ShawPittman LLP

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DUPLICATE

## EX PARTE OR LATE FILED

May 13, 2004

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

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PEDERAL COMMUNICATIONS COMMISSION OFFICE OF THE SECRETARY

# Received

MAY 2 4 2004

Ex Parte PresentationIB Docket No. 01-185Policy BranchFile No. SAT-MOD-20031118-00333 (ATC application/permational BureauFile No. SAT-AMD-20031118-00332 (ATC application)File No. SES-MOD-20031118-01879 (ATC application)File No. SAT-AMD-20031118-01879 (ATC application)File No. SAT-AMD-20040209-00014 (replacement satellite application)File No. SAT-AMD-20040209-00014 (replacement satellite application)File No. SAT-AMD-20031118-00335 (replacement satellite application)

Dear Ms. Dortch:

Re:

On May 12, 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; Bruce Jacobs of Shaw Pittman LLP; and Amy Mehlman of Capitol Coalitions, Inc., met with Commissioner Kathleen Abernathy and her legal advisor, Jennifer Manner. MSV presented the information contained in the attached set of presentation materials.

Please direct any questions regarding this matter to the undersigned.

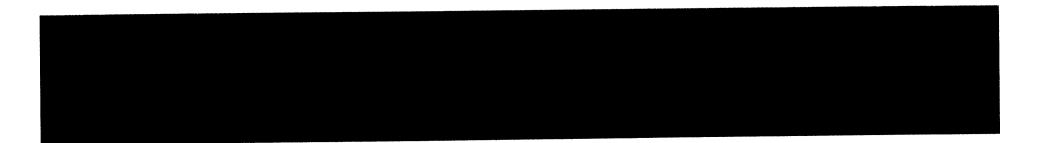
Mobile Satellite Ventures Subsidiary LLC

Very truly yours,

JA.Kel David S. Koncza

cc: Commissioner Kathleen Abernathy Jennifer Manner

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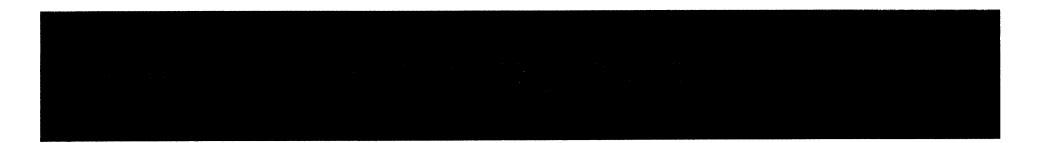


# Ubiquitous Mobile Satellite Service

MSV's Next Generation System

May 12, 2004









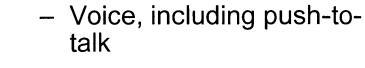


- Operating investors: broad experience developing and operating mobile and satellite systems
- Financial investors: extensive investments in communications and satellite enterprises with billions of dollars under management
- Management: experience includes operations of satellite and wireless businesses

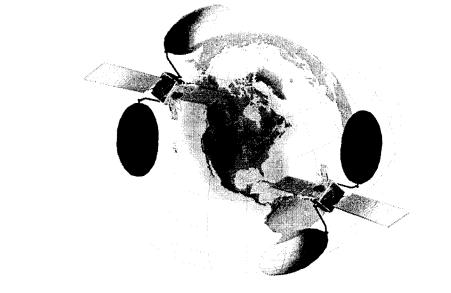




- Two geostationary satellites
- North America-wide service

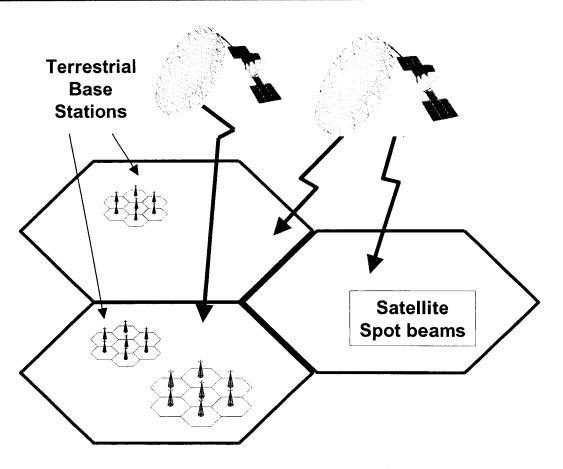


- Packet Data
- Dispatch
- Cash flow positive, over \$30M in annual revenue
- Over 100,000 end-users, including hundreds of public safety agencies





- 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







# Our next-generation functionality and applications insure strong demand

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

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

- User equipment
- Average monthly costs

<\$50 per user

\$100-200



- 1995 Launch of current system
- 2000 Critical concept and technology development (ongoing)
- 2001 Filing of initial application for replacement satellites and terrestrial authority
- 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



# **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



- 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

