



January 2012 Edition - Intelligence, Surveillance and Reconnaissance... and more...

[Home](#) [Free Subscription](#) [This Month](#) [Past Editions](#) [Events](#) [Search](#)

Download Edition
Contents
Dispatches
Special Reports + News, by the editors
Close Support
Staying OnTrack—SATCOM On The Move
Building End-To-End Networks For BLOS ISR
Command Center
Moshe Tamir, V.P. Defense + Homeland Security, Gilat
Focus
Three's A Charm—When It Comes To Critical Comms, by Steven Horr
Wrap Up—SMi's MilsatCom 2011, London
Middle East Ops Have Australian SATCOM Support
Intel
Satellite Rebirth=Phoenix Recycling Program, by David Barnhart
Interest In Spot-Beam Capabilities Of Ka-Band, by David Alexander
The Impact Of Airborne Technology, by Karl Fuchs
Rescue In Space, courtesy of Air Force Magazine
Calendar Of Events
Past News

Command Center: Moshe (Chico) Tamir

Vice President Homeland Security & Defense Gilat Satellite Networks

Moshe (Chico) Tamir serves as Vice President of Defense and Homeland Security for Gilat. Brigadier General (Res.) Tamir served for 28 years in the Israeli Defense Forces (IDF) and held senior command posts including Brigade and Division Commander. In his role at Gilat, Mr. Tamir is responsible for overseeing the strategic direction of the Company's international defense and homeland security offerings, delivering network and communication solutions for national security and emergency response organizations worldwide. Mr. Tamir is a graduate of IDF Command and US Army war college, and holds a BA in Middle East Affairs from the University of Haifa, and an MBA from the Interdisciplinary Centre Hertzelia.



MilsatMagazine (MSM)

Mr. Tamir, given your exceptional and effective career with the Israeli Defense Forces, what do you see today as the most challenging environments to overcome for MILSATCOM changing over the next few years?

Moshe Tamir

Almost all military ground forces today still use World War II communications concepts based on voice over radio for command and control (C&C). Over the next decade, I expect to see a shift to network-based C&C. This will be a real revolution for operations in that it requires constant and reliable broadband communications for all echelons. The high maneuverability of network-based C&C drives an essential need for on-the-move satellite backhaul for these nets. The real challenge for MilSatCom lies in large communications-on-the-move (COTM) nets based on satellite (not ground Terminal).

MSM

With your career with the IDF, how did you manage to effectively transition from the military world to the commercial world? What was the most difficult area for you to manage?

Moshe Tamir

While these are different worlds, it is people and leadership that drive them both. One's decision-making changes. In both elements, we make decisions often based on incomplete information and in the face of uncertainty. The major difference is the consequences and outcomes of our decisions in these disparate areas are much more significant in the military.

MSM

Do you find that your military career has assisted you in your discussions within the commercial world to present your product case more effectively? If so, how?



Gilat equipped Hummer in China

Moshe Tamir

Certainly — my long experience as a user of this equipment, especially of net-based C&C systems has helped me quite a bit in presenting Gilat's offerings more effectively. The practical experience as a user rather than just approaching a potential client as a systems supplier. My experience in the field enables me to understand the user's challenges and solutions as those in the field as well as those at the different echelons will use it.

MSM

How does Gilat, a company based in Israel, present its product lines to allied governments? What makes Gilat's case so effective?

Moshe Tamir

Gilat has two main advantages; cutting-edge technology and experience in large projects. Our leading MILSATCOM technologies, including BUCs, antennas and MODEMS, are all under one roof, and these mesh well with our system integration capabilities. Our deep connections to Israel's defense community enable us to enjoy the knowledge and experience of those who are constantly on the front lines using the systems. In addition, we have an advantage of vast experience in large, complex, and turnkey government projects across the globe enable our team to bring this expertise to our defense offerings.

Our existing strong 'Glocal' presence enables us to work closely with system integrators, service providers and end customers to develop satellite-based solutions that solve problems and enable the use of new applications that were not feasible before.

MSM

The bottom line for any satellite communications role is to save lives and mission success. How does Gilat's military and



Gilat equipped Hummer in the United States

government product lines enable such to occur? Given your real-time experience in an extremely hostile region of the world, what is your personal commitment to "boots on the ground" on product offerings and installation?

