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FEDERAL COMMUNICATIONS COMMISSION  
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Policy Branch  
International Bureau

**Via Hand Delivery**  
Ms. Marlene H. Dortch  
Secretary  
Federal Communications Commission  
445 12th Street, S.W.  
Washington, D.C. 20554

**Re: Mobile Satellite Ventures Subsidiary LLC**  
**Ex Parte Presentation**  
**IB Docket No. 01-185**  
**File No. SAT-MOD-20031118-00333 (ATC application)**  
**File No. SAT-AMD-20031118-00332 (ATC application)**  
**File No. SES-MOD-20031118-01879 (ATC application)**  
**File No. SAT-AMD-20040209-00014 (replacement satellite application)**  
**File No. SAT-AMD-20031118-00335 (replacement satellite application)**

Dear Ms. Dortch:

On May 20, 2004, Gary Parsons, Chairman of the Board of Mobile Satellite Ventures LP ("MSV"); Alex Good, Chief Executive Officer of MSV; Lon Levin, Vice President of MSV; and Bruce Jacobs of Shaw Pittman LLP met with Sheryl Wilkerson, legal advisor to Chairman Powell. MSV presented the information contained in the attached set of presentation materials.

Please direct any questions regarding this matter to the undersigned.

Very truly yours,

  
David S. Konczal

cc: Sheryl Wilkerson



# Ubiquitous Mobile Satellite Service

MSV's Next Generation System

May 20, 2004

# Ownership and Management



Telcom  
Ventures Inc.

- Operating investors: broad experience developing and operating mobile and satellite systems
- Financial investors: extensive investments in communications and satellite enterprises with billions of dollars under management
- Management: experience includes operations of satellite and wireless businesses



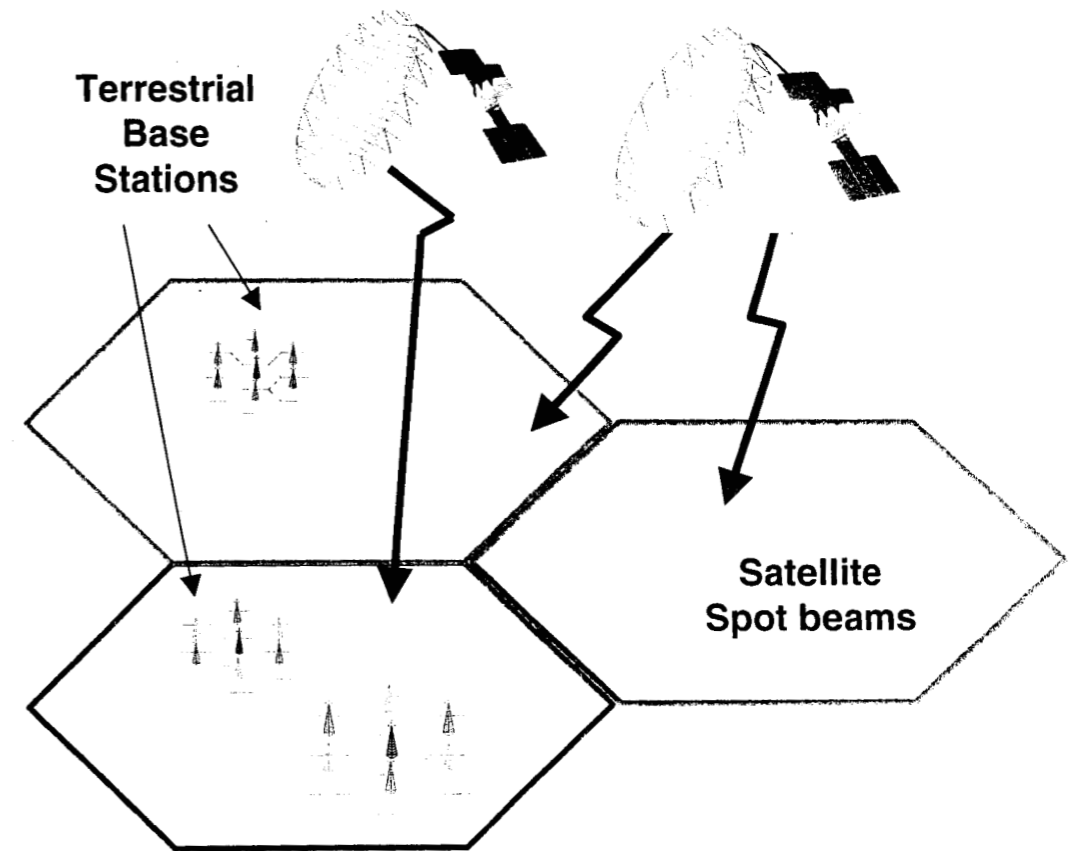
# Existing Satellite Business



- Two geostationary satellites
- North America-wide service
  - Voice, including push-to-talk
  - Packet Data
  - Dispatch
- Cash flow positive, over \$30M in annual revenue
- Over 100,000 end-users, including hundreds of public safety agencies

# Next Generation Vision

- Ubiquitous 3G wireless communications services throughout North America
- Low cost, lightweight handsets, indistinguishable from standard cellphones and PDAs
- Dramatically alters wireless services in rural areas



# Expected Demand Is Substantial

**Our next-generation functionality and applications insure strong demand**

Public Safety & Security	1.0 - 1.5 million customers
Consumer Voice/Streaming IP	5.0 - 10.0 million customers
Commercial Data/Enterprise Telematics	1.0 - 1.5 million customers
Consumer Telematics	3.5 - 5.0 million customers

**Our end-user pricing make this a mass market product**

- User equipment \$100-200
- Average monthly costs <\$50 per user

# Ready to Move Forward

- 1995 Launch of current system
- 2000 Critical concept and technology development (ongoing)
- 2001 Filing of initial application for replacement satellites and terrestrial authority
- 2002 File patent applications to protect key intellectual property (ongoing)  
Demonstration and procurement discussions with satellite, handset, and infrastructure manufacturers (ongoing)  
Agreement with US GPS Industry Council
- 2003 Develop vertical applications (ongoing)  
Issue RFIs to satellite and infrastructure vendors  
Begin discussions with anchor tenants, strategic partners and investors
- [2004] Finalize specifications and financing, secure anchor tenants

# Application and Petition for Reconsideration

## Background and Status

### Gating factors

- Satellite service is operational; new satellites to be ordered after FCC action
- All user equipment will be enabled for full satellite service
- Proposed use of in-orbit spare satellites will improve redundancy and reliability

### Requests for additional flexibility

- Necessary to provide service in smaller cities and reduce deployment expense
- No harmful interference to Inmarsat or its customers
  - Potential uplink interference will be dramatically reduced from today's levels
  - The proposed threshold for downlink interference is based on today's accepted equipment standards



# FCC Action is Critical

- The rulemaking and application are ripe for action
  - Major FCC staff expertise developed in preparing the ATC Order
  - Inmarsat has made no new arguments
  - NTIA has reviewed the application for impact to federal government users
- Public safety applications are a critical component of our national emergency preparedness
- Long lead time to launch new satellites; existing system has limited useful life
  - Existing customers, partners, suppliers, and investors need certainty
- US technology leadership and jobs requires speedy regulatory decisions