



GILAT BLOG

GILAT BLOG

2023 at Gilat: Transforming Vision into Reality

December 13, 2023

Doreet Oren, Senior Director, Solution and Product Marketing at Gilat Satellite Networks

In looking back at what Gilat achieved in 2023, the word “remarkable” is not an overstatement. The company built upon its accomplishments during the previous year to significantly grow and expand in many directions.

During 2023, Gilat chalked up an impressive list of major wins, including the increased adoption of its new SkyEdge IV multi-orbit platform.

Leading the Way in the New Elastix Space Era

Gilat continues to lead the way forward in the New Elastix Space Era characterized by IV (four) dimensions:

1. Multi-Orbit Satellite Constellations and VHTS
2. Cloud-Based Ecosystem
3. Software-Defined Satellites
4. Elastix-Access

These IV dimensions define the Elastix Architecture of SkyEdge IV, Gilat’s next generation platform. This architecture is also what is making SkyEdge IV such a compelling offering in the industry.

Bringing Value to the Industry with SkyEdge IV

SkyEdge IV operates on **multi-orbit satellite constellations**, enabling seamless hand-over between orbits. On top of that, SkyEdge IV was designed to leverage **cloud technologies**, which allow satellite operators to have a ground segment that can be easily integrated into the common computing infrastructure, providing the agility needed for demand-based network elasticity. Additionally, by working in harmony with **Software-Defined Satellites** (SDSs), SkyEdge IV creates an elastic network that constantly adjusts to answer ever-changing conditions and service policies. Moreover, having **Elastix-Access** enables optimized shared bandwidth for Elastix-SCPC & Real-TDMA.



The strengthening of Gilat’s strategic alliances with the satellite operators serves as a compelling proof point regarding the value of SkyEdge IV to the industry. Some recent examples include:

1. SES certified SkyEdge IV for O3b mPOWER, O3b and SES-17, making Gilat’s next generation platform the industry’s first GEO-MEO multi-orbit capable system.
2. Intelsat expanded its service capabilities with significant multimillion-dollar orders for Gilat’s multi-service platforms and terminals for Cellular Backhaul and IFC.
3. Hispasat chose to deploy Gilat’s SkyEdge IV platform for Amazonas Nexus. With the world’s first operational multi-orbit platform, all of us are very proud of how far we’ve come with SkyEdge IV.

New Electronically Steered Antennas (ESAs)

In addition, Gilat celebrated a breakthrough this year with the announcement of a strategic agreement with Satcom Direct for the production of electronically steered antennas (ESAs) to provide in-flight connectivity (IFC) for business, government, and defense. Gilat’s new ultra-low profile ESA is being designed for optimized compatibility with the OneWeb low earth orbit (LEO) constellation, to unlock the full broadband potential.



Major Expansions and Growth in In-Flight Connectivity

The in-flight connectivity (IFC) segment continues to be a substantial growth driver for Gilat.

As mentioned, an important breakthrough was achieved with Satcom Direct for ESA, thus marking Gilat’s entry into the exciting ESA market. This contract not only is a breakthrough for productizing Gilat’s ESA technology, it is also a major expansion of Gilat’s IFC offering into business and defense aviation.

Furthermore, in commercial aviation, where Gilat is a global leader, we have expanded our strategic partnership with Intelsat with multimillion-dollar agreements to increase in-flight connectivity (IFC) in the Americas. Gilat hubs deployed in the USA and Brazil will be expanded to support increased network capacity to address growing bandwidth demands on Intelsat’s IFC network in the Western Hemisphere. Gilat’s solution is already proven worldwide as an operational system that allows aviation service providers like Intelsat to streamline IFC service fulfillment.

Connecting the World with Cellular Backhaul Over Satellite

Another strategic business for Gilat is Cellular Backhaul over satellite, where we continue to lead the market. Among the 2023 wins is a major contract extension with a Tier-1 Mobile Network Operator (MNO) in the USA.

Also, on the eve of 2023, Gilat came through in supporting its partner TIM Brasil, to be the first network operator with coverage to 100% of Brazilian cities, providing continuous access to customers served by the largest satellite cellular backhaul network in LATAM.

