

iD19

Welcome

Pioneering Technology Together

SES Industry Days

Event Programme

SES[▲]

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SES Industry Days Africa 2019 (iDAFRICA19) celebrates innovation across the industry, and acts as a showcase for cutting-edge, next-generation technology. It also brings together leading industry partners, allowing us to build lasting relationships, and explore future trends, challenges and opportunities together.

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SES iD



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SES iDAfrica19

WiFi

Wi-Fi name: SES Africa
Password: idafrika19

Welcome

A very warm welcome to SES Industry Days Africa 2019, the 5th annual edition of this conference in Cape Town.

Since last year's event, SES successfully continued to pursue its vision of a satellite and cloud connected network of the future. With the launch of additional four O3b satellites in April this year, we are now operating over 70 satellites in two different orbits, Geostationary Orbit (GEO) and Medium Earth Orbit (MEO). Many of these satellites are providing excellent connectivity for the African markets, bringing a plethora of video programs to consumers and serving our customers with high throughput, low latency data transmissions.

A recent important milestone for SES Video has been the agreements signed between SES and the Association of Ethiopian Broadcasters (AEB), and the Ethiopian Broadcasting Cooperation (EBC) that will result in the creation of a dedicated Ethiopian TV environment for which the most popular Ethiopian TV channels will migrate to a new TV neighbourhood on SES' NSS-12 satellite at 57 degrees East. Our SES Networks team has joined forces with Microsoft to bring their Azure cloud platform to any global end-point, whether

in the air, at sea, or in underserved areas on land. In August 2019, SES announced it would be the first satellite operator to implement Open Network Automation Platform (ONAP) using network functions virtualization (NFV) technology from Amdocs on Azure. Using ONAP, SES will be able to orchestrate the creation and delivery of new services – such as SD-WAN, virtualised Evolved Packet Core (vEPC), security and more – in a completely automated and standards-based operating environment.

Exciting developments and topics, all of which we will discuss at this year's iDAfrica. Our event is entirely focused on the African markets and I am looking forward to the great keynote speakers and panelists. Among them will be Lumka Msibi, an award-winning qualified rocket scientist, Aerospace Engineer, global speaker and entrepreneur from Soweto, inspiring us with her views on how to apply lessons from her worldwide engineering career onto African markets. Also, we are pleased to welcome again Clare Kandola who will discuss with her panelists about The Future of Television in Africa and possible Opportunities for Non-Traditional players to enter the African Television Market.

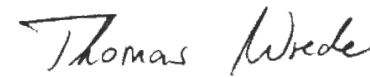
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But there is one more thing: please visit the over 20 products and solutions exhibits from SES and our industry partners during the breaks. I am sure that you will find lots of inspiration and new product ideas.

A packed agenda programme indeed and I would like to thank all speakers, exhibitors and the SES Industry Days team for making this event a success. It is a privilege working with you all.



Thomas Wrede
VP, New Technology & Standards,
SES Video

Visit the over
20 products
and solutions
exhibits from
SES and
our industry
partners

Conference Agenda

Monday, 11 November

TIME	SPEAKER	TOPIC
08:00	REGISTRATION AND WELCOME	
09:00	Thomas Wrede SES	Welcome
09:15	KEYNOTE Lumka Msibi Senior Aerospace Engineer	Engineering the Future Insights on how frontiers can be challenged, what lessons Africa can learn from Silicon Valley and the rest of the world including next-generation innovations and partnerships.
09:35	FIRESIDE CHAT Abdikadir Awabdi SES	FTA Platform in Ethiopia Ethiosat and its uniqueness Benefits of Ethiosat to the channels and customers Ethiosat's launch campaign and migration process Opportunities for the Ethiopian market: potential for growth and penetration.
09:55	CASE STUDY Tony Fallows Versa Networks	Software-Defined Satellite Networking: Today and Tomorrow This session will provide a general overview on the topic of Software Define Networking and specifically applied to satellite communications. By adopting the practices and standards of the terrestrial networking community, the industry is making it easier to integrate satellite-based networks into a global ecosystem. Our experts and partners will discuss how SDN for both video and data networks is being implemented today and will evolve for greater opportunity tomorrow.
10:20	EXHIBITION HIGHLIGHT, COFFEE AND NETWORKING	

HIGHLIGHTS

Engineering the Future

09:15

Lumka Msibi

Senior Aerospace Engineer

Pioneering Technology Together

14:00

Dr. Hans Koenigsmann

SpaceX



Conference Agenda

Monday, 11 November

TIME	SPEAKER	TOPIC
10:50	PANEL DISCUSSION Abdikadir Awabdi SES Karen Thorne Cape Town TV Craig Kelly AfricaXP Dan Finch Simplestream Moderator: Clare Kandola Vidya Collective	The Future of Television in Africa: creating a viable industry for the future In this vast region with rapidly growing service availability, viewing and revenue potential, the future of television in Africa should be bright. Yet the deployment of DTT remains slow, pay-TV is under threat from free and value services, and OTT faces a double challenge of cost and connectivity. Is there the investment and expertise needed to ensure African television achieves its potential and reaches audiences of scale? Which technology can best reach into African homes? Given the challenges in reaching, measuring and monetising audiences across Africa, what will television look like in future years, how can we create a vibrant relevant future for African television, and who will succeed in the long term?
11:10	CUSTOMER TESTIMONIAL Dan Zajicek Gilat Telecom	Changing the Game in the DRC From entering the market to becoming a leading network provider in the DRC. Gilat Telecom' CEO will share with us how they became a game changer in DRC, and the highlights of the entire process. <ul style="list-style-type: none"> • An overview of the DRC market • The challenges facing the DRC market • The implementation of creative and innovative connectivity solutions • The future of connectivity looking at mPOWER and how that will fit into the changing market needs.

