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	Cellular	Fixed wireless access	Critical communications	Satellite	Fibre	Other (TVWS, mesh, etc)	RAN	Backhaul	Microwave systems	In-building systems (DAS, femtocells, etc)	HotNets & small cells	BSTs/masts/towers	Antennas	Power/power efficiency	Fibre systems	Cables & cabling accessories	OSS/BSS	Security	Test & measurement	Network monitoring & optimisation	Network analysis & Big Data	User devices & modules	Broadband/internet	Internet of Things/smart cities/M2M	Remote & rural connectivity	Cloud (VNF/SDN/XaaS)	Data centre services, IPXs	Enterprise network services	Mobile financial services	VAS (mHealth, mCommerce, mLearning, etc)	Messaging & voice services	OTT	Broadcast/DTH				
<b>A1 Telekom Austria AG</b> Lassallestrasse 9 1020 Vienna, AUSTRIA wholesale@a1.group www.a1.group/wholesale +43 50 664-0  	✓	✓	✓	✓	✓	✓	✓	✓					✓		✓					✓	✓		✓	✓		✓	✓	✓		✓	✓						
The A1 Telekom Austria Group Wholesale is Austria's leading provider of telecommunication services. It is an integrated, convergent provider of intelligent information and communications services and a leader in CEE.		expert know-how, flexible and tailor-made solutions and prompt troubleshooting for Roaming, Signaling Solutions, GRX/IPX Service and Fraud Detection.													More information at <a href="https://www.a1.group/en/wholesale">https://www.a1.group/en/wholesale</a>																						
The portfolio covers voice, data, IP services, global satellite communications and mobile solutions. The A1 Group also provides long-time		It offers a global infrastructure for Signaling, the smartest SIM Box Detection Service and a state-of-the-art IPX Service.													The A1 Group is currently operating in seven countries in CEE: in Austria (A1 Austria), Slovenia (A1 Slovenia), Croatia (A1 Croatia), the Republics of Serbia (Vip mobile) and Macedonia (one.Vip), Bulgaria (A1 Bulgaria) and Belarus (Velcom).																						
...and more																																					
<b>ABS</b> Blk B, Suite B01B, 1st Floor The Ambridge Office Park Vrede Road, Bryanston Johannesburg SOUTH AFRICA info@absatellite.com www.absatellite.com +27 10 594 4621  							✓																✓				✓										
Founded in 1976 by the 21 Member-States of the Arab League, Arabsat has been serving the growing needs of the Arab world for over 40 years, operating from its headquarters in Riyadh, Kingdom of Saudi Arabia and two satellite control stations in Riyadh and Tunis.		within the industry as it highly believes in human capital. Working as a team, Arabsat's management thrives to achieve one goal the satisfaction of its valued customers under the mission assigned by its shareholders.													These latest technology birds are equipped to provide not only the highest downlink power over the widest coverage area than any other satellite fleets, but also services in the most recent bands including Ka-band for innovative interactive services, a purely MENA beam, or highly sophisticatedly designed Market-Specific Spot beams.(North Western Africa, West Africa, South Africa, East MENA and Central Asia)																						
Today Arabsat is one of the world's top satellite operators and by far the leading satellite services provider in the Arab world. It transports over 650 TV channels, 200 radio stations, pay TV networks and more than 210 HD channels that reach 170 million viewers in more than 80 countries across the Middle East, Africa and Europe at 26°E.		The Arabsat Satellite Fleet: Arabsat owns and operates seven satellites at three orbital positions, namely, 20°, 26°, 30.5° East: Arabsat-5C (20°E), BADR-4, BADR-5, BADR-6 and BADR-7 (26°E), Arabsat-5A and Arabsat-6A (30.5°E). These state-of-the-art satellites (now the youngest regional fleet over the MENA region) make Arabsat the only satellite operator based in the region offering the full spectrum of broadcast, telecommunications and broadband services.													Arabsat offers the most secure, reliable and versatile fleet with 'hot' in-orbit back-up and guaranteed long-term expansion space capacity.																						
