsiaSat 7 will carry a total of eight HD and three SD channels of content from news, entertainment, to children, movies and drama.

See AsiaSat on 1U2-07 MBS.

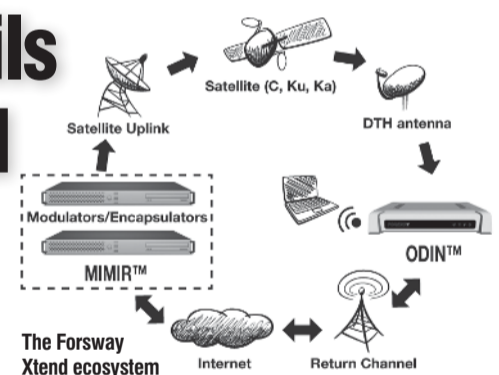
[www.asiasat.com](http://www.asiasat.com)

# Forsway Unveils Forsway Xtend

Forsway is showcasing its Forsway Xtend ecosystem for operators and service providers for the first time in Asia. Forsway Xtend allows hybrid satellite broadband connectivity in hard-to-reach markets.

At ConneCTechAsia, the company is highlighting how its complete Forsway Xtend offering eliminates the challenges of satellite operators, DTH providers, mobile network operators and telcos who strive to offer broadband in areas where connectivity is an issue - enabling connectivity at a highly affordable price. Forsway Xtend combines satellite with terrestrial networks enabling service providers to tap unused bandwidth. Operators can rapidly deliver cost-efficient broadband internet services to regions lacking reliable access, suffering from underperforming mobile data and ADSL services.

On-site solutions and demonstrations at ConneCTechAsia are also showcasing Forsway's Xtend Hub including the robust Mimir Gateway operator terminal, and the high-performance Odin F-50 hybrid satellite router, Forsway's customer premises



equipment. Forsway enables satellite partners to offer managed services that can be locally re-sold to households, SMEs, government offices, health clinics, schools and NGOs - including end-consumers in remote areas.

In addition to the above, the company is also featuring a new whitepaper on cloud-native infrastructure for the satellite industry. The paper, "Cloud-Native infrastructure as an innovation enabler for the satellite industry", addresses embracing the cloud and infrastructure-as-a-service as key drivers for growth for the satellite industry.

Tobias Forsell, CEO, Forsway, says: "We believe that embracing cloud services in the satellite industry will drive future growth in a somewhat stagnant arena in comparison to innovation coming from the tech industry in the last decade."

See us at Stand: 1M4-08 MBS.

[www.forsway.com](http://www.forsway.com)