

COMSAT RSI in Action

Customer Profiles from Around the World

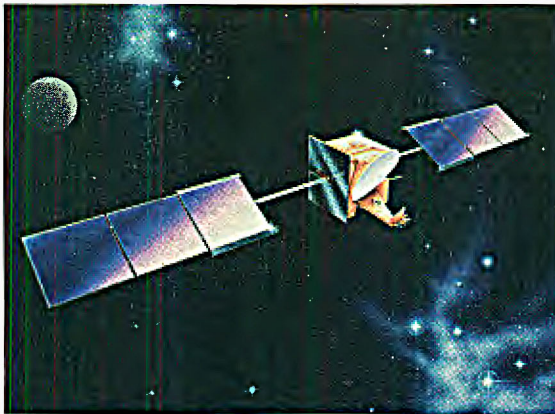
Via Satellite contacted COMSAT RSI customers from around the world. Their applications vary greatly, but they all agreed: When it comes to quality, reliability and customer service, COMSAT RSI comes through. Here's what they had to say.

Korea Telecom—Koreasat Consulting

Korea Telecom's Satellite Business Group (KT SBG) has been working with COMSAT RSI since 1991. COMSAT RSI's Satellite Systems and Consulting unit is providing KT SBG with technical consulting on the Koreasat system's design, manufacture and testing, as well as on the Koreasat launch service contract. According to Han Hwangbo, executive vice president of the Satellite Business Group, "COMSAT RSI's technical capability and experience meet Korea Telecom's requirements and its cost was lower than its competitors. KT SBG is satisfied with the level of service provided by COMSAT RSI. It has the resources to consult KT with technical know-how in a timely manner."

High Gain Antenna—Precision Controls In South Korea

High Gain Antenna Co. has been working with COMSAT RSI's Precision Controls unit in Korea for ten years. COMSAT RSI is supplying a 6.4-meter antenna control system for use by the Radio Research Laboratory of Korea with the Koreasat satellite system; a 9-meter antenna control system for use by Korea Telecom for cable TV distribution; two 6.4-meter and two 11-meter TT&C antenna control systems for use by Korea Telecom with Koreasat; and a 6.2-meter antenna control system for the Electronics and Telecommunications Research Institute of Korea, also for use with Koreasat.



COMSAT RSI is working with Korea Telecom on all phases of the Koreasat program.

According to K.S. Ahn, general manager for international operations at High Gain Antenna Co., COMSAT RSI's Precision Controls unit was selected because its "antenna control system is a sophisticated and reliable one which meets our needs."

OHM—Belize Communication Towers

OHM International Corp. distributes telephone and electrical equipment to telephone companies around the world. The company's customers include Belize Telecommunications Ltd, Jamaica Telephone Corp., American Samoa Office of Communications, Vitelco (Virgin Islands) and Cable & Wireless. OHM has been working with Mexia Fabricators on a project for Belize Telecommunications.

"Belize has some communication towers that were installed years ago, when it was part of the English commonwealth," explains Pat Marshall, OHM's international sales manager. "They needed to be inspected and repaired." OHM contracted Mexia to upgrade the communication towers, and has been a satisfied customer ever since. "Customer service is a lost art," says Marshall. "This hasn't been the case with Mexia. They flew down and did a complete, professional inspection. We were impressed with their

work ethic and the Belize authorities were impressed with their job performance. It's been a win-win situation for everyone."

Ceycom—Telecom Network for Sri Lanka

Ceycom, one of the Ceylinco group's 55 companies, has been formed to set up a sophisticated communications network in Sri Lanka. Ceylinco is one of the largest conglomerates in Sri Lanka, with annual revenues of \$400 million. The group's main lines of business are finance, insurance, diamond cutting and polishing, diamond jewelry manufacturing, banking, real estate, travel and credit cards. It is one of the oldest companies in Sri Lanka.

"We wanted to get into telecommunications," says Gamini Gunawardana, executive director of Ceycom. "Our group has 250 branches all over the island. Not all of them have communi-

"Adequate telecommunication facilities are a key requirement for the development of a nation. Our contribution to this development process is to bring the right technology—COMSAT—to Sri Lanka."

—Deshamanya Lalith Kotelawala, Chairman of the Ceylinco group of companies