Arabsat currently employs an elite workforce																																					
...and more																																					

# BUYER'S GUIDE

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<b>Avanti Communications Ltd</b> Cobham House 20 Black Friars Lane London EC4V 6EB, UK contact@avantiplc.com www.avantiplc.com +44 207 749 1600  			✓	✓				✓										✓						✓	✓	✓			✓								
<p>Avanti Communications is the leading Ka-band high throughput satellite capacity partner to the communications industry in EMEA - extending and guaranteeing coverage for defence missions, enterprise solutions and critical public services.</p> <p>Through the HYLAS satellite fleet and partners in 118 countries, Avanti provides dedicated fixed and flexible-beam satellite connectivity, with extensive coverage across Europe, the Middle East and Africa.</p> <p>The Group has invested \$1.2bn in a network that incorporates orbital slots in Ka-band spectrum, satellites, ground stations, datacentres and a fibre ring.</p>																																					
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<b>AXESS Networks</b> Falkenweg 1 53809 Ruppichterth GERMANY marketing@axessnet.com www.axessnet.com +49 2295 908 78 0 +49 2295 908 78 22  	✓	✓	✓	✓	✓	✓	✓	✓	✓					✓		✓	✓		✓	✓	✓		✓	✓	✓	✓	✓		✓			✓	✓				
<b>Belintersat</b> Minsk, BELARUS www.belintersat.com			✓	✓				✓					✓											✓		✓							✓				
<b>Cradlepoint EMEA</b> Cedar House, Apex Court Camphill Road, West Byfleet Surrey KT14 6SQ UK sasales@cradlepoint.com www.cradlepoint.com +44 (0)1932 548410  	✓	✓	✓			✓												✓		✓		✓	✓	✓	✓	✓		✓									
<b>DEV Systemtechnik GmbH</b> Grüner Weg 4A D-61169 Friedberg/Hessen GERMANY info@dev-systemtechnik.com www.dev-systemtechnik.com +49 6031 6975 100 +49 6031 6975 114  			✓	✓				✓							✓	✓																					

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<b>Trans Africa International Telecommunication SA (Pty) Ltd</b> <b>T/a Emcom Wireless</b> 1-5 Adrain Road Stamford Hill Durban KZN 4001 PO Box 3985 Durban KZN 4000 SOUTH AFRICA sales@emcom.co.za www.emcom.co.za +27 31 312 9288 +27 31 312 9296 	✓	✓	✓	✓	✓		✓	✓	✓	✓			✓	✓	✓	✓			✓		✓	✓		✓													
		EMCOM wireless is a level 2 BBBEE innovative African wireless communications integrator, an industry leader in professional mission-critical radio communication solutions. We support different technologies in the Radio communications space to include Analogue, P25, DMR (Tier II and Tier III) and Tetra. Our capabilities cover CCTV, Satellite Communications, Microwave Radio, Data Modems and Command and Control Centres and Technology for secure bespoke mesh networks.										Established in 1968, the company has grown significantly over the years the head office being in Durban with solutions deployed in over 30 African countries. Our products can be seen in operations covering Policing, Public Safety, Defence & Peacekeeping, Mining, Oil & Gas, Transportation (road, rail and air), Utilities (water & electricity), Agriculture and Wildlife Conservation. Our success results from long-term customer relationships and technology partners which ensures a customized fit for purpose deployments.										Reliability, commitment, flexibility and excellence are some of the key values that define us, your partner of choice, in the radio communication industry. We lead the way in empowering our customers with the skills and knowledge required to make the correct decisions on their choice of two-way radio communication solutions.															
