



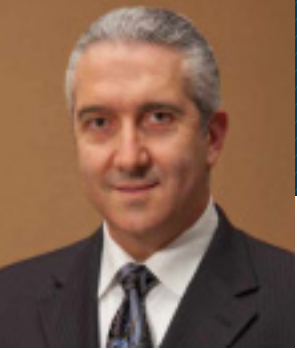
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IN THE NEWS

Peter Carides' Interview with
Global Military Communications



TACKLING THE CHALLENGES OF COMMUNICATION

An Interview with Peter Carides

For over ten years, Tachyon Networks has been responding to the needs of enterprise and government customers with its end-to-end broadband satellite communications solutions. Their exciting innovations have also made their mark on the Comms-on-the Move market, an integra theme of government and military communications. Helen Jameson was fortunate to speak to Peter Carides, President and CEO of Tachyon Networks about the company, the support it provides to its customers and the challenging world of Communications-on-the-Move.

CAN YOU PLEASE BEGIN BY GIVING OUR READERS SOME BACKGROUND ON TACHYON NETWORKS?

PETER: Tachyon has been an innovator in the field of broadband satellite communications since the company was founded in 1997. We were the first 100 percent TCP/IP standards compliant, carrier-grade true broadband satellite network for enterprises and government agencies. Tachyon is internationally recognised as one of the top network solutions providers for advanced customers who require their enterprise applications to perform flawlessly, regardless of location, environment, or climate. Through our 13+ years in the business, we have amassed an enormous amount of engineering and operational expertise in delivering end-to-end broadband satellite communications solutions. Our complete solutions include management and operations of satellite capacity, teleport facilities, network services, terminal equipment and advanced tracking antenna management for Comms-on-the-Move (COTM) applications.

Those years of experience delivering and supporting complete network solutions have made us uniquely qualified to address the most complex and demanding requirements of Fortune 500 companies, the US military, and government agencies worldwide. We hold dozens of patents, and maintain a significant ongoing commitment to research and development. Our unique body of knowledge manifests itself as customers face increasingly diverse and complex applications, whether they are high-speed military airborne surveillance in Afghanistan or unmanned oilrigs off the equatorial coast of Africa.

By drawing upon our expertise as a technology developer and enterprise service provider, we assess customers' challenges and deliver the best possible customised solutions, which often exceed their expectations

WHICH MARKET SECTORS IS THE COMPANY INVOLVED WITH?

PETER: Tachyon serves both enterprise and government agencies with advanced fixed, transportable and Comms-onthe- Move (COTM) satellite communications solutions. In the enterprise space, we serve an extremely diverse set of market requirements. Our customers range from major energy companies such as Shell and Iberdrola who require reliable, ruggedised solutions for their remote sites, to events and entertainment companies such as NASCAR, ESPN and MTV who require portable, easy to deploy solutions.

Our government and military customers range from state and local government agencies with disaster relief and emergency backup communications systems to the incredibly complex high-speed COTM needs of the US Military.

ARE THERE ANY SPECIFIC TRENDS OR DEVELOPMENTS WITHIN IN MILITARY AND GOVERNMENT COMMUNICATIONS THAT ARE CURRENTLY PARTICULARLY STRONG?

PETER: There are two significant issues facing the US Military that Tachyon is addressing today. Firstly, there is the growing need for network capacity that is capable of delivering the kinds of applications, such as airborne video surveillance with small antennas, that the military needs to be effective overseas. Space segment has been scarce over Southwest Asia, including Afghanistan, Pakistan and Iraq. Tachyon has addressed this demand by acquiring specific capacity to meet our customers' needs.

We have assisted various customers through the deployment of the IS-24 spacecraft, arranging to have the satellite moved from 49° W to 47.3° E and by placing it into an inclined orbit. The 56 dBW EIRP and 16 dB/K G/T characteristics of our high power Kuband payload meet the unique and specialised demands for airborne COTM in Southwest Asia. Having developed both antenna and satellite tracking capabilities in-house, we are now able to extend the life of spacecraft by an order of magnitude, by placing them into inclined orbits, thereby guaranteeing incremental regional capacity.

Secondly, the military requires managed network services and USAT equipment that can deliver voice, data, and especially high quality HD full-motion video in real time, while on the move. The satellite industry has been able to deliver high-bandwidth, secure applications via fixed and transportable VSAT terminals for quite some time already. When those same HD-FMV applications need to be reliably uploaded from an aircraft, however, that magnifies the complexity. Tachyon is in the business of solving complex networking issues such as this, which we anticipate will enable the mass deployment of satellite COTM.

