



EMS SATCOM develops satellite-based systems in Ottawa

The Canadian division of a global leader in wireless communications continues to bolster Canada's innovative capacity and further the nation's reputation as world leaders in satellite-based technology.

A wholly owned division of EMS Technologies, Inc. of Atlanta, EMS SATCOM is based in the nation's capital, Ottawa, employing more than 360 people. As a pioneer in the development of satellite-communications equipment, the company supplies systems for defense and commercial and corporate aviation, as well as search-and-rescue, tracking and messaging applications. EMS SATCOM's products include terminals, antennas and radomes (radar domes), and the customized software required to implement and manage relevant applications.

The principal focus of EMS SATCOM's business is military aviation, but it has leveraged its expertise across a broad range of markets. EMS Technologies chief executive Paul Domorski says, "The markets we are in continue to grow. People want mobile connectivity. Our engineering talent, world-class manufacturing resources and strong sales and marketing capability ensure our ability to grow with the market."

Partners explore new technological frontiers

Developing and refining an innovative and reliable product lineup has become the formula for EMS SATCOM's success. The company has also benefited from federal research and de-

velopment tax credits, as well as its participation in initiatives such as the Canadian Space Agency's International Mobile Satellite Communications Program (IMSCP). By assuming a level of risk EMS SATCOM itself could not afford, IMSCP enabled the company to develop and launch a number of successful satellite-communication products.



Gary Shell

Canada's stable investment climate, universal health care and modern infrastructure help keep business costs low. Along with a deep pool of engineering talent and government initiatives that facilitate partnerships with private sector companies to refine technologies, Canada is an ideal location for high-tech investment. As Gary Shell, senior vice president, chief financial officer and treasurer of EMS Technologies, Inc. said, "We have been very pleased with our experience in Canada. Our Canadian operations continue to generate outstanding financial returns. In addition, our Canadian business enjoys a

major competitive edge with tax and financing benefits from government initiatives in support of research."

Leveraged technology aids search-and-rescue

EMS SATCOM's history in search-and-rescue applications extends back to the industry's very beginnings, and exemplifies the efficient leveraging of new technology. Long before the widespread use of cell phones and the Internet, EMS developed secure satellite-based wireless communications and data-networking systems for government and military clients. The company recognized that these technologies could also be of tremendous help to search-and-rescue efforts and began to research potential applications.

EMS SATCOM collaborated with several Canadian research organizations to develop the Search and Rescue Satellite-aided Tracking (SARSAT) system. SARSAT technology enables search-and-rescue missions to pinpoint the location of distress beacon signals and has contributed to the rescue of more than 22,000 people in maritime and aviation emergencies worldwide.

Making the "in-flight office" a reality

Today, EMS SATCOM's primary focus is high-speed mobile Internet access for business and military aviation. The company dominates the market for Inmarsat-based Swift64 terminals and is the industry leader in aeronautical broadband connectivity.



EMS SATCOM's eNfusion Broadband solution gives commercial and military users in-flight access to video conferencing, email, voice, and data networks from virtually everywhere in the world. Current customers include leading airplane manufacturers Boeing, Gulfstream, Dassault and Bombardier, along with avionics companies such as Honeywell, Rockwell Collins and Thales. With more than 2,000 antennas flying on a broad range of aircraft, the company is a recognized leader in the industry. EMS SATCOM's eNfusion Broadband system makes the in-flight office a reality for executive travelers – giving them access to the resources they need while traveling. The demand for broadband communications both in the cockpit and the cabin is a trend that will lead to improved operations for airlines and passengers.

Tracking and management systems

EMS SATCOM offers an advanced packet-data satellite-communications terminal for fixed and mobile land use. The eNcompass packet-data terminals are ideally suited to situations where terrestrial telecommunications are unreliable or unavailable. With an integrated Global Positioning System (GPS), the terminal features text-based communications on the fly, and for some applications, broadcast-message capability. Companies such as Norfolk Southern use the device for rail management, and NATO (North Atlantic Treaty Organization) uses the device to track vehicles

and stay connected with personnel.

Partners in global leadership
Now in their fourth decade in Canada, EMS SATCOM is well positioned to further its reputation as an innovator in satellite-based communications. Leveraging technologies across market segments fosters the company's growth and furthers Canada's leadership in satellite communications. The Government of Canada's partnership programs not only stimulate economic growth, but also foster innovation and ensure that made-in-Canada solutions improve global communications.

PUTTING TECHNOLOGY TO USE IN ENVIRONMENTAL PROTECTION

Transport Canada selected EMS SATCOM equipment to enhance marine-surveillance operations as part of its National Aerial Surveillance Program.

Pollution from ships is a critical issue for Canada's marine environment. To help monitor this environment, Transport Canada outfitted its Dash-8 surveillance aircraft with equipment from the Swedish Space Corporation and EMS SATCOM. The equipment enables the aircraft to monitor Canada's marine environment around the clock, in all weather conditions. To support the successful prosecution of polluters, EMS SATCOM's eNfusion Broadband System supports real-time transmission of video and data. "This is an extremely important use of EMS SATCOM's system," says Stephen Newell, the company's vice-president of government and military sales. "Canadians and the marine environment will benefit from our made-in-Canada eNfusion Broadband satellite equipment."

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