

About GSOA

GSOA, the Global Satellite Operators Association, is a CEO-driven association representing the interests of satellite operators. The Association builds on the established infrastructure, processes, and CEO-driven leadership of the Europe, Middle East & Africa Satellite Operators Association (ESOA), which has to date represented satellite operators from the EMEA region. ESOA has been recognised as the representative body and subject matter expert for satellite operators by international, regional, and national organisations on topics such as spectrum, 5G, space sustainability and the broader contribution of satellite to socio-economic development. This status will be leveraged for the benefit of satellite operators in all regions through the GSOA.

Vision & mission of the GSOA

The vision of the Association as defined by the Chief Executives of its member companies is “a world that fully captures the benefits that satellites can bring; where policy makers and private industry improve the state of the world by continuously bridging digital, education, health and social divides across diverse geographies, mature and developing economies and in remote places, on land, at sea, and in the air; leveraging satellite solutions in synergy with terrestrial technologies that lack economies of scale, reach or robustness.”

The accompanying mission is therefore to “provide a unified voice and a platform for collaboration for satellite operators globally to ensure their continued success and for broadening the opportunities for policymakers and industry players to leverage satellite services to fulfil their objectives”. The mission is implemented by fostering “a proper political, industrial, and regulatory environment to ensure the global availability of satellite delivered services” as elaborated below.

GSOA activities & partners

GSOA acts as the global voice of the satellite industry to promote common interests at national, regional, and global levels by:

- Engaging in advocacy around spectrum, regulatory and industrial policy to create favorable frameworks for the provision of satellite services;
- Promoting innovation and investment in satellite technology and services;
- Driving recognition of the socio-economic benefits of satellites;
- Promoting technical matters, operational best practices, and quality standards; and
- Promoting the industry by conducting and sponsoring capacity-building workshops, events and campaigns around satellite communications on relevant topics.
- Promoting commercial and technological collaboration across the wider telecom and tech space for the greater good of universal connectivity.

The above activities are implemented by engaging with national regulators and governments, standards-setting organisations such as 3GPP and regional bodies such as ATU, CEPT, ASMG, RCC and soon CITEL and APT. Through GSOA the satellite industry is invited to participate in activities in all world regions, collaborating with the International Telecommunications Union, the World Economic Forum, and the United Nations as well as with other sectors as required to achieve connectivity objectives.

Leadership

GSOA has a Board of Directors comprised of the Chief Executives of all satellite operator members, who set the strategy and priorities of the Association. A strong Secretariat reports directly to the Board, drives visibility and high-level advocacy with external stakeholders, and coordinates the Working Groups. The Secretariat is assisted by a Consultative Committee comprised of Points of Contact of Board Members and the Secretary General that drives key actions and advises the Secretariat from time to time.

Working Groups (WGs): GSOA has different working groups that ensure representation of member interests on all continents that will evolve further to ensure more substantial regional coordination. Each group is consensus-based, output-driven, and led by a Chair and two co-chairs. The WGs listed below ensure overall consistency on positions and cover specific regional or topical activities through ad-hoc or informal groups.

International Telecommunications Union (ITU) WG: The ITU WG works to protect and enhance the use of existing satellite bands, and develop new satellite bands. It focuses on preparatory work for World Radio Conferences (WRCs), implementing outcomes of previous WRCs, and technical studies on compatibility between satellite and other services. The group works in ITU-R Working Parties, regional groups, and national committees, ensuring consistency, coordination, and representation of industry positions across regional (CEPT/ATU/ASMG/RCC/APT/CITEL) and sub-regional meetings.

Regulatory WG: The Regulatory WG leads engagement with regulators, international and regional bodies and ensures a comprehensive and harmonious industry response to consultations across all regions. It works on regulatory issues facing the industry concerning

spectrum, licensing, market access, electronic communications frameworks and any other issues that may affect satellite services.

Network & Services WG: The Network & Services WG promotes and fosters a better understanding of the satellite communications industry and brings attention to issues of concern. It seeks to secure more for satellite from the global development agenda; evolve and promote the role of satellite in 5G and 6G; define narratives, positions, and activities for the Association around the various service areas of satellite operators and around matters of current political importance such as cyber security, space policy, and space sustainability.

Standards WG: GSOA is the "Market Representation Partner" for the satellite sector in 3GPP where 5G standards are set. 3GPP works on numerous items concerning NTN (non-terrestrial networks) and the Standards WG coordinates member positions and ensures that GSOA gives political weight to drive forward Work Items in 3GPP that are important for the integration of satellite with terrestrial networks. The Standards WG also engages with NGMN, the Next Generation Mobile Network Operators Alliance, and other similar groups to support NTN matters within 3GPP.

Benefits of GSOA membership

Membership of GSOA is an opportunity to shape the future of the satellite communications industry and the frameworks in which it operates by participating in the industry's most organised and comprehensive operator-driven advocacy organisation.

Members also benefit from: Active participation in physical & virtual CEO meetings (GSOA Board Members are noted below) | Opportunity to chair/vice-chair the Board | Opportunity for full members to chair a Working Group | Active participation in all Working Groups | Active participation in GSOA Annual Workshop & Dinner with PJT Partners & Milbank | Opportunity to represent GSOA in the public domain | Corporate visibility for members through speaking opportunities created by GSOA

Membership fees

Fees for Full Membership (satellite operators) are tiered according to the annual turnover of the operator and payable on an annual basis. All Full Members have the same weight in the Association regardless of fee tier. Note that non-operators are invited to join as Associate Members and do not have a vote in the Board.

Full Members

Tier 1:	Tier 2:	Tier 3:	Tier 4:	Tier 5:	Tier 6:
Revenues above €600m per year -	Revenues between €300m - €600m per year -	Revenues between €100 - €300m per year -	Revenues lower than €100m per year -	Revenues lower than €20m per year -	Exceptional Cases -
95,000€	50,000€	40,000€	20,000€	10,000€	2,000€

Associate Members (non-satellite operators or operators waiting to launch)

Tier a: 20,000€ (companies with revenues above €1bn) Tier b: 10,000€ (small companies)

GSOA CEO Board Members

Badr Alsuwaidan, Arabsat | Evert Dudok, Airbus | Rajeev Badyal, Amazon | Cheng Guang Ren, APT Satellite | Pablo Tognetti, Arsat | Kyle Whitehill, Avanti Communications (Vice-Chair) | Dan Zajicek, Amos-Spacecom | Samaddin Asadov, Azercosmos | Anders Johnson, Echostar | Christodoulos Protopapas, HellasSat | Miguel Panduro, Hispasat | Rajeev Suri, Inmarsat (Vice-Chair) | Stephen Spengler, Intelsat (Chair) | Ksenia Drozdova, Intersputnik | Ahmed Anis, Nilesat | Abimbola Alale, Nigcomsat | Ram Viswanathan, Omnispace | Neil Masterson, One Web | Majdi Ashibani, Rascomstar | Steve Collar, SES | Ilhami Aygun, SSI MonacoSat | Morten Tengs, Telenor Satellite | Dan Goldberg, Telesat | Luigi Pasquali, Telespazio | Hasan Ertok, Turksat | Rick Baldridge, Viasat | Ali Al Hashemi, Yahsat