...and more																																					
<b>Es'hailSat Qatar Satellite Company</b> Property No.414 Al Markiya Street No.380 Area No.31, Umm Lakhba PO Box 10653 Doha, QATAR info@eshailsat.qa www.eshailsat.qa +974 44 993 535 +974 44 993 504 			✓					✓																													
		Es'hailSat, the Qatar Satellite Company, is a communications satellite operator headquartered in Doha, Qatar. Es'hailSat was established in 2010 to deliver services to broadcasters, enterprises and governments in the MENA (Middle East and North Africa) region and beyond.  With the goal to become a world class satellite operator and the foremost satellite services provider in the MENA region, Es'hailSat launched its first satellite, Es'hail-1 in 2013 and positioned it at 25.5 E orbital spot. Es'hail-1 started										commercial operations with the region's best known and premier media networks, beIN Sports and Al Jazeera Media Network. Es'hail-2, the company's second satellite was launched in 2018 and entered commercial operations in early 2019 and is located at 26 E orbital position.  Having both Ku-band and Ka-band payload on satellites co-located at 25.5 E / 26 E broadcast hotspot enables Es'hailSat to provide the region with the most advanced and sophisticated services including broadcast, telecommunications										and broadband. Es'hailSat's expansion plan will continue with newer state-of-the-art satellites in other prime orbital locations around the globe, offering customers the most flexible and reliable services. Es'hailSat is adopting the concept of "world-wide footprints" through partnerships with leading regional and international satellite operators around the globe.  Contact: sales@eshailsat.qa or info@eshailsat.qa															
...and more																																					
<b>Fujian Belfone Communications Technology Co. Ltd</b> Luojiang, CHINA www.belfone.com							✓	✓															✓														
<b>Gazprom Space Systems</b> 77B Moscow Street Shchelkovo, Moscow Region 141112 RUSSIA info@gazprom-spacesystems.ru www.gazprom-spacesystems.ru +7 495 504 29 06 +7 495 504 29 11 			✓																				✓	✓			✓										
		Founded in 1992, Gazprom Space Systems (GSS) is one of the two Russian national satellite operators. GSS operates the Yamal Satellite Communications System based on which the company provides high-quality satellite capacity and services.  GSS operates five satellites, namely Yamal-202, Yamal-300K, Yama-401, Yamal-402 and Yamal-601 operating at a significant geostationary orbit arc segment (from 49°E to 183°E), with the service zone covering the most part of the eastern hemisphere and reaching the western part of the North American continent.  -band payload of Yamal-202 (163.5E) has a wide coverage over Far East, North Pacific Ocean and West coast of Northern America. The satellite is perfect for point-to-point connections and maritime solutions. Yamal-300K(183E) brought GSS into the markets of the western hemisphere. The satellite's										wide contour fixed beams cover the eastern territory of Russia, the western parts of North America and north of the Pacific Ocean where air and maritime traffic is exceedingly busy. The coverage zone makes the beam perfect for aeronautic and maritime connectivity.  Yamal-401 (90E) is dedicated mainly for the Russian market. The satellite is equipped with C- and Ku-band payloads.  Yamal-402 (55E) has 4 fixed Ku-band beams covering Russia, Europe, Sub-Saharan Africa. Customers can operate within the African footprint (the Southern beam) and use the interbeam connection between Europe and Africa.  Yamal-601 (49E) was designed to replace it's predecessor Yamal-202 and therefore to take up the existing customer base in C-band. The -band										payload of Yamal-601 has a wide coverage over the Eurasian continent, and in particular over the Middle East and North Africa. The multi-beam service area in Ka-band covers the most populated part of the territory of Russia.  The wide coverage areas of Yamal satellites enable communication services delivery to different parts of the world for the purposes of Oil & Gas, Government, Aviation, Maritime, Education and Emergency segments. Yamal Satellite capacity is successfully used for communication links and data transmission, TV distribution, occasional use, trunking, backhaul, inflight and maritime connectivity.															
...and more																																					

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<b>Hughes</b> 11717 Exploration Lane Germantown MD 20876, USA internationalsales@hughes.com www.hughes.com +1 301 428 5500 +1 301 428 7012  	✓	✓	✓				✓	✓					✓				✓	✓		✓	✓		✓	✓	✓			✓									
Hughes Network Systems, LLC (HUGHES) is the global leader in broadband satellite technology and services for home and office. Its flagship high-speed satellite Internet service is HughesNet®, the world's largest satellite network with over 1.5 million residential and business customers across the Americas. For large enterprises and governments, the company's HughesON™ managed network services provide complete connectivity solutions employing an optimized mix of satellite and terrestrial technologies.		The JUPITER™ System is the world's most widely deployed High-Throughput Satellite (HTS) platform, operating on more than 40 satellites by leading service providers, delivering a wide range of broadband enterprise, mobility and cellular backhaul applications.  To date, Hughes has shipped more than 7 million terminals to customers in over 100 countries, representing approximately 50 percent market share, and its technology is powering broadband services to aircraft around the world.													Headquartered outside Washington, D.C., in Germantown, Maryland, USA, Hughes operates sales and support offices worldwide, and is a wholly owned subsidiary of EchoStar Corporation (NASDAQ: SATS), a premier global provider of satellite operations.  For additional information about Hughes, please visit <a href="http://www.hughes.com">www.hughes.com</a> and follow @HughesConnects on Twitter.																						
