

COMPANY PROFILE

MANAGEMENT

Melbourne Satellites is a privately owned company. All members of the management team are well versed in sales, marketing, office and project management, financial control and stock control.

WORKFORCE

The company employs full-time technicians and a variety of sub-contractual labour subject to workload. All installation personnel are well versed in the installation of TVRO equipment using state of the art Unaohm testing equipment, in conjunction with well equipped late model vehicles, and tools. Installation crews are based in Melbourne and strategic Victorian country locations, and also throughout Tasmania.

WAREHOUSE FACILITIES

The company occupies a modern 6,200 sq. ft. factory premises in the eastern suburbs of Melbourne. The premises have excellent transport access and storage facilities. The business operations are also managed from this location. In addition, a further 5,000 sq. ft. factory and 21,000 sq. ft. yard is used for vehicle storage and overflow operations on large projects. Both premises are approximately 600 meters apart.

HISTORY

Melbourne Satellites has been an Importer and Wholesale Distributor of satellite receiving equipment for approximately eleven years. The wholesale supply of TVRO equipment has been to companies all over Australia, as well as retail sales to a large domestic market for receiving both local and international programming. Melbourne Satellites also offers knowledge and installation manpower for various projects Australia wide.

Previous projects and installations have included:

In November 1993, Melbourne Satellites commenced working in conjunction with the Directorate of School Education of Victoria, Catholic Education Office and Association of Independent Schools of Victoria. This saw the successful installation of TVRO Rx Only equipment for Interactive TV purposes on all education facilities throughout the State of Victoria. The installation project was completed on time with in excess of 1,500 State School sites, 300 Catholic School sites and more than 100 Independent Schools and TAFE Colleges. The supply and installation manpower was all controlled by the strict Q.A of Melbourne Satellites.

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April 2001

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MELBOURNE SATELLITES COMPANY PROFILE

In April 1994 came the supply of equipment and installation services to the TAFE Colleges of the Australian Defence Force, for training and teaching purposes with antenna sizes ranging from 1.5m to 3.7m in diameter for receiving local, international and data signals.

Late 1994, The Tasmanian Department of Education and the Arts requested Melbourne Satellites to install preliminary test sites for receiving Interactive TV programs. This was completed with key sites throughout Tasmania installed and viewing SOFNet Broadcast provided by the Victorian Education Department.

Melbourne Satellites has also installed TVRO equipment for reception of CDV transmissions from the National Technology University, Fort Collins, Colorado. This equipment was being provided to Universities throughout Australia for further education programs and video conferencing. Outside the commercial Pay TV industry, we believe Melbourne Satellites was one of the first installation companies in Australia to work with this technology.

Mid 1995 had Melbourne Satellites installing and commissioning the Rural Doctors Coordinating Unit Network throughout Victoria and Tasmania. This analogue network had Rx Only equipment installed to all rural and some metropolitan Hospitals. This network has since been upgraded to digital reception from the Aurora Platform off Optus B3.



During late 1995 to early 1997, Melbourne Satellites in conjunction CDM and the Commonwealth Bank of Australia supplied and installed the CBA-TV Interactive Satellite Network. Most sites were located throughout Victoria, Tasmania, Northern Territory and border areas of South Australia and New South Wales. Generally dish sizes were between 1.5m and 2.1m and were coupled through an analogue SA9708 B-MAC decoder.

Early 1999, Melbourne Satellite was contracted to return to the Commonwealth Banks in Victoria and upgrade an existing analogue service previously installed by this company. This involved the installation of digital Panasonic satellite receivers for reception from the Aurora Platform off Optus B3.

Mid 1999 saw Melbourne Satellites awarded by Optus Cable & Wireless the Education Victoria Digital SOFNet Upgrade. This upgrade had two main components. *Part A* of this project was the digital upgrade to an existing analogue network previously installed by our company. Melbourne Satellites implemented an introduction and training day for prospective subcontractors outlining work procedures and Quality Assurance Methods. Representative from the Education Department, Optus Cable & Wireless and Melbourne Satellites were able to express their thoughts. Over a period of 12 weeks approximately two thousand three hundred sites were visited and had new LNBs and IRDs fitted, Televisions and VCRs tuned, a full new system demonstration to required staff, and Quality Assurance assessment completed. All information was then returned to our office and loaded into a new database created by our staff.

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Part B had Melbourne Satellites provide two 1300 phone numbers for after installation service and warranty. This assisted the users of this network with full telephone support for any difficulties or problems encountered. With problems not able to be solved via a telephone conversation, technicians were instructed to attend site to restore system. Melbourne Satellites still provides full help desk facilities and back up service for this network

Most recently, June 2000, Melbourne Satellites won the State Library of Victoria, VICNET Libraries On-line Project. This involved the supply and installation of Rx Only satellite antennas with high-speed satellite modems to approximately forty various sites throughout Victoria. It included initial site inspections, council application, installation and connection to existing routers and computer networks. This project was completed on time on budget.

Filling the gaps on a smaller scale Melbourne Satellites also supplied and install Rx Only equipment and various ATO sites (Australian Taxation Offices) and many DSS (Department of Social Security) sites throughout Victoria.

Melbourne Satellites also offers a variety Teleconferencing Services. These range from temporary on-site satellite installations to Downlink & Record via satellite to digital tape with duplication and distribution services Australia wide.

CONCLUSION

As a wholesale supplier of satellite TVRO equipment, our pricing structure is extremely competitive. We deal in quality products mainly of American design and manufacture, and enjoy a healthy business relationship with all of our suppliers.

Project management and implementation is all important when dealing in volume based projects. Effective management and efficient installation are prime ingredients in keeping project costs low whilst remaining profitable, this is an area where Melbourne Satellites excels. We pride ourselves on completing projects on schedule and at an affordable price.

