



Report on INTELSAT Negotiations

Presented by

**Bill Klepczynski
U.S. Naval Observatory (GTS)
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Topics

- **Brief Introduction**
- **Critical Players in Negotiations**
- **Brief History**
- **Current Status**



Critical Players

- US

 - NIST

 - USNO

- Europe

 - PTB

 - BIPM



Why is Intelsat charging fees after many years?

Intelsat is no longer an intergovernmental organization

- Private company focus on maximizing use of capital assets**
- CRADA agreement did not provide intended results to Intelsat Corporation**
- Increased demand for Ku-band capacity worldwide**
 - Had to turn down contracts for capacity because of CRADA**



IS-707 Master Service Agreement

- **Agreement in principle**
 - **US pays for:**
 - **IS-707@307°E**
 - **10.5 MHz of not pre-emptible Ku-band service including:**
 - **3.5 MHz, Beam S2/S1 (USA to Europe)**
 - **3.5 MHz, Beam S1/S2 (Europe to USA)**
 - **3.5 MHz, Beam S1/S1 (Europe to Europe)**
 - **64 month (5 years and 4 month) agreement**
 - **Service begins 1 Sept 2006**
 - **Contract end date 31 Dec 2011**
- **Terms & Conditions of contract**
 - **Contract with NIST**
 - **US General Services Administration Contract # GS00T02NSD0013**
 - **Intelsat General Master Service Agreement**



Current Status

- **Temporary contract**
 - 1 Sep 2006 to 31 Sep 2006
 - Contract number issued by NIST
 - Paperwork to be executed
 - Intelsat agreed to continue service under extenuating circumstances without executed contract
- **Permanent contract**
 - 1 Oct 2006 to 31 Dec 2011
 - Contract to be completed by 31 Sep 2006
 - Funding contingent on continuing budget resolution passed by US Congress to fund US government operations for FY 2007



Benefits of Intelsat contract

- **Large price discount for valuable Ku-band capacity**
 - **Discount based on**
 - **Customer loyalty**
 - **Recognition of limited budgets and important research**
 - **Total value and multi-year contract**
 - **Good relations**
- **TWSTT remains on existing satellite**
 - **No network down time**
 - **No transition costs**
 - **Staff can stay focused on important research**



Intelsat Contract

- Contract started on September 1, 2006. Currently funded only for one month. Expect the next 3 months to be signed soon.
- Contract is for 3 transponders on IS-707.
 - Europe to Europe
 - Europe to North America
 - North America to Europe
- NIST is only signer for the 4 months in 2006. Starting in 2007 NIST and PTB will be cosigners and will each pay half. NIST and PTB will be reimbursed by the other stations.
- Five year lease for 24/365 use. Not pre-emptible.



Participating Stations

| North America | Europe |
|-------------------|----------------|
| ** NIST ** | TUG |
| USNO | VSL |
| | * PTB * |
| | OCA |
| | ROA |
| | OP |
| | SP |
| | CH (METAS) |
| | AOS |
| | INRIM |
| | NPL |
| | ESA |



Most Critical Issue

- **Contribution of Each Participating Station**
 - **Proposals**
 - **Weighted**
 - **Equal**
 - **Resolution**
 - **Done by Voice Vote**
 - **PTB will be contacting administrations of the PS**