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<b>Kirisun Communication Co. Ltd</b> Shenzhen, CHINA www.kirisun.com		✓					✓																														
From offshore drilling platforms to extreme desert conditions, from building sites to the most demanding industries, KOHLER-SDMO diesel generating sets are proving their reliability and performance. They have made the company one of the top global manufacturers, consolidating its		leadership every day through the structure of an international group.  Focusing exclusively on generating sets, KOHLER-SDMO now offers the widest range on the market, from 1 kVA to 4500 kVA.													The local service provided by its distribution network means it can supply power to anyone, anytime, anywhere. In addition to its role as an industrial manufacturer of generating sets, KOHLER-SDMO is now positioning itself as a serious energy supplier.																						
...and more																																					
<b>KOHLER-SDMO</b> 270 rue de Kerervern 29490 Guipavas FRANCE laurent.berthouloux@sdmo.com kohler-sdmo.com +33 2 98 41 41 41   		✓				✓								✓													✓										
MiRO is a leading value-added distributor of broadband wireless, Wi-Fi, networking, VoIP, SD-WAN, IoT, security and IP video solutions. MiRO empowers technology integrators, service providers and resellers to successfully connect both business and residential customers with their best-of-breed solutions.		To further support their customers, MiRO has a strong geographical presence in the major urban centres of South Africa, combined with a fast-growing distribution footprint in Sub-Saharan Africa and Kenya, enabling you to deliver cutting-edge converged IP solutions to your customers - when they need it, where they need it.													Their team of experts can assist you with technology information, pre-sales solutions planning, finance solutions, training and after-sales support.																						
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<b>MiRO</b> 9 Landmarks Avenue Kosmosdal Ext 11 Samrand 0157 SOUTH AFRICA sales@miro.co.za www.miro.co.za +27 12 657 0960  	✓				✓	✓	✓	✓				✓	✓	✓	✓	✓		✓		✓		✓	✓	✓				✓									
Mobile Mark is a leading supplier of innovative, high-performance antennas to wireless companies across the globe. They have been in the wireless industry for over 36 years and have roots in the early Cellular trials.  The company design and manufacture antennas from 138 MHz-6.0 GHz. Applications include public transit, commercial trains, smart highways,		mining, utilities, remote monitoring, machine-to-machine (M2M) and the Internet of Things (IoT).  Antenna styles include omni-directional and directional infrastructure antennas for network rollout; multiband mobile antennas for fleet management; low-profile and embedded antennas for M2M/IOT applications.													Mobile Mark antennas are manufactured in the USA and UK. Their responsive manufacturing capabilities and production controls ensure that antennas are delivered on time and to spec.  Their experienced engineering design group can take a project from initial concept through to final production. They also offer in-house engineering design and RF testing facilities for custom designs.																						
...and more																																					
<b>Mobile Mark Europe Ltd</b> 8 Miras Business Park Hednesford Staffordshire, UK enquiries@mobilemarkeurope.co.uk www.mobilemark.com +44 1543 459 555 +44 1543 459 545  	✓	✓	✓				✓	✓					✓		✓								✓	✓													

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<b>Parallel Wireless</b> 100 Innovative Way Suite #3410 Nashua, NH 03062 USA info@parallelwireless.com http://www.parallelwireless.com +1 603 589 9937  	✓	✓	✓				✓			✓	✓	✓								✓	✓		✓	✓	✓		✓							
<p>Parallel Wireless is on a mission to connect the 4 billion unconnected people worldwide by reimagining the cellular network.</p> <p>We empower global Service Providers to be profitable despite margin pressure – through the world's first ALL G software that consolidates, and abstracts RAN and core network functions</p> <p>and fully orchestrates networks resulting in network programmability, agility, future proof and optimal network performance for all use cases: low density/high density, in-building coverage or public safety 4G (LTE).</p> <p>The only US-based end-to-end telecom vendor is deployed on six continents and was nominated</p> <p>by Vodafone at the Facebook TIP Summit as the best performing vendor. Parallel Wireless' innovation and excellence has been recognized with 55+ industry awards. Connect with Parallel Wireless on LinkedIn and Twitter.</p> <p>www.parallelwireless.com</p>																												...and more						
