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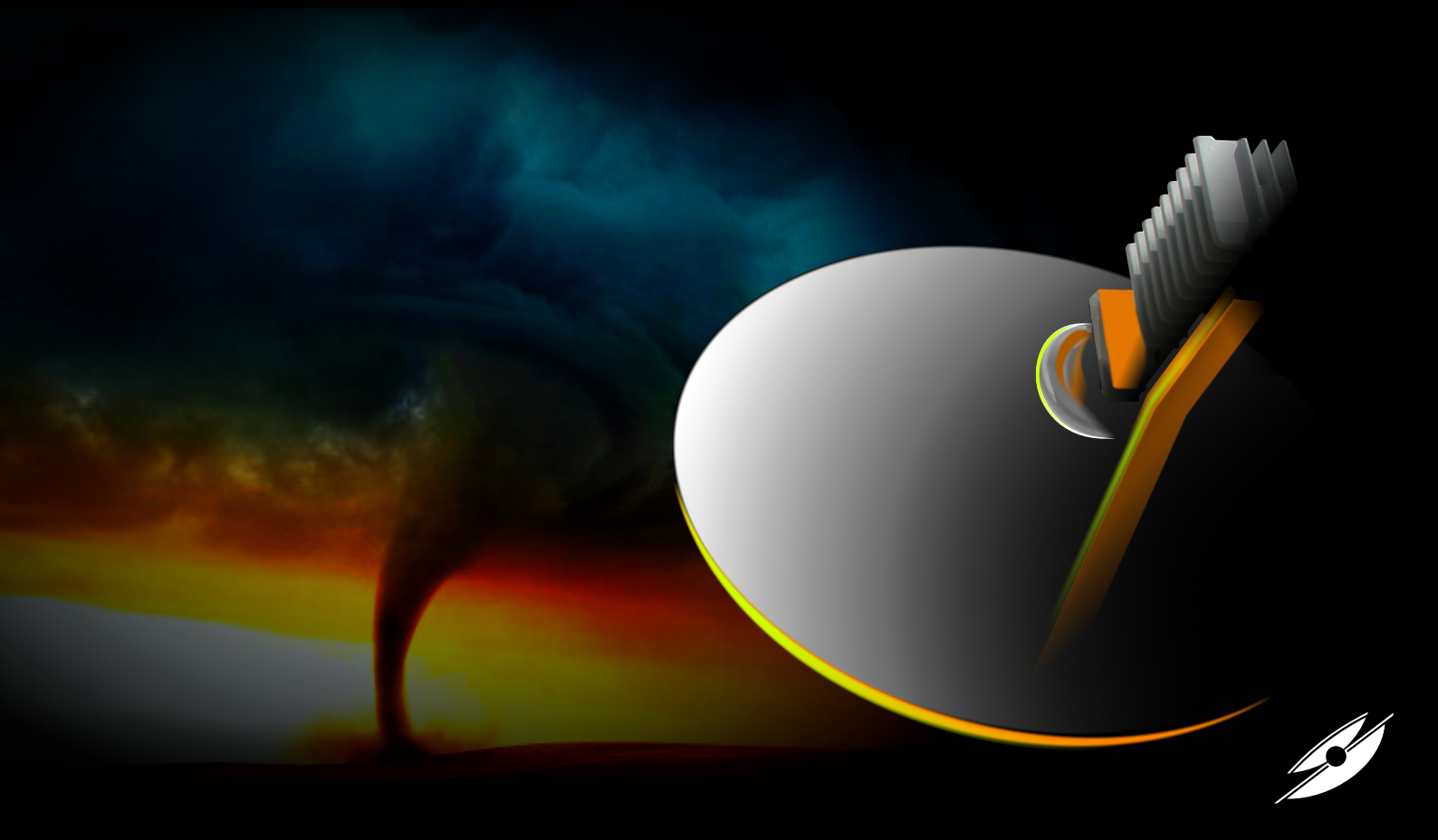
The **comsys** VSAT Report

14th edition



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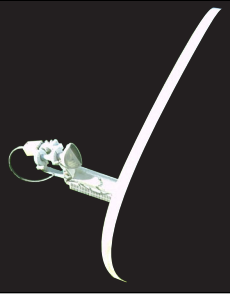

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- Sales, bookings and shipments
- Sites in service
- Geographic region and sub-region
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- Industry sector
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- Service revenue analysis
- Hardware revenue breakdown
- Evolution of the market
- New hardware developments
- Service platform initiatives
- Market trends
- Historical explanations
- Pricing of services and hardware
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- Future expectations
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- **"inconceivable that a serious VSAT business would not buy it"**
- **"the industry benchmark"**
- **"outstanding & most objective"**
- **"pure gold"**

- 178 Tables
- 283 Figures & Charts
- 23 Different VSAT Systems
- >110 Individual Operator Sections

The VSAT Report is an essential tool for:

Telecoms and IT Managers

- Due Diligence
- Technology Update
- Competitive Regional Sourcing
- Latest Market Developments
- Product Comparisons

New and Established Operators

- Competitive Information
- Service Differentiation
- Products to Fit a Niche
- Sales Approaches
- Regional Market Comparisons

Manufacturers and Integrators

- Market Growth & Vendor Shares
- Full Contact Information
- Statistical Analysis
- Service Experiences
- Customer Requirements

- 23 existing and planned products.
- Star TDMA and SCPC as well as Mesh and Star DAMA systems.
- Existing and planned services covering 177 countries.
- Extensive company marketing, sales and strategic information for over 110 operators globally.
- Detailed industry analysis illustrated with charts and tables covering sales, industry growth and financial summaries segmented by operator, vendor, region and industry.
- Regional regulatory overview.
- The future for VSAT technology and ten year service forecasts segmented by industry.
- Business planning for potential system users.
- Sourcing tables for users categorised by products, technology and service area.
- Operator sales strategies and marketing lessons.
- Full Contact information for each company.

All telecoms professionals have one common problem - the difficulty in sourcing reliable and accurate information on the most cost effective and reliable networking technologies and services. Finding the right provider in areas such as Central Asia, Eastern Europe, Latin America, the Middle East, Africa and Asia can be particularly difficult. **The VSAT Report** gives you the technical, operational and contact information you need at your fingertips.

Primary Research

The VSAT Report is based on primary global research by **comsys** - involving site visits and interviews with companies from Australia to Argentina and from Pakistan to Peru. Whilst being written in an informal, easy-to-read style, the report uses consistent formats for each company enabling direct comparisons between vendors, systems and operators. It provides an effective reference manual, as well as expert opinion on the technology, services as well as strengths and weaknesses of vendors.

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