Monday, 11 November

TIME	SPEAKER	TOPIC
11:30	PRESENTATION Antonio Bove SES Sean Møller Sealey BLUETOWN	How Incorporating Managed Wi-Fi is Influencing Future Telco Products The demand to extend broadband services to rural and remote populations is growing steadily. Telcos and mobile network operators are evaluating solutions to meet this demand cost effectively and at scale. Wi-Fi based solutions are an excellent method for establishing the last mile connection into sub-urban areas. You will get insights on the Wi-Fi traffic growth and on the network off-load opportunity for 4G together with an outlook of the future of Wi-Fi and IoT We will share with you case studies and demonstrate with BLUETOWN what is available.
11:50	FOCUS TOPIC Dax Aiken SES	Partner at the Heart of Opportunities At SES, we believe we can overcome challenges, and maximise opportunities, by tackling them together. By combining world-class practices and sharing talents - utilising our collective capabilities, finding synergies between our businesses. And pushing our partners and ourselves further than ever before.
12:10	PANEL DISCUSSION Jay Thomson Hoorah Digital Stephane Goebel SES Eliud Mwatha Intersat Communication Services Clint Brown SES Moderator: Clare Kandola Vidya Collective	Opportunities for Non-Traditional players to enter the Television Market As OTT and mobile break down traditional barriers to reaching audiences, new platforms create space for local TV launches, and with brands focused on developing content to connect with customers digitally, new players are entering the market, from mobile operators to banks to NGOs. But can non-traditional providers compete with TV services for quality and eyeballs, what does it mean for existing stakeholders and audiences, will this help or hinder commercial viability of the television sector?

Conference Agenda

Monday, 11 November

TIME	SPEAKER	TOPIC
12:30	LUNCH BREAK	
14:00	KEYNOTE Dr. Hans Koenigsmann SpaceX	Pioneering Technology Together SES has supported SpaceX innovation since 2013, with their first commercial launch of SES-8. Since then, continual development and advancements have been made between these pioneers. With six successful missions accomplished, SES and SpaceX face a promising future of further collaboration. Join this session to get a closer look at the role SES has played in helping SpaceX realize groundbreaking technological achievements and usher in a new era of spaceflight.
14:20	FOCUS TOPIC Stephen Barr SES	Delivering Fibre-like performance across Africa O3b mPOWER is SES' next generation high-throughput, low-latency MEO constellation. This solution offers new innovations building on the proven success of our current O3b system. This session will introduce O3b mPOWER setting expectations for performance, flexibility, and availability.
14:40	PANEL DISCUSSION Dion Jerling Connect Earth Jean-Christian Martin-Garrin Noovo Xavier Battas Quadriple Williams Tovar ENENSYS Technologies Moderator: Thomas Wrede VP, New Technology & Standards, SES Video	Exploring new satellite-based Solutions for connecting the Unconnected Satellite distribution is ideal to reach millions of consumers. In this session we explore the latest solutions for connecting the unconnected. We talk about a satellite mailbox use case that can deliver large volume manuals and other rich content to virtually everywhere, explore the potential of using satellite connected Wi-Fi and 3G/4G gateways to deliver live video and VOD to public places. Furthermore, we discuss using satellites for contributing content to POPs instead of instead of using a classic Content Delivery Network (CDN) approach.

HIGHLIGHTS

Addressing Africa's Billion Screens Opportunity

15:40

Deepak Mathur
SES

Realizing Africa's full potential in the age of intelligence

16:40

Ewald Schrap
SES
Stein Vermeulen
Microsoft
Mathieu Van den Mooter
Microsoft

Conference Agenda

Monday, 11 November

TIME	SPEAKER	TOPIC
15:00	PRESENTATION & CUSTOMER TESTIMONIAL Olivier Gommès Marlink Jo De Loor ST Engineering iDirect	Space 2.0 Evolving Orbits, Addressing the 5G Transformation; Oil & Gas, Humanitarian use cases The satellite industry is entering a new era where new constellations of satellites will be deployed in multiple orbits to deliver next-generation connectivity. The innovation that is happening way above our heads must be matched on the ground with a future-proof, agile, flexible infrastructure and service offering that can meet evolving requirements for connectivity on-the-move and emerging applications in MEO and next generation GEO. In this session, Jo De Loor, VP Market Development and Strategy, will explain how ST Engineering iDirect is equipping our customers for the future and Olivier Gommès, Director Technology & Innovation, Marlink Enterprise, will share insights on the future demands of managed services and application performance to illustrate how hybrid network solutions will further enable cloud applications and SD-WAN integration for better user experience.
15:20	EXHIBITION HIGHLIGHTS & NETWORKING	
15:40	FOCUS TOPIC Deepak Mathur SES	Addressing Africa's Billion Screens Opportunity By 2030, Sub-Saharan Africa will have more than a billion screens including TVs, laptops and smartphones. SES wants to make its customers ready for this unprecedented opportunity by being the most innovative in the industry and developing solutions that are 'market relevant, consumer-centric and future proof'. From DTH/DTT hybrid solutions to VOD solutions to content management solutions, SES truly is more than just a capacity provider. Today, SES is a content orchestrator who wants to bring your content to anyone, anywhere, anytime.