Moshe Tamir

Gilat's defense and homeland security systems are focused on supplying reliable, quality broadband communications to the front line and to first responders. Command and communication systems that are essential for saving lives and contribute to the success of mission critical operations. In that sense, network based C&C enables us to meet the requirements necessitated by on the move situations. We are fully committed to providing quality and reliable systems that enable those whose 'boots are on the ground' to complete their missions safely and effectively.

MSM

What differing scenarios could be enhanced by Gilat's product? How would an NGO agency, or a first responder, find Gilat's products in actual use, as opposed to those in the military? What are the objectives and use similar to these cases?



Hummer in the field with Gilat SATCOM equipment onboard

Moshe Tamir

Gilat provides solutions to fit our various clients. For instance, NGOs and first responders use our systems. Our proven turnkey solutions are tailored to specific requirements and are based on the user's experience so that we explicitly know what is needed. For instance, in China, we provided SATCOM on-the-move for a cellular base-station in a disaster-struck area. Using this vehicle, the first responder brought cellular coverage to a disaster-struck area to thereby locate trapped people in collapsed buildings within hours of opportunity where this hope still exists.

MSM

What can we expect to see from Gilat over the coming months that would further the use of satellite communication in the field?

Moshe Tamir

This past year, we introduced more powerful on-the-move antennas for vehicles that enable even higher throughput for on-the-move communications. Gilat's Wavestream Airstream TM family of solid state transceivers for military and commercial airborne and unmanned satellite communication systems.

We are also developing a new compact airborne terminal that includes a small low-profile antenna, extremely efficient BUC (transmitter) and an embedded high performance terminal is based on a six-inch antenna that provides extremely high quality video. Because all the components are developed and manufactured by Gilat, we achieve a very compact, simple interfaces, and one management system.

MSM

With your experience in the military and in the commercial sectors, where do you see MILSATCOM, in general, heading over the next few years, given extreme budget cuts and fiscal difficulties? Will we see more combination of technologies to produce leaner battle force groups?

Moshe Tamir

In a period of global economic uncertainty in which countries are reducing their military expenditures, budget cutting is forcing forces as well as suppliers to re-engineer their militaries and defense organizations are moving towards using Commercial Off The Shelf (COTS) solutions customized to the military environment. At Gilat, we are doing our commercial products for military applications and requirements. For example, U.S. forces in Iraq used our low-profile antennas for Satcom on the move. We believe that our long commercial experience puts us in a favorable position to be able to modify COTS and bring their advantages to the HLS/defense communications market.

MSM

Tell us something about Gilat's products and solutions offerings? What is unique about it?

Moshe Tamir

Gilat is focusing on tactical military Satcom solutions: Satcom on the move or on the pause. All components of the various solutions are designed accordingly. Compact, low profile on the move antennas, powerful BUCs and SSPAs with small SWAP (size, weight and power consumption) and highly sensitive modems supporting small antennas with new adaptive waveform to support changing link conditions. All products and solution are ruggedized according to all military standards working in the harshest environment.

MSM

Tell us about the company's defense/HLS strategy that has developed into acquiring Raysat and Wavestream?

Moshe Tamir

Gilat strategy is to strongly enter the defense market. The acquisition of Raysat Antenna Systems and Wavestream increased the portfolio of our defense products and enabled us to develop more efficient high-end terminals for the defense market. Developing products for the defense sector is time and labor-intensive and these two acquisitions enabled us to mature products and new customers in that target sector. We defined our objectives and the challenge of satcom on the move and used our knowledge of net centric communication markets needs.

MSM

Which Gilat products seem to hold the most interest for allied countries? Why?

Moshe Tamir

Our solutions create interest because of their combination of high performance, small footprint and attractive pricing. However, the most important element of our solution solutions work with all MIL specs products utilized by various defense forces that work together. As modern net-centric C&C is becoming more common and cooperation I allied maneuvers and engagements increases, interoperability between forces is necessary. Only solutions that meet these needs will be accepted, and Gilat is and will I

MSM

How does Gilat defense/HLS operate around the world? What types of agencies, governments, and defense organizations does Gilat target?

We target the satcom needs of HLS agencies around the world and our solutions serve a large and diverse audience. Gilat has numerous clients that cannot be identified activities. We reach HLS agencies whose activities go from infrastructure to first responders to border patrol to law enforcement to disaster recovery and communications recently contracted with Latin American internal security and law enforcement agencies in a large contract worth above \$10 Million.

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