

Categories of Services for 214 Applications  
(Streamline/Non-streamline)

~~Streamlined~~ Non-streamlined

- ASSIGNMENT OF LICENSE
- GLOBAL FACILITIES-BASED SERVICE
- GLOBAL FACILITIES-BASED/GLOBAL RESALE SERVICE
- GLOBAL RESALE SERVICE
- INDIVIDUAL FACILITIES-BASED SERVICE
- INTERCONNECTED PRIVATE LINE RESALE SERVICE
- LIMITED GLOBAL FACILITIES-BASED SERVICE/LIMITED GLOBAL RESALE SERVICE
- LIMITED GLOBAL FACILITIES-BASED SERVICE
- LIMITED GLOBAL RESALE SERVICE
- INMARSAT AND MOBILE SATELLITE SERVICE
- SWITCHED RESALE SERVICE
- TRANSFER OF CONTROL
- SUBMARINE CABLE LANDING LICENSE
- INTERNATIONAL SPECIAL PROJECT

Description of Application:

Resale only.

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**Before the  
FEDERAL COMMUNICATIONS COMMISSION  
Washington, D.C. 20554**

In the Matter of

GLOCOM Corporation

Application for authority pursuant File No. I.T.C.-98-\_\_\_\_\_  
to Section 214 of the Communications Act of 1934, as  
amended, for authority to provide INMARSAT standard  
services via the INMARSAT system on a resale basis.

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**Application**

Glocom Corporation ("Glocom"), hereby requests authority, pursuant to Section 214 of the Communications Act of 1934, as amended, 47 U.S.C. Section 214 (1982), and Section 63.18 of the Commission's Rules, 47 C.F.R. Section 63.18, to provide on a resale basis, INMARSAT Standard A, B, C and M services via the Atlantic Ocean Region-East (AOR-E), Atlantic Ocean Region-West (AOR-W), Pacific Ocean Region (POR) and the Indian Ocean Region (IOR) for mobile-originated (also referred to as ship-to-shore) traffic using INMARSAT Land and Earth Stations both within and outside the U.S. that have been approved for use with the INMARSAT system.

Glocom is a U.S. company engaged in the development, manufacture and marketing of satellite communications equipment and systems. These products include portable satellite communications terminals which utilize the Inmarsat network to provide voice, data and facsimile services on a global basis. The reason for this application is to obtain authority for Glocom to offer Inmarsat services on a resale basis to its customers.

Glocom has no foreign affiliations. Glocom intends to serve individual, business and government customers using INMARSAT mobile terminals for mobile originated traffic that terminates both within the United States and other countries.

By granting this application, the Commission will serve the public interest, convenience and necessity by promoting competition in the INMARSAT services market. Competition will benefit U.S. consumers by increasing service options and lowering prices.

Thus, the public interest will be served by the grant of Section 214 authority to Glocom.

**Section 63.18 Information**

The following information is submitted, as required by Section 63.18 of the

Commissions's Rules, in support of Glocom's request for authorization.

(a) Glocom, Corp.  
20010 Century Blvd.  
Germantown, MD 20874  
301-916-2100

(b) Glocom is a corporation organized under the laws of the state of Maryland.  
(c) Correspondence concerning this application should be sent to:

J. D. Pan, Managing Director  
Glocom, Inc.  
20010 Century Blvd.  
Germantown, MD 20874  
301-916-2100

and

George Zachmann  
7640 Fullerton Rd.  
Springfield, VA 22153  
(703) 569-0195

- (d) Glocom has not received authority previously under Section 214 of the Communications Act.
- (e) Glocom requests global resale Section 214 authority pursuant to the terms and conditions of ~~Section 63.18(e)(1)~~ and ~~(e)(2)~~ of the Commission's Rules.
- (f) At this time, Glocom seeks no other authorization available under Section 63.18(e).
- (g) Not applicable.
- (h) Glocom certifies that it is not affiliated with any foreign or U.S. facilities-based carrier.

In support of this certification, the name, address, citizenship and principal business of the shareholder(s) that control(s) 10 percent or more of Glocom is as follows:

Name: J. D. Pan  
Title: Managing Director  
Address: 9814 Potomac Dr., Potomac MD 20854  
Tel: 301-765-0168  
Principal Business: Managing Director of telecommunications equipment manufacturer  
Citizenship: USA



Name: Hang Zhong Gao  
Title: President  
Address: 9826 Bald Cypress Dr., Rockville. MD 20850  
Tel: 301-251-0813  
Principal Business: President of telecommunications equipment manufacturer  
Citizenship: USA

Name: Shugwei Tyan  
Title: Vice-President Engineering  
Address: 11919 Harmony La., Potomac MD 20854  
Tel: 301-279-9272  
Principal Business: Vice-President of telecommunications equipment manufacturer  
Citizenship: USA

(i) Glocom certifies that it has not agreed and will not agree in the future to accept any direct or indirect special concessions from a foreign carrier or administration with regards to traffic or revenue flows between the United States and any foreign countries the company is authorized to serve.

(j) Glocom certifies that no party to this application has been denied federal benefits pursuant to Section 5301 of the Anti-Drug Abuse Act of 1988.

#### Conclusion

In conclusion, Glocom certifies that all of the information in this application is accurate and correct.

For these reasons, Glocom respectfully request that the Commission grant this application.

Respectfully submitted,

GLOCOM, CORPORATION

By: 

J. D. Pan, Managing Director  
Glocom, Inc.  
20010 Century Blvd.  
Germantown, MD 20874  
(301) 916-2100

Date: 1-20-98