TIME	SPEAKER	TOPIC
16:00	FOCUS TOPIC Theodore Asampong West Africa Platform Services Ltd (WAPS)	TV content "Everywhere": Innovative models to grow viewership With changing lifestyles in this fast paced, always on the move, no time for anything world, TV content consumers want their content when they want it, anywhere, on any device and at anytime; putting a lot of strain on content producers and platform operators alike. Those who can keep up with this growing demand will grow their viewership and reap the rewards.
16:20	FOCUS TOPIC Ricardo Topham SES	SES Satellite Monitor Study: it's all about our customers The Satellite Monitors are surveys SES started in Europe in 1994 to track the development of TV markets. In 2015 these surveys were successfully rolled-out to Africa, and as of today, they cover Ethiopia, Ghana, Kenya, Nigeria, Tanzania, and Uganda. 37,500 interviews later, we present the main findings and highlights of the research in the region.
16:40	FOCUS TOPIC Ewald Schrap SES Stein Vermeulen Microsoft Mathieu Van den Mooter Microsoft	Realizing Africa's full potential in the age of intelligence We will start with a success story as an example of what is possible, then cover at a high level Microsoft focus on Africa and how they are investing in the continent and it's people as the basis of what is possible and how the Azure cloud can be a game changer for African business and finally we will close with how SES plays a key role as a close partner of MS to enable our customers to connect to the cloud.
17:00	CLOSING	Carole Kamaitha SES Clint Brown SES

17:20 EXHIBITION VISITS, NETWORKING & COCKTAILS

iDAFRICA19

Location



Marvel at uninterrupted 360° views of the city's most spectacular sights. Located in the renowned V&A Waterfront.

Speakers



DEEPAK MATHUR
EVP, Global Sales
SES Video

Deepak Mathur is Executive Vice President, Global Sales, Video, at SES the world's leading satellite operator, with over 70 satellites operating in both the GEO and MEO orbital arcs. Previously, he had been Senior Vice President, Commercial at SES for Asia-Pacific and the Middle East. He is responsible for driving growth and strategy for SES's global video business, including in some of the most dynamic markets in the world, while providing customers with world-class satellite and content delivery solutions across a range of platforms.



THOMAS WREDE
VP, New Technology
& Standards,
SES Video

Thomas Wrede is responsible for developing and implementing satellite reception products and solutions. He joined SES in 1992 as a Senior Systems Engineer. He has been deeply involved in the development of digital satellite television, in-home signal distribution concepts, digital satellite radio, satellite return channel technology, internet via satellite and HDTV. He manages SES's SAT>IP project, and has taken responsibility for the technical aspects of the introduction of Ultra HD TV services via satellite. He represents SES Video in the DVB Commercial Module, and also chairs a Technology and Innovation Forum at the German Association of Commercial Broadcasters & Audiovisual Services. Thomas will serve as moderator of the event.



CAROLE KAMAITHA
Vice President, Africa
Sales
SES Networks

With over 13 years of sales and marketing experience and more than a decade working in the field of Satellite Communications in Africa, Carole is responsible for SES Networks business throughout Africa. During her career, she has been responsible for Strategy Development and Execution, Team co-ordination, and trend analysis. For SES Networks, Carole plays a key role in developing new business and maintaining customer relationships in Africa.

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CLINT BROWN
Vice President,
Sales and Market
Development
SES Video

Clint Brown is the Vice President, Sales and Market Development for SES Video in Africa, where he showcases extensive industry experience to drive regional strategy and market development. He is responsible for leading the SES Video's commercial activities in the region with a focus on accelerating the digital switchover, supporting broadcasters in increasing their channel line-ups and content providers in growing their audience, as well as enabling mobile operators to diversify their offerings and leverage their networks for video delivery.



LUMKA MSIBI
Senior Aerospace
Engineer

Lumka Msibi is an Innovative Award Winning Qualified Rocket Scientist. At the age of 24 she has travelled to all 6 world continents, won numerous prestigious awards and spoken alongside many notable leaders. Born and raised in Soweto, Lumka weaves her background and personal story of success over challenges into her presentations. A born leader, she has an outstanding ability to motivate others with her own enthusiasm.



DR HANS KOENIGSMANN
Vice president Build
and Flight Reliability
SpaceX

Dr Hans Koenigsmann leads the Build and Flight Reliability Team at SpaceX. In this role, he is the executive leader of SpaceX's quality engineering and process development teams. He also oversees the launch readiness process during launch campaigns. He provides an independent assessment of launch risks, identifying and resolving anomalies during integration and launch itself. The reliability teams resolve all major anomalies, evaluate and mitigate risk and perform hazard analyses and other functions on the vehicle system level.

Speakers



TONY FALLOWS
VP, SERVICE
PROVIDER
WW SALES

Tony Fallows leads global service provider sales at Versa Networks. Tony has launched and grown innovative networking companies and product lines for over twenty-five years in a range of roles from system engineer to CEO. Tony worked at industry leaders Shell, Ericsson, Riverstone and Marconi, and founded the start-up Aria Networks.



CLARE KANDOLA
CEO
Vidya Collective

Clare is CEO of Vidya Collective, a network of international content specialists supporting content creators and distributors build services and market presence. Clare's background is in strategic development and commercial management of video content services. Clare has consulted with innovative brands including Amazon, Lovefilm and Freesat driving OTT development and international expansion. She has worked within management of leading content companies, as Bloomberg's Commercial Director for EMEA and South Asia, managing Discovery's distribution and acquisitions, and responsible for Turner's new advertising sales. She also produces documentaries in the UK and India.



KAREN THORNE
Founder & Station
Manager
Cape Town TV

Karen Thorne is the Founder and Station Manager of Cape Town TV - Cape Town's very own community TV channel. Karen studied Journalism and Media Studies at Rhodes University, where she became involved in the anti-apartheid movement. recognising the critical role of media in society, she committed to democratising media in post apartheid South Africa. As National Co-ordinator of the Film and Allied Organisation she championed the role of community television to empower communities, then with The Open Window Network successfully lobbied for the inclusion of community television within the broadcasting system.

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DAN FINCH
Co-Founder and
Chief Commercial
Officer
Simplestream

Dan has over 20 years' experience working in the broadcast space, starting in the early days at Carlton Digital and ITV, before moving to BSkyB and A+E Networks, gaining valuable experience working across multiple disciplines including marketing, ad sales, sponsorship and channel distribution in the UK, Scandinavia and Benelux. Dan has led the commercial development for Simplestream from a start up to where it has successfully got to today and his extensive knowledge of broadcasting, marketing, ad sales and OTT channel distribution has enabled Simplestream to accelerate their success in the broadcast and media sectors.