<b>Rajant Corporation</b> 200 Chesterfield Parkway Malvern, PA 19355 USA info@rajant.com https://www.rajant.com +1 484 595 0233 +1 484 595 0244  	✓	✓				✓	✓	✓			✓	✓	✓							✓	✓	✓	✓	✓	✓	✓	✓	✓						
<p>Rajant Corporation is the exclusive provider of private wireless networks powered by the patented Kinetic Mesh® network, BreadCrumb® wireless nodes, and InstaMesh® networking software.</p> <p>With Rajant, customers can rapidly deploy a highly adaptable and scalable network that leverages the power of real-time data to deliver on-demand, mission-critical business intelligence. A low-latency, high-throughput and secure solution for a variety of data, voice, video, and</p> <p>autonomous applications, Rajant's Kinetic Mesh networks provide industrial customers with full mobility, allowing them to take their private network applications and data anywhere.</p> <p>With successful deployments in more than 60 countries for customers in military, mining, ports, rail, oil and gas, petrochemical plants, municipalities, agriculture, heavy construction, utilities, industrial security, public safety and autonomy &amp; robotics, Rajant is headquartered in</p> <p>Malvern, Pennsylvania with additional facilities and offices in Arizona, Kentucky, and Alabama.</p> <p>For more information, visit www.rajant.com or follow Rajant on LinkedIn and Twitter.</p>																												...and more						
<b>Russian Satellite Communications Company</b> 3A, bld.1 Nikoloyamyskiy pereulok Moscow 109289, RUSSIA pmorozova@rscs.ru https://eng.rscs.ru/ +7 (495) 730-0450 +7 (495) 730-0383  		✓				✓	✓	✓												✓	✓		✓	✓	✓			✓						
<p>Russian Satellite Communication Company (RSCC) is the Russian GEO satellite operator with global coverage. RSCC is one of the ten largest world satellite operators in terms of satellites and orbital slots.</p> <p>RSCC satellites are positioned along the geostationary orbital arc from 14 ° W up to 140 ° E, covering the entire territory of Russia, CIS,</p> <p>Europe, Middle East, Africa, Asian-Pacific region, North and South America, and Australia.</p> <p>RSCC provides a full range of communications and broadcasting services via its own terrestrial telecom facilities and satellite constellation, which consist of modern Express-AM, Express-AT, Express-A type satellites; e.g. video distribution and contribution, DTH, DSNG,</p> <p>broadband Internet access, IP trunking and cellular backhaul, maritime mobility, SCADA, enterprise networks connectivity and other.</p> <p>The company operates various regional satellite TV distribution networks and corporate VSAT networks for fixed and mobility customers throughout Africa and in other parts of the world.</p>																												...and more						
<b>SatADSL</b> Chaussée de Wavre 1505 1160 Bruxelles BELGIUM info@satadsl.net www.satadsl.net +32 2 351 33 74  		✓					✓	✓									✓	✓					✓	✓			✓							
<p>SatADSL is an innovative Satellite Service Provider offering satellite networking solutions to banks, microfinances, broadcasters, NGOs, Governments, ISPs, telecom operators and other companies active in Africa and Middle East, Latin America, Europe &amp; Central Asia in remote areas or where terrestrial infrastructures are not reliable.</p> <p>The specificity of SatADSL is to offer tailor-made solutions based on customer's specific requirements and flexible service plans that meet customer</p> <p>budgets. SatADSL provides VSAT networking solutions directly to the most demanding End Users. Founded in 2010, SatADSL has already installed more than 3,000 VSAT networks in more than 45 countries.</p> <p>Through its carrier-grade in the Cloud Service Delivery Platform (C-SDP), which integrates the most advanced technologies, SatADSL provides custom-made networking solutions, tailor-made service plans and value-added services, including</p> <p>hierarchical service control and monitoring, traffic prioritization and online billing and payments, for any frequency band (Ku-, Ka- and C-Band) and any access technology (Newtec, iDirect, ...).</p> <p>As a complete OSS/BSS, carrier-grade, fully redundant platform, the C-SDP enables, for the first time, via the cloud, satellite services bringing significant advantages including a considerable cost reduction; the C-SDP offers fast time to market, with quick implementation, no upfront investment and reduced operational expenditure (opex).</p>																												...and more						



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