# VALUE PROPOSITION



**GSOA** is the global non-profit association of the entire satellite ecosystem that brings over 70 members together and serves as the premier platform for worldwide collaboration. As the only CEO-driven satellite association in the world, it takes the lead in addressing regional & global challenges, seizing opportunities, and providing a unified voice for the satellite industry. **GSOA** advances and promotes the common agenda and role of the satellite industry and influences policies to maximise the use and expansion of innovative satellite-based technologies. **GSOA** is recognised as the representative body and subject matter expert for satellite operators by international, regional, and national organisations on topics such as spectrum, 5G & 6G, Non-Terrestrial & terrestrial Networks integration, connectivity & bridging the digital divide, space sustainability and the broader contribution of satellite to socio-economic development.

## Leadership

The Board of Directors is comprised of the Chief Executives of all satellite operator members, who set the strategy and priorities of the Association. An effective Secretariat reporting directly to the Board drives visibility and high-level advocacy with external stakeholders and coordinates the Working Groups. The Operating Committee made of Senior Representatives and the Director General drives key actions and advises the Secretariat.

### **GSOA Activities**

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

- Building a strong industry ecosystem to help members in the entire value chain to address the challenges of disruption
- Engaging in advocacy around spectrum, sustainability, regulatory and industrial policy to create favourable 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;
- ✓ Raising awareness of 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.

#### Working Groups (WGs)

**GSOA** has different working groups that ensure representation of member interests on all continents through regional coordination. Each group is consensus-based, output-driven, and led by a Chair and two Co-Chairs. We offer participation in our Working Groups and Regional Groups, which bring together top experts to address the policy and regulatory needs of the industry, as well as technological advancements.

**ITU-R Working Group:** The ITU-R Group promotes efficient use of existing spectrum, preparing for upcoming World Radio Conferences (WRCs), and conducting technical studies on satellite compatibility with other services, while coordinating industry positions on spectrum regulations across ITU-R bodies.

**Regulatory & Services Working Group:** The RegServ Group addresses key issues like licensing, market access, cybersecurity, and regulatory frameworks and development policies on connectivity ensuring a unified industry response and alignment across GSOA and regional groups.

**Standards Working Group:** The Standards Group coordinates GSOA member positions on critical 3GPP Study and Work Items, fosters satellite-terrestrial network integration, collaborates with key industry bodies, and ensures alignment with other GSOA groups to advance NTN-TN integration and the evolution of 5G and 6G.

**Technology Working Group:** The TWG focuses on advancing satellite ground segment tech, developing performance recommendations, test procedures for FPAs and ESAs, and product qualification with SOMAP to enhance QoS and minimise interference.

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#### **Regional Groups**

In addition to Working Groups, GSOA has more focused Regional Groups covering **Africa, Americas, APAC, CIS, Europe and MENA** These groups are dedicated to addressing the unique regulatory challenges and opportunities within their respective regions, while working towards common goals. They foster collaboration with key stakeholders, including governments, regulatory bodies, and industry leaders. Their key activities include advancing the industry agenda, engaging policymakers in-country or regionally to help shape favourable policy frameworks, responding to national and regional consultations, hosting regional workshops, developing strategic partnerships, and delivering tailored training programs.

#### **Sustainability Task Force**

The STF group advances sustainability efforts in space by developing studies, monitoring legislative initiatives, engaging with key organisations and policy makers and participating in events. The group produced a <u>Sustainability</u> <u>Code of Conduct</u> endorsed by the GSOA members to ensure responsible use of space resources.

## **Associate Members Council**

The Council assesses Associate Member's concerns, ensuring GSOA initiatives align with industry trends and priorities across the value-chain. It fosters collaboration, monitors emerging technologies, and provides feedback to the Board, ensuring member input shapes decision-making and the direction of GSOA's activities.

**GSOA** implements its mission contributing to initiatives and activities at local, regional, and global level and by engaging with national regulators and governments, standards- setting organisations such as 3GPP and regional bodies such as European Commission, ATU, CEPT, ASMG, RCC, 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.

#### **GSOA Membership**

## Membership of GSOA gives you an opportunity to:

- ✓ Shape the future of the satellite communications industry and the frameworks in which it operates;
- ✓ Work together with the highest level of expertise to help shape the policy and regulatory needs of the industry;
- Access training opportunities and get discounts for GVF Training, the established global standard for technical satellite communications skills, and Space Business Qualified (SBQ), non-technical training tailored to provide an understanding of the business of space today and tomorrow;
- ✓ **Participate and speak** at webinars and events worldwide on the most relevant topics;
- ✓ **Benefit from free access** or discounts to different events in all regions;

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✓ Promote your projects, use cases, best practices, and overall business through GSOA's extensive network.

Full Members:Satellite operators can join at the tier level that is defined on their annual turnover.This level provides full benefits of all activities, participation in Working Groups, a<br/>seat on the Board of Directors and voting power.

Note: GSOA's Board may consider requests from operators that are expected to launch within a year.

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**GSOA** Webinars

Associate Members: All other companies operating in the satellite industry and supporting the GSOA objectives can join. This level provides full benefits of all activities and participation in Working Groups, except a seat on the Board.

#### Contact GSOA at info@gsosatellite.com to become a member.

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