DAN ZAJICEK
CEO
Gilat Telecom

Proven track record in executing successful turnaround, leading companies from crisis situations into ground-breaking results. Vast experience of defining and executing vision, strategy and objectives, launching growth engines leading to excellent results in highly competitive markets. A leader, motivating and driving managers and staff towards results-orientation management, implementing corporate culture of cooperation, excellence, integrity and accountability. Senior Executive in publicly traded local and global corporations.



ANTONIO BOVE
Senior Product
Manager, Segment
Market Management
Fixed Data
SES

Antonio Bove holds the position of Senior Manager within the Segment Market Management team at SES Networks, a provider of global managed data services. He is responsible for solution strategy related to the Fixed Data segment. Antonio has built up more than 20 years of experience in the satellite communications industry. His career has taken him from Globalstar, a Leo-based voice and data satellite network company to Yahsat, a broadband, broadcast and government services company operating across Middle East, Africa, Europe and Central-South West Asia through to SES, which provides broadband solutions and managed services on a global scale.

Speakers



**SEAN
MØLLER
SEALEY**
Global Account
Director
BLUETOWN

Sean Møller Sealey is the Global Account Director in BLUETOWN, where he is responsible for the company's global commercial partnerships including SES and for selling BLUETOWN's complete connectivity solutions comprised of Wi-Fi access, infrastructure and power management. Before joining BLUETOWN, Sean worked in iPass where he was responsible for selling the iPass global Wi-Fi footprint comprised of 60 million hotspots into MNO's, cable operators and value added service providers. And prior to iPass Sean launched Africa's first commercial Internet service provider leveraging TV white space technology in collaboration with Microsoft.



**JAY
THOMSON**
Co-Founder & CDO
Hoorah Digital

Jay Thomson is all about Digital Innovation & Digital Transformation. At Hoorah Digital, Jay leads client and digital innovation and always looks at performance and brand missed opportunities. Jay is a big thinker, tech lead and a hugely ambitious individual. Previously the co-founder of a multi award-winning digital agency (Liquorice Digitas) with offices throughout Southern Africa, he worked with large brands and clients in the region achieving international acclaim for the work.



**ELIUD
MWATHA**
Business Development
Manager
Intersat
Communication
Services

I have over 20 years' experience in Internet sales having specialised in Satellite connectivity solutions for both data and video broadcast. We introduced the first cost effective IP Based motorised VSAT solution in East Africa for outside broadcast solutions with our reliable partners and continue to make inroads in Africa with a coverage of 43 countries in Africa. With the emerging Broadband requirements we have continued to offer cost-effective unlimited data packages to suit all users. My Passion is to make other people's lives enhanced through providing solutions that work while achieving their goals towards a connected world. I have a background in Business Management and human resource management.

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**DAX
AIKEN**
VP, Global Channels
and Alliances
SES, SES Networks

Dax Aiken is Vice President Global Channels & Alliances at SES Networks. Having held leadership positions at companies such as BT, EMC and Microsoft he is passionate about helping business' grow through effective partnering and has launched partner centric solutions in the enterprise, telecommunications, ad tech, and cloud world. A strong believer in trust based relationships founded on transparency and accountability he is tasked with empowering and enabling SES partners to achieve growth and scale.



**DION
JERLING**
Co-Founder
CONNECT EARTH

Educated in South Africa, Dion started his career in the UK and entered the technology and media space during the nascent 'dot-com boom' era of the mid-1990s. This transformational period, together with Dion's passion for media, technology, and Africa led him to found Connect Africa in 2004. Connect Africa is a socially driven enterprise, instrumental in extending GSM (mobile phone) coverage to rural communities in Zambia and South Africa. Now, with twenty five years of experience in connecting African communities, Dion is a co-founder of Connect Earth, a development driven enterprise that uses connectivity for economic, social and educational change.



**XAVIER
BATTAS**
CEO
Quadrille

Quadrille co-founder, Senior Executive with international and domestic success in general management, P&L and strategic planning Broadcast systems, embedded software development and Content Delivery technologies expert. Background is a Master's degree in Computer Science at ISEP (France).

Speakers



JEAN-CHRISTIAN MARTIN-GARRIN
CO-FOUNDER & CEO
NOOVO TECHNOLOGY INC

Billions of people worldwide cannot access good and cheap internet. In cooperation with SES, "Noovo is developing solutions to deliver digital content everywhere internet cannot". After 15 years experience in Semiconductor, STB engineering and marketing, Jean-Christian has Co-founded Noovo Technology with the goal of reducing this digital divide by leveraging on the strength of Satellite broadcast to deliver linear and non-linear content to all screens wherever they are.



OLIVIER GOMMÈS
Director Technology & Innovation
Marlink, Enterprise

Olivier has more than 20 years of technical, development, and management experience in the global telecommunications industry. He joined Marlink in 2008 as Chief Technical Officer for its subsidiary, formerly known as TDCOM, before taking Engineering and Presales responsibilities within the Enterprise division of the Marlink Group. First as part of the Airbus group, and more recently as Technology & Innovation Director with the rebranded Marlink. His specialty is the development of complex satellite-based telecommunications and ICT projects for customers operating in austere and challenging environments. Especially, Olivier has facilitated the development of a global, agnostic network infrastructure for land operations using hybrid connectivity combining satellite, terrestrial and wireless networks.



WILLIAMS TOVAR
Telecom Market Manager (LTE Broadcast & Multicast ABR)
ENENSYS Technologies

Williams TOVAR is the leader of the OTT video delivery market at ENENSYS. Williams' objective is to make sure Operators and Content providers have the best solution to optimize, monetize, and securely deliver fantastic video content to their subscribers. Williams markets ENENSYS' OTT video delivery solutions across the oceans and has met with many of the main operators of the world.

