

April 20, 2018

Ms. Marlene H. Dortch
Secretary
Federal Communications Commission
445 12th Street, S.W., Room TW-A325
Washington, DC 20554

Re: *LeoSat MA, Inc., Petition for Declaratory Ruling to Permit U.S. Market Access for the LeoSat Ka-Band Low-Earth Orbit Satellite System; Call Sign S2979, IBFS File No. SAT-PDR-20161115-00112*

Dear Ms. Dortch:

LeoSat MA, Inc. (“LeoSat”) submits this *ex parte* letter to provide an update on recent commercial developments involving its proposed Ka-band low-Earth orbit, non-geostationary (“NGSO”) broadband satellite system and to highlight the public interest benefits of LeoSat’s pending petition for declaratory ruling seeking access to the U.S. market.

Since LeoSat’s March 2018 meetings with the Federal Communications Commission, LeoSat has secured additional pre-launch agreements, which take the preliminary commitments that LeoSat has received from customers and resellers to date over the threshold of half a billion U.S. dollars. Specifically, LeoSat has entered into new business agreements with leading companies DCS Telecom, a telecommunication provider of satellite and networking solutions in the Middle East, Africa, and Asia;¹ Globecomm, a global connectivity provider servicing enterprise, oil & gas, maritime and government markets;² and Signalhorn, a provider of hybrid network solutions of enterprise and government customers worldwide.³

Additionally, LeoSat has entered into an important agreement with Phasor Solutions, a leader in electronically steered antenna (“ESA”) systems, to develop for LeoSat’s ground segment powerful Ka-band, NGSO-ready versions of Phasor’s low-profile ESA that is highly

¹ *DCS Telecom Selects LeoSat for Innovative Data Solution*, Dec. 13, 2017, www.businesswire.com/news/home/20171213005443/en.

² *Globecomm to Explore Expansion of Worldwide Network with LeoSat*, Dec. 6, 2017, www.businesswire.com/news/home/20171206005505/en.

³ *Signalhorn Selects LeoSat for Next-Generation Data Networks*, Mar. 20, 2018, www.businesswire.com/news/home/20180320005849/en.

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adaptable and capable of interoperating between LEO NGSO and geosynchronous orbit constellations.⁴

LeoSat also continues to enjoy sustained media attention that highlights the advanced capabilities of its planned network, which utilizes optical inter-satellite laser links to connect its initial 78 satellites and create fiber-like symmetry at Gigabits speeds.⁵ In particular, LeoSat has received positive feedback from government agencies on its planned network's high throughput, low latency, and uniquely robust end-to-end security.⁶ All data traversing the network will be encrypted and will be capable of bypassing terrestrial gateways and other terrestrial infrastructure.

Please direct any questions concerning this submission to the undersigned.

Respectfully submitted,

/s/ Phillip R. Marchesiello

Phillip R. Marchesiello
Lynne M. Montgomery
Counsel to LeoSat MA, Inc.

⁴ *LeoSat and Phasor Reach Strategic Agreement to Bring Game-Changing Connectivity to Mission Critical Enterprise Networks*, Mar. 13, 2018, www.businesswire.com/news/home/20180313005516/en.

⁵ *Satellite startup promises communications network that can't be hacked*, Mar. 13, 2018, spacenews.com/satellite-startup-promises-communications-network-that-cant-be-hacked; *Better than a VPN: LeoSat's "Always On" Private Network in the Sky: Gateway-less infrastructure offers unique advantages to government and corporate users*, Gottlieb's Satellite Mobility World, Volume III, No II, at 14, February 2018, <http://pub.lucidpress.com/SatMobWrldFeb2018/#VoH-85gQisXf>; *LEO/MEO Satellites Poised to Make a Mark in Military Sector*, Mar. 2018, interactive.satellitetoday.com/via/march-2018/leo-meo-satellites-poised-to-make-a-mark-in-military-sector; *Satellites, Lasers and Data at the Speed of Light*, Michael Abad-Santos, Senior Vice President, LeoSat, Kratos Constellations Podcast, Episode 15, <http://www.kratoscomms.com/constellations-podcast/ep-15>.

⁶ *LEO/MEO Satellites Poised to Make a Mark in Military Sector*, Mar. 2018, interactive.satellite-today.com/via/march-2018/leo-meo-satellites-poised-to-make-a-mark-in-military-sector; *ABC Channel 8 Government Matters*, Michael Abad-Santos interview at 8:00 minutes, March 29, 2018, <https://govmatters.tv/government-matters-full-show-march-29-2018/>.