Some other examples include modernization at Ethio Telecom, and millions of dollars in orders for a cellular backhaul over satellite project in Mexico, where Gilat’s solution is being used to connect hundreds of 4G sites in the “CFE Telecommunications and Internet for All” initiative.



In addition to the many direct successes with the MNOs, our strategic satellite operator partners have been increasing their recommendations of Gilat’s cellular backhaul solution as their cellular backhaul platform of choice.

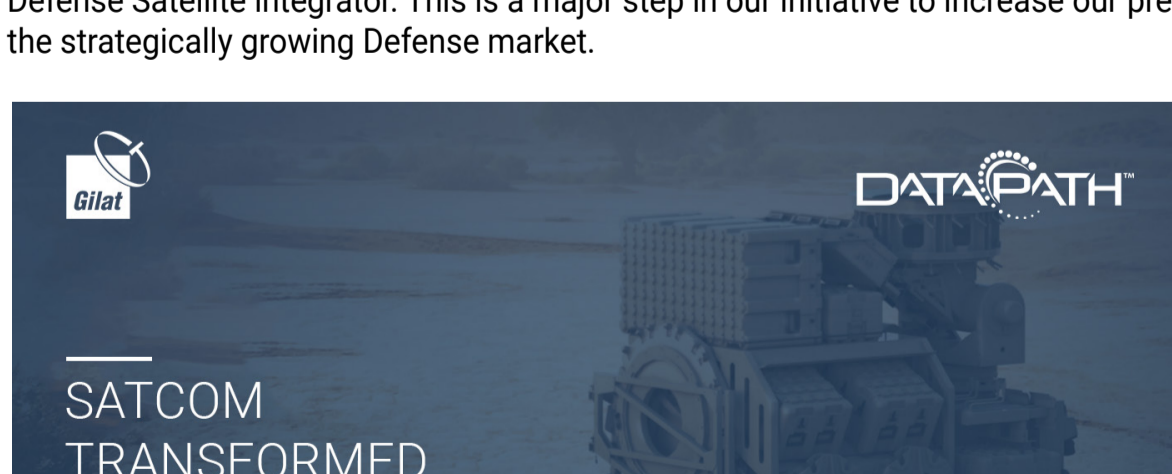
Furthermore, robust activity took place related to emergency response. In 2023, in addition to providing emergency response capabilities over satellite-based cellular backhaul for major Tier-1 MNOs across the globe, we also provided emergency response over the Internet in a multimillion-dollar project for the expansion of an advanced disaster response network in Japan, where Gilat expanded its deployment of VSATs in a national initiative to ensure service continuity throughout the nation.

Robust Enterprise Activity Throughout the World

In 2023, there was also robust activity for Gilat involving enterprises throughout the world. The Enterprise market is a traditional market for Gilat and we are continuing forward directly with Tier-1 organizations, as well as market service providers. Some of the examples include a Tier 1 telecom operator that selected Gilat satellite connectivity for a major Western European utility company, as well as a financial institution that deployed millions of dollars of Gilat technology for satellite connectivity in Latin America.

Strategic Moves in the Defense Sector

In 2023, Gilat continued to grow its involvement in the defense market, both organically and inorganically. We recently signed an agreement to acquire DataPath Inc., a leading US Defense Satellite integrator. This is a major step in our initiative to increase our presence in the strategically growing Defense market.



Additionally, for our defense customers in 2023, we launched the SkyEdge IV Taurus-M, a new satellite modem for military and government markets. Importantly, the SkyEdge IV Taurus-M is backward compatible with SkyEdge II-c, providing investment protection and answering market demands for the smallest high-performance, rugged modem for mobile satellite communications.

Also during the year, our Wavestream subsidiary launched the Endurance family, which is a new line of “always-on” SSPA Products. It’s important to note that the Wavestream Endurance 500W Ka-wideband block upconverter is uniquely positioned to disrupt the TWT amplifier market.

What a year!

Those are only the highlights of what may be defined as one of the best years on record for Gilat.

All of us at Gilat believe in the right of all people to be connected and, in 2024, Gilat aims to do even more to turn that vision into reality for more people all over the world.

We plan to expand our leadership position in defense, cellular backhaul, mobility, and enterprise market segments and further our commitment to helping improve the world in which we work and live.

To learn more, please contact us at: info@gilat.com