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JO DE LOOR
VP Market Development and Strategy
ST Engineering iDirect

Jo is VP Market Development and Strategy at ST Engineering iDirect, where he is responsible for the team heading the company's vertical markets. Jo has over 20 years of experience in the satcom industry. He began his career at Newtec in 1996. In 2005, he became systems architect for Newtec's DVB-RCS system and further evolved to product manager and later Product Line Director of the Sat3Play Broadband Platform.



STEPHEN BARR
O3b mPOWER Solutions Marketing
SES

Stephen Barr leads marketing efforts and sales enablement for O3b mPOWER – SES' next-generation, high-throughput and low-latency MEO constellation for Telco, MNO, Mobility, Energy and Government market segments. Stephen has over 20 years of experience in the communications industry holding leadership roles in optical and satellite network solutions engineering, marketing, and sales. Stephen holds a Bachelor's degree in Electrical Engineering from North Carolina State University and an M.B.A from The Kenan-Flagler Business School at the University of North Carolina at Chapel Hill.



THEODORE ASAMPONG
CEO
West Africa Platform Services Ltd

Theodore Asampong is the CEO of West Africa Platform Services Ltd, a JV company between SES and K-Net, providing satellite broadcast services to channels in Ghana and the West Africa subregion. He also holds a position as General Manager, Platform Operations at SES Video, responsible for West Africa. Theodore holds a BSc in Physics from Imperial College, London and MSc in Spacecraft Technology from University College London.



STÉPHANE C. GOEBEL
VP Global, Head of Sales & Market Development, Mobile & Online
SES

Stéphane joined the SES group in 2005 and has since strongly developed international video-centric businesses of SES, and more specifically for the video services part of the business. In Q2/2017, Stéphane was appointed as Vice President, heading 'Platform Operations' on the SES Video side. This was a global role within the SES Video unit, overseeing the operations of all video platforms of strategic relevance to the SES group. Prior to that role, Stéphane had been Vice President and 'Head of Sales, Services' for the territories Africa and Middle East. He has now embarked into the new role as Vice President Global, Head of Sales & Market Development, Mobile & Online.

Speakers



**ABDIKADIR
AWABDI**
Regional Manager, SES
Video Eastern Africa

Mr. Awabdi is responsible for leading the SES Video's commercial activities in East Africa with a focus on developing and building new businesses in Burundi, Djibouti, Ethiopia, Rwanda, Somalia, South Sudan and Uganda. Before joining SES Video Eastern Africa, Mr. Awabdi worked for SES' Corporate Development, Strategy and Market Intelligence department as an analyst for Sub-Saharan Africa. Abdikadir Awabdi holds a BA (Hons) in Business and Management from Oxford Brookes University, UK and a Master's degree in Space Management from International Space University, France.



**RICARDO
TOPHAM**
Senior Market &
Business Analyst
SES

Ricardo joined SES in 2015 and currently leads SES's primary market research efforts, mainly related to the Satellite Monitors. He recently managed the expansion of the project into Turkey, Ethiopia, Ghana, Kenya, Nigeria, Tanzania and Uganda, and is currently working on their rollout to the Asia-Pacific region. He holds a degree in Telecommunications Engineering and it was when he was at Euroconsult as a Strategic Planning and Market Consultant that he moved from the technical to the business side of the space industry.



**EWALD
SCHRAP**
VP, Cloud Segment
Market Management
SES Networks

Ewald Schrap is the Product Line Director for Networks Services at SES Networks. He works with SES Networks partners and customers to ensure the connectivity services portfolio provides the end-user experiences and business outcomes desired by our partners and their customers. Ewald has more than 20 years' experience in the networking industry. He has worked in engineering and product line management roles at various technology startups as well as more established companies in the networking industry, with his last role before joining O3b Networks being Portfolio Owner for MPLS at Ciena, landing major customers such as Bharti Airtel, Telstra and Verizon.

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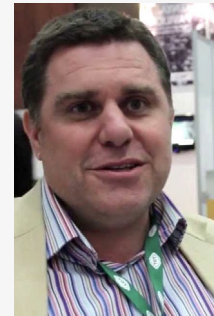
**STEIN
VERMEULEN**
Solution Sales Cloud
- Azure Apps and
Infrastructure
Microsoft

As of September 2013, Stein Vermeulen started working for Microsoft, covering different positions across the organization. He is currently responsible for driving Azure Cloud solutions in key accounts across the Media and Telecommunication Industry within Belgium and Luxembourg. His focus is on large IT transformations by moving out of legacy datacenters and modernizing the application landscapes. Prior to his Stein Vermeulen finished two masters one in Industrial engineering ICT at the University of Antwerp and secondly in Innovation and Entrepreneurship at Antwerp management school.



**MATHIEU
VAN DEN
MOOTER**
Cloud Solution
architect
Microsoft

With 7 years within the Data and AI industry, Mathieu joined Microsoft to drive further and more direct digital transformations. He is currently responsible for the creation of deep partnerships within the Belgian and Luxembourg subsidiary and does this with a focus on the Microsoft Data and AI portfolio. As a cloud architect he needs to ensure end to end value creation, on the Azure platform. Prior to Microsoft, Mathieu worked within the Digital team of Accenture and obtained a Masters in Information Management at the University of Leuven.



**CRAIG
KELLY**
CEO
AfricaXP

A London Film School Graduate, Craig started his media career in media production and has worked in the UK, Mexico and over 25 African countries including the likes of Nigeria, Kenya, Mozambique, the DRC and Madagascar. He founded the pan African production company Porcupine Africa and then moved into content distribution and TV channel creation in 2012 when he launched AfricaXP, Africa's leading independent "owned and operated" themed channels network. They have supplied both channels and content to most leading African multichannel platforms and many leading African single channel free to air operators. Most recently Craig launched "Premium. Free" - Africa's first multinational free to air satellite and OTT platform delivering a bouquet of themed general entertainment channels to African viewers unencrypted and free of charge.

