N O M I N A T I O N

Independent Teleport Operator of the Year

2021

Presented to an outstanding operator of a commercial communications hub that uses a combination of satellite, fiber, and terrestrial wireless to provide value-added services to customers in broadcasting, enterprise, carrier or government markets.

WTA will crowdsource the selection of the Independent Operator of the Year. We will post your nomination information online and invite the primary representative of WTA-member companies to vote in order to select our winner. The questions below ask you for information for your public listing and your answers will be reproduced in your listing exactly as they appear here. See the Sample Listing at the end of the questionnaire for an example.

Please fill in the fields below, which will expand as required. Save the file to your computer and email to WTA at rbarney@worldteleport.org. You may also print a copy and submit by fax to +1 212-825-0075. **Deadline for nominations: April 30, 2021.**

Company Name:

Your Name:

Your Title:

Your Telephone: Your Email Address:

Total of 7 questions. Estimated time to complete: 15 minutes

1. Please describe the organization and its mission.

2. How many individual teleports does the company operate and in what countries do you operate?

3. What was the company's most significant achievement in the last 12 months?

4. Why do the company's teleport operations represent excellence in terms of design and engineering, quality of service, quality of management and operations, cost-effectiveness or revenue growth and profitability?

5. Please describe a representative customer and describe briefly the services provided, without naming the organization involved. (This will assist the jury in understanding your business.)

6. Please provide a Web address for more information on the company.

7. In addition to owning and operating teleport(s), does the company also own and operate any of the following infrastructure? (check all that apply)

☐ Satellites ☐ Terrestrial long-haul ☐ Terrestrial, local/regional

SAMPLE LISTING

ABC Teleport Company

ABC is the leading provider of managed network services to the maritime, energy and transportation sectors in the Asia-Pacific region.

Teleports
5 teleports in Singapore, Australia, Indonesia, Dubai and the USA.

Most Significant Achievement
ABC introduced HTS on new spacecraft as an integrated option for customers, giving them lower costs and high throughput for non-mission-critical connectivity, while maintaining reliable VSAT service for mission-critical applications. Since introduction of the service, ABC has gained three new customers, who specifically cited the new service in making the buying decision, and expanded services with five existing customers.

Commitment to Excellence
ABC delivers high-quality services in an environment where the customer's total cost must be kept constant or driven down while transmission volume trends upward. This requires a constant focus on cost-effectiveness and multi-functionality in technology acquisition, operations management, staffing and training. It has made possible strong year-over-year revenue growth for the past five years.

Representative Customer and Applications
For a major fleet operator, ABC provides combined L-band and VSAT connectivity to support shipboard operations, machine-to-machine applications and crew welfare across more than 200 vessels.

Web Site
www.abcteleport.com