

**REQUEST FOR SPACE SEGMENT CAPACITY
TO OPERATE INMARSAT TERMINALS
FROM LAND-BASED LOCATIONS IN THE UNITED STATES**

The Federal Communications Commission ("FCC") requires COMSAT Corporation ("COMSAT") to obtain authority prior to providing service to Inmarsat terminals operated from land-based (i.e., nonmaritime locations) within the United States. The FCC will only grant domestic service authority to COMSAT under certain circumstances. The FCC's determination is made on a case-by-case basis with regard to the specific facts of each request. For instance, the FCC has authorized COMSAT to provide space segment capacity in the United States where:

- (1) the capacity is required to test and demonstrate the communications capabilities of an Inmarsat terminal to prospective customers;
- (2) the performance of an Inmarsat terminal is to be tested prior to sending/taking it abroad;
- (3) personnel are to be trained in the use of Inmarsat terminal(s) prior to being deployed abroad;
- ✓ (4) an Inmarsat terminal is needed for emergency communications (either as backup communications or disaster relief); or
- (5) an Inmarsat terminal is required to provide services from a remote location where no alternative means of communications is available.

Therefore, the following information is necessary for COMSAT to prepare its request for authority from the FCC to provide domestic Inmarsat space segment capacity to your terminal(s) in a timely manner. **The more specific and detailed the information you provide us about the intended use(s) of the terminal, the more likely it will be that COMSAT will be able to obtain timely FCC authorization to provide the services you need!** Please feel free to attach additional pages if needed to answer questions fully.

- 1. Company's Name: Pfizer
- 2. Company's Business: Pharmaceutical Manufacture +
Distribution

3. Who will operate the terminal? Officer employees
4. By what date do you need to operate the terminal in the U.S.? 10/15/99
For how long? 2 YEARS

Please indicate on page 3 your reasons for needing to use the terminal by the specified date.

5. Will the same terminal also be used in one or more foreign countries or globally?
Yes ☐ No ☒.

IF YES, please state on page 3 the country or countries involved, and how frequently you intend to use the terminal outside of the U.S.

6. Will the terminal be used for test and/or demonstration purposes?
Yes ☒ No ☐.

IF YES, please indicate on page 3 where the test(s) or demonstration(s) will take place, their duration and whether (a) this is a test prior to sale, (b) this is a test after sale prior to use, (c) this is a demonstration to potential customers, (d) the terminal will be a part of a test or demo pool, or (e) other (please describe).

7. Will the terminal be used to train your employees, customers, or other users?
Yes ☒ No ☐.

IF YES, please explain on page 3 the nature, purpose, and duration of the training (indicating in particular whether the terminal will be used outside the U.S. or if personnel being trained will be deployed outside the U.S.):

8. Will the terminal be used for emergency communications or in a remote location where no alternative means of communications exist? Yes ☒ No ☐.

IF YES, please describe on page 3 the nature of the emergency communication (if applicable), state the location, describe the communications service desired, and explain the reason(s) why existing means of communications, in particular those of the U.S. domestic mobile satellite service licensee (AMSC), are not available or are inadequate to meet your communications requirements:

9. If the terminal is to be used for high speed data applications, please indicate the speed at which transmissions will be conducted:

N/A

10. Does your use of the Inmarsat terminal relate to a U.S. Government contract?
Yes No ✓

IF YES, please briefly describe below how the terminal will be used in fulfilling the government contract: _____

11. If not otherwise provided above, state the purpose for which the terminal will be used in the United States: Terminals will be used for international Y2K contingency communications in the event of Y2K service disruptions. Terminals will also be used for related testing and training. ✓

12. You are required to obtain a separate FCC license before operating the terminal in the United States. Have you applied to the FCC for a license to operate the terminal?
Yes ✓ No

IF YES, give the date you filed the license application: (9/21/99), or the grant date: . Please attach a copy of the terminal license application.

IF NO, please complete the enclosed FCC application form and return it with the other commissioning materials, or explain on page 3 why no additional FCC license is required.

Use the space below to provide any additional requested information:

See Attached

Fig: 3.11/11/11/11/11/11

Pfizer is a major worldwide manufacturer and distributor of pharmaceuticals. A communications outage would cripple Pfizer's ability to make and ship pharmaceuticals critical to the medical community and patients. Pfizer needs to maintain communications with its factories, many of which are in countries likely to be affected by Y2K telephone service interruption. Pfizer takes its responsibility as a major medical supplier seriously and believes it would be prudent to set up an emergency communications network between its factories and offices in the US and abroad, especially to prepare for any Y2K outages.

AMSC equipment would not suffice for this purpose. Although each network is immune to Y2K outages separately, AMSC and INMARSAT telephones are linked through the public telephone network. In addition, AMSC terminals do not provide worldwide coverage. In the event of a simultaneous public telephone network outage in the US and abroad, AMSC and INMARSAT terminals will not be able to communicate with each other. Therefore, to maintain communications links with factories in other countries, Pfizer offices in the US will need to also have INMARSAT terminals.

Equipment is needed by 15 Oct. to allow for testing (and replacement if necessary) prior to the year 2000. The testing will take place at the US installation sites after the equipment has been purchased. The testing will ensure the equipment is operational and that employees know how to use it should a communications outage occur.