Exhibitors

SPACE TELEVISION

Satellite TV Distribution Simplified

—

The growth in Satellite Television offerings across Africa place an increasing demand on satellite television distribution networks. As channel numbers grow and broadcast resolution increases, hardware manufactures are constantly evolving in their product offering to ensure that distribution networks are utilized more efficiently and are able to accommodate the growing demand for capacity.

The introduction of the new Johansson Wideband Distribution solution will simplify the way forward for new installations as well as the upgrade of existing networks.

Visit the Space Television the Space Television stand to learn more about the fibre optic and coaxial wideband distribution solutions.

SHEVON HOLDINGS

Shevon Holdings Africa

—

Shevon Holdings is a proud Partner of SES in delivering, supporting, converged Satellite connectivity into businesses, enterprises, industries and markets. Creating Value Propositions, expanding reach and developing Networks on and off shore through multiple strategic alliances. Full supply, design and installation of all satellite based communication requirements (L-Band, C-Band, KU-Band, Ka-Band), Maritime and Land based systems/ networks.

NOOVO TECHNOLOGY

Public WiFi Media Access Point (VOD-Everywhere)

—

Noovo's gateways receive linear and none linear content from SES Satellite (VOD-E) and stream it locally to smart devices and TV screens:

1. Multi-contents: Live TV, Radio, VOD, Catch-up TV, Audio, advertisements, digital documents.
2. Multi-screens: TV, Smart Phone, tablet, computers
3. Multi-users: hundreds, thousands clients in public places or up to 10 clients at home (DTH)

Target market: Public entertainment (Airport, train & bus stations, transportation, marine.), WiFi village, education (School, e-learning), digital signage, Home multi-screens (DTH), Digital content delivery (Data market), hospitality (Hotel, restaurant.), government, corporation.

INVERTO

Revolutionizing the hospitality TV experience

—

SInverto demonstrates its airscren Tality™ – a unique compact, modular and secure hospitality TV headend solution. Aircsreen Tality can receive, encode, decrypt and encrypt any satellite, cable, DTT or IP services and securely distribute TV over IP, OQA or OFDM networks from the headend to the rooms.

In addition, Inverto will demonstrate SatPal™ and SatWatch™ - its revolutionary dish installations management and auditing tools, helping satellite TV service providers to guarantee the quality of their field installations, reduce cost of service and increase customer satisfaction.

ST ENGINEERING iDIRECT

Shaping How the World Connects

—

TestToday, satellite connectivity empowers communities, people and businesses across the globe. We at ST Engineering iDirect believe that connectivity via cost-effective satellite solutions will help create a world where everyone person and business is connected.

ST Engineering iDirect is SES' satellite technology partner for data and video networks, delivering innovative solutions that enable SES and its customers to offer a portfolio of high-value connectivity services across a broad array of markets.

Our product portfolio, branded under the names iDirect and Newtec, represents the standard in performance, efficiency and reliability, making it possible for SES and its customers to deliver the best voice, video and data connectivity experience anywhere in the world.

Our technology solutions are the preferred choice for any satellite communication network from all-IP newsgathering to enterprise connectivity and mobile backhaul to trunking.

Join ST Engineering iDirect and our partner network as we shape how the world connects!

ENENSYS TECHNOLOGIES

OTT@Scale

-
- **Distribute OTT at the Edge of the network**
 - over internet, satellite or fiber
 - live TV in DASH and HLS format
 - fill edge caches with popular on demand content
 - select optimal transmission parameters on Satellite
 - **Make Sure it finally Reaches the Viewers in HD**
 - over 4G/5G, cable, broadband or satellite
 - uses deep caches to get even closer to the end user
 - ensure end-to-end ultra low latency for live TV
 - maintain quality no matter the simultaneous users
 - **And Check that everything runs smoothly**
 - detect and reports any video flaws in Real-Time
 - propose detailed metrics about the quality over time: video freeze, black screen, audio silent
 - identify the faulty equipment in the video chain

Exhibitors

ENENSYS TECHNOLOGIES

IPTV&OTT Monitoring

APPLICATIONS

- Monitoring of the content QoS & QoE: received from contribution, prior & after encoding/packaging as well as from an end user point of view
- Generation of Service Availability reports for SLA commitments
- Live TS Recording for Compliance Recording and conflict/litigation proof
- All services view at-a-glance: Live Thumbnail Mosaic

BENEFITS

- High density: hundreds of services monitored in real-time & in parallel in a single 1RU server; 10Gb interfaces supported
- Scalable: from an all-in-one system to a fully distributed architecture
- Software only: Linux OS, VM for virtualized environments
- Remotely accessible: compatible with low bandwidth control networks (GPRS/3G/4G)
- Northbound interface (SNMP, open API)

STRATOSAT DATACOM

Always-On high speed VSAT connectivity

Stratosat Datacom forms part of the German based SCHAUBURG International Group, which is a fast-growing family business with more than 30 affiliated companies worldwide. Investments are focused on niche technologies in electronics, plastic processing, engineering and industrial solutions on a global scale.

Stratosat Datacom, established in 2002, provides turnkey satellite and microwave wireless converged communication network solutions including design, product supply, systems integration, installation, commissioning, handover, training and operational services to partners the likes of major ISP's (Internet Service Providers), MNO's (Mobile Network Operators), broadcasters, satellite network operators and system integrators.

The Stratosat group, a fully licensed service provider within South Africa, is engaged in various vertical markets including but not limited to mining, government, transportation, enterprise, NGO, construction, military/defence, oil & gas, finance, health, agriculture and ICT.