COMMUNICATIONS-ON-THE-MOVE FOR THE MILITARY IS HUGEY IMPORTANT AND A VITAL PART OF THE NETWORK CENTRIC APPROACH TO COMMUNICATIONS. WHAT DOES TACHYON OFFER TO MILITARY CUSTOMERS IN TERMS OF COTM?

PETER: Along with globally deployed managed network services, Tachyon has developed the ATR-9000 Series of aeronautical communications terminals. These terminals and their suite of custom network management tools have been designed to address high-speed COTM, specifically the complex aeronautical applications such as HD full-motion video in the return direction. Our ability to achieve airborne data transmission rates of 10Mbps x 2.8Mbps through an Ultra Small Aperture Terminal (USAT), operating in Ku-band beams is testament to our R&D team's excellence. Our ATR-9300 terminal provides customers with the ability to upload full-motion HD video whilst in flight, using a compact 18-inch antenna.

Integral to the ATR-9000 series is the Tachyon Services Platform (TSP). Aside from advanced HTTP/UDP acceleration and routing, the TSP subsystem enables several onboard components, such as the IRU (Inertial Reference Unit), the ACU (Antenna Control Unit) and the aircraft's ARINC 429 cable harness to seamlessly interoperate with multiple antenna systems. Additionally, Tachyon has developed an industry leading graphical user interface (GUI) for the remote configuration, calibration, monitoring and maintenance of aircraft-based components. The TSP has allowed Tachyon to integrate best-in-class equipment from multiple vendors, enabling a technology-agnostic end-toend satellite COTM solution that is unmatched in the industry



Tachyon's ATR9000 Airborne Terminal

CONNECTING THE MILITARY CAN OFTEN BE A REAL CHALLENGE. WHAT BENEFITS DOES TACHYON OFFER TO ITS MILITARY CUSTOMERS IN TERMS OF DEVELOPING THEIR NETWORKS?

PETER: Beyond the ongoing operational network support services for which Tachyon is renowned, we also offer comprehensive engineering services, which allow our military customers to apply our knowledge and experience to their individual and unique requirements.

We have done everything from building teleport facilities in Afghanistan, to relocating spacecraft, to designing COTM networks, to producing aeronautical terminals, to developing complex custom software applications that enable equipment from various partners to operate symbiotically.

Basically, we stand by our customers at all stages of their programme and develop and reengineer solutions to meet their needs, whether they are Tachyon proprietary or another vendor's hardware. By currently operating no less than six other technology platforms, we are confident in our teams' abilities to execute the very best solutions for the customer.

QUESTION: WHAT KIND OF SUPPORT DOES TACHYON PROVIDE TO ITS CUSTOMERS?

PETER: Tachyon is well known for comprehensive customer support, all the way to the "edge device". We proactively monitor, manage and maintain each customer's network for peak performance. Additionally, we offer them the unique ability to have their performance logs displayed and presented in a simple web-based GUI. We have historically operated at 99.99 percent network availability and offer the industry's only financially backed Service Level Agreement (SLA) that guarantees both throughput and availability. In addition, Tachyon hires skilled technicians to man our Network Operations Centre (NOC) – we don't outsource our call centres - which means that if and when you call in to our NOC, you will get an experienced and knowledgeable Tachyon team member assisting you. Tachyon proactively monitors and manages a wide array of network activities and conditions 24x7, initiating 97 percent of all trouble-tickets internally. What that means, is that if a customer's network is not operating optimally, we are working on a solution before they ever call us. Moreover, most issues are solved without the customer ever experiencing a loss of network access.

WHAT ARE TACHYON'S AIMS AND OBJECTIVES OVER THE COMING 12 MONTHS?

PETER: Based largely on our recent developments in high-speed airborne communications, Tachyon is experiencing a period of rapid growth. We expect to add multiple customers in Afghanistan and Iraq, as we are one of the very few service providers that have available capacity, especially suited for COTM applications. Our solutions will be focused around aeronautical communications, allowing aircraft to utilise large bandwidth for all their networking needs. Whether it be UAV's, business jets or the multitude of various aircraft for the warfighter, we will lead the market with our innovative solutions. We will continue to serve our customers with unique and complex satellite communications capabilities where our industry leading engineering can be of service.