

Revolutionizing Military Communications With SATCOM Solutions

Discussion with Ron Levin, Chief Commercial Officer of Gilat, on the Future of the Net-Centric Battlefield



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Digital transformation in the military ecosystem continues to shape the future of military communications. Seamless collaboration and connectivity are crucial for defense agencies to realize modern and effective operating methods. Sharing vast amounts of critical information, including data, video, and voice in real-time makes military manoeuvres more efficient and effective.

To achieve this new level of connectivity and operational continuity across the battlefield, and despite any enemy efforts to block communication, modern militaries are now, more than ever before, using satellite

communications (SATCOM) to help ensure the successful completion of land, sea, and air missions. This new paradigm, the net-centric battlefield, is achieved by implementing a globally interconnected, broadband communication network that speeds up two-way communications, allows resilient connectivity, and increases situational awareness. Terrestrial communication alone is no longer sufficient for today's ground, air, and naval forces which all depend on real-time communication. SATCOM is a key requirement to meet these growing needs.



According to Ron Levin, "Satellites are becoming smarter and the cost per megabit is decreasing quite quickly. Very High Throughput Satellites (VHTS) are unlocking opportunities for new applications, and cloud technologies are maximizing operational efficiencies. In military operations, where agility, speed, and data exchange are essential, the emergence of smart Non-Geostationary Orbit (NGSO) satellites has ushered in the next generation of possibilities and capabilities for military satellite communications.

Renowned for its deployed and proven solutions, secure and resilient connectivity, and comprehensive in-house capabilities, Gilat has established itself as a trusted partner of military forces worldwide, delivering superior next-generation SATCOM technologies to support the net-centric battlefield.

Deployed and Proven, End-to-End and In-House

When asked about Gilat's offering, Levin stated: "Our comprehensive portfolio includes advanced antennas, high-performance modems, transportable and portable systems, and robust SSPAs, all designed to support multi-domain operations."

He continued: "Gilat's solutions are distinguished by their extensive use in demanding operational environments. The company has consistently integrated feedback from military users to refine and enhance its offerings. This continuous feedback loop has been crucial in elevating the operational value of Gilat's technologies, excelling in terms of reliability and performance and ensuring they meet and exceed the stringent requirements of modern warfare."

The emphasis on user-driven development underscores Gilat's commitment to delivering battle proven technology and its ability to adapt to the evolving needs of the military. This approach not only highlights the robustness of Gilat's solutions but also their practical efficacy in real-world scenarios.

"Gilat is also renowned for its combat-proven, end-to-end in-house SATCOM solutions, trusted by customers worldwide. These solutions ensure seamless, secure, and reliable communications across land, sea, and air, enabling military forces to maintain operational superiority in any environment. By delivering integrated systems tailored to the unique needs of defense organizations, Gilat empowers military operations with the critical connectivity required for mission success in the most challenging and dynamic scenarios."

Continuous Advancements

Gilat also strategically acquires companies that further enhance their leading position in the defense market. "About a year ago, Gilat acquired the American company, DataPath, Inc., a leading American integrator in the field of satellite communications and a leading supplier of the US Department of Defense in the field of antennas and mobile satellite communications. This acquisition was a milestone in Gilat's drive to expand its business with the US Department of Defense, their respective agencies and other international government and defense markets. The company expects the acquisition to generate an increase of approximately \$45 million in defense sector revenue in 2024," Levin shared.

A Trusted Partner for Defense Agencies

Gilat's market leadership is based on its deployed and proven solutions, secure and resilient connectivity, and comprehensive in-house capabilities. Gilat has established itself as a trusted partner of military forces worldwide, delivering superior next-generation SATCOM technologies to support the net-centric battlefield.

"Our track record, commitment to security, and continuous innovation have earned us the trust of defense organizations across the globe. Our cutting-edge technology is a force multiplier in the net-centric battlefield, enabling defense agencies to fulfill their missions with confidence. Our end-to-end, in-house SATCOM capabilities are a testament to our dedication to providing the most reliable and advanced communication solutions for defense and government applications in the most challenging and dynamic operational scenarios," concluded Levin.

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