CETel

Hybrid networks by AXESS Networks

AXESS Networks (AXESS), formed out of German-based CETel and Latin American-based Axesat is a new leading global player in the enterprise satellite communications industry. AXESS provides global coverage to a broad customer base in industrial, energy, oil and gas, telecommunications, infrastructure, mining, maritime, commerce, government and non-governmental organizations with critical operations in remote locations where the reliability and security of the service is of paramount importance.

INTERSAT COMMUNICATION SERVICES

Intersat Communication Services

Intersat Communication Services FZCO is a leading provider of satellite based broadband data solutions in Africa offering Internet via Satellite connectivity to major organizations, government institutions and the private sector

We have established reseller and partner network in 46 out 54 African and several Asian countries. With headquarters in the UAE, we have well-established teleports in Europe and Africa.

SatADSL

SatADSL – Your Satellite Platform As A Service

SatADSL (www.satadsl.net) is a satellite Service Provider which designs and offers innovative satellite networking solutions to banks, microfinances, broadcasters, NGOs, Governments, ISPs, telecom operators and other companies in worldwide remote areas or where terrestrial infrastructure is not reliable.

Founded in 2011, SatADSL has already installed more than 3,000 VSAT networks in more than 45 countries. It specializes in providing tailor-made solutions based on customers' specific requirements and flexible service plans that meet its clients' budgets.

SatADSL is the creator of the innovative Cloud-based Service Delivery Platform (C-SDP) which serves as a Platform-as-a-Service (PaaS) solution, enabling operators to deliver satellite-based connectivity without investing in additional physical infrastructure.

SKYLINE COMMUNICATIONS

DataMiner X – enabling you to create wonders

Our newest, cutting-edge DataMiner X is designed to dazzle, down to the finest detail. This NMS/OSS sensation is packed with innovating features and capabilities such as the all-new DataMiner Dashboards, DataMiner cloud services, DataMiner collaboration, DataMiner Augmented Operations, DataMiner user-definable apps, DataMiner service and resource management, DataMiner rooms.

Exhibitors

SMARTV GLOBAL

Your trusted partner for long-term success

SmarDTV Global is a worldwide leader in secure devices for the Pay-TV industry. We provide operators with a wide range of products and technologies, such as digital Set-top boxes and Conditional Access Modules for both consumer and professional markets, including the hospitality sector.

We propose flexible and innovative TV products for the African market relying on local partnerships and manufacturing.

GT-SAT INTERNATIONAL

Hello – DiSEqC protocol for CSS devices; Socket

AGT-Sat International, the European leader in LNB and satellite accessories supply, has been pioneer for CSS devices and delivering the technology to operator TV worldwide, GT-Sat's products are innovative with exclusive software solutions.

GT-Sat will demonstrate its latest cutting-edge technological development: digital CSS wall socket the Socket, With LNB and multiswitch & Socket we are to supply independently multiple satellite signal to 32 receivers at the same time, using a single coax cable.

The demonstration shows the strength and ease of use of the digital channel stacking technology.

COMTECH EF DATA

Heights networking solution for Managed Services

Comtech EF Data is a leading supplier of communications equipment with a focus on satellite bandwidth efficiency and link optimization. Our high-performance satellite communications ground equipment is deployed globally to support mission-critical and demanding applications for government, mobile backhaul, premium enterprise and mobility. Service providers, satellite operators, governments and commercial users wanting to optimize communications, increase throughput and delight customers leverage the performance and flexibility of the Comtech brand. More info: www.comtechefdata.com.

SSVC

Media streaming + no internet

We will have our media player 'MiPlayer' demonstrating TV over Wifi direct to the handheld device, plus Video on Demand, Text in the form of Newspapers and Distant learning. This we tend to provide to military customers and are focusing primarily on mobility.

SES

Hybrid Video Solutions

With access to the SES unparalleled reach and reliability, and the portfolio of end-to-end managed services, you can grow your audience and deliver superior multi-screen and multi-device viewing experiences—whether on linear channels, video-on-demand (VoD) and streaming platforms, or social media sites.

SES

ACHIEVE MORE TOGETHER.
Elevating our partnership to new levels of success

The SES Partner Programme establishes our new model for engaging with partners. Designed to elevate the partnership to mutual benefit, it builds on a trust-based relationship aimed at growing our business together. Our goal is to offer a simple yet impactful programme that helps you develop successful businesses around the services we offer. By combining our strengths, we can deliver more value to our customers. Ready to achieve more together? Come and talk to us during the industry days or pre-arrange a meeting with Dax Aiken, VP Strategic & Global Alliances.

SES

O3b mPOWER

O3b mPOWER is SES Networks' next-generation MEO satellite constellation and network ecosystem, integrating a wide range of advanced ground systems technologies, intelligent software solutions, and partner-based network applications. With unprecedented flexibility in optimising network performance and services, O3b mPOWER delivers groundbreaking advances in cloud-scale system capacity, end-to-end latency performance and software-driven network intelligence to open new markets and create unparalleled user experiences.

Demo Area

BLUETOWN

Wi-Fi Network as a Service

Simplify network extension anywhere

Eliminating initial capital expenditures, SES Networks combines dynamically allocated satellite capacity with low-power Wi-Fi access points, edge content servers, low-cost and lightweight passive infrastructure, optimized solar power, and billing software to help you find new customers wherever they may be.

You'll benefit from:

- Deep expertise delivering end-to-end managed, turnkey mobile network solutions
- Optimisation of every element of the solution for faster time to market and ROI
- Edge content server enabling a managed local cloud to improve quality of service.



Event Map

UBER

Receive a free Uber journey to and from the event compliments of SES.

Upon confirming your attendance and at 24 hours before the event date, you'll receive an email with a unique link or promo code. You can claim your ride pass in two ways: a "Claim My Ride" link or by entering the promo code in the Uber App. Terms and conditions apply.

PARKING

On the N1 heading into Cape Town turn right at Coen Steytler Avenue.

At the 1st Roundabout take the first exit onto Dock Road.
At the 2nd Roundabout take the second exit - continuing on Dock Road.

Stay on Dock Road all the way through the V&A - pass the aquarium and shopping centre on your right.

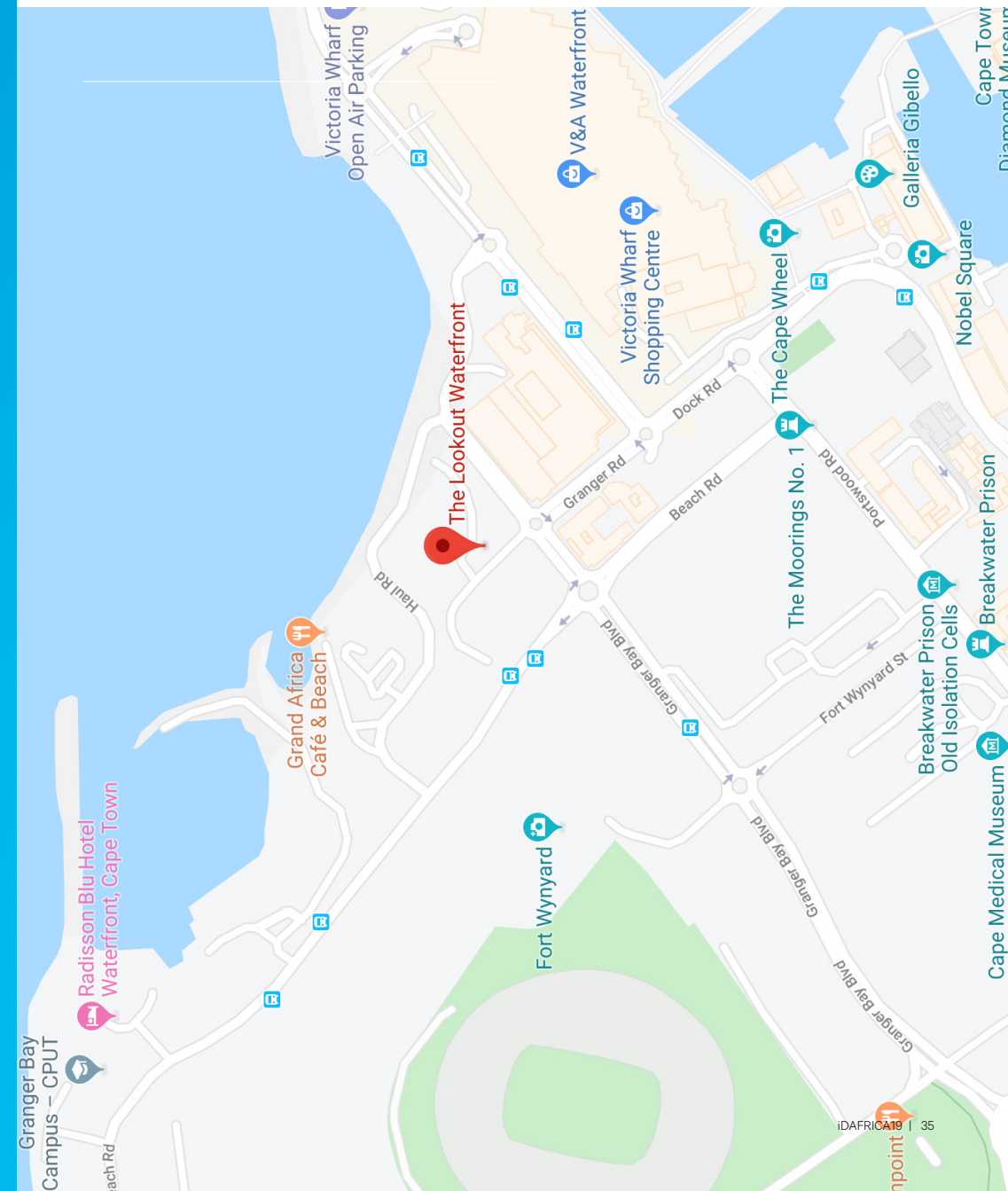
(Please note on the Google map Dock Road changes to Port Road but it is marked with signs in the V&A as Dock Road).
At the 3rd Roundabout take the second exit - passing the BMW Pavilion on your left.

At the 4th Roundabout continue straight over to the last Roundabout and Granger Bay Boulevard.

At the last circle, go straight over into the Granger Bay Parking Area, where you will see The Waterfront Lookout on your right.

AIRPORT

Cape Town International Airport is Africa's 3rd largest airport. It is also Africa's premier tourist and VIP destination and has established a reputation as Africa's premier international award-winning airport, consistently performing among the best in the world for service in its category.



Venues, Hotels And Contacts

CONFERENCE VENUE

The Lookout
Granger Bay Blvd,
V & A Waterfront
Cape Town, 8002
+27 (0)79 190 9733

NETWORKING EVENT

Zeitz Museum of Contemporary Art Africa
Silo District, S Arm Rd,
V&A Waterfront,
Cape Town, 8001
+27 (0)87 350 4777

RECOMMENDED HOTELS

The Radisson Blu Waterfront
100 Beach Road,
Granger Bay
Cape Town, 8001
+27 (0)11 2594806

The Westin
Convention Square,
Lower Long Street
Cape Town, 8001
+27 (0)21 412 9999

EVENT SUPPORT CONTACT



Oyoenisai Andrew-Essien
oyoenisai.andrew@ses.com

EMERGENCY CONTACTS

10111 South African Police Services
112 Medical Help-ambulances
10177 Ambulance
107 City of Cape Town
General Emergency

WiFi

Wi-Fi name: SES Africa
Password: idafrika19



Download the
Attendify App
and search for
SES iDAfrica19