



DYNAMICS OF COOPERATION

The Reshetnev Company takes pride in having close and long-term relationships with its partners and customers. Among these is Gazprom Space Systems, a company that has recently placed an order with ISS-Reshetnev for the manufacture of the Yamal-300K and Yamal-401 spacecraft. Today we are talking about the partnership relationships and prospects of cooperation between the two companies with Nikolay Sevastyanov, head of design bureau at Gazprom Space Systems.

- Mr. Sevastyanov, which of your company's activities is of high priority today? What are the company's main tasks?

Gazprom Space Systems is a satellite operator providing information satellite services to domestic and international markets by means of our Yamal satellite fleet. We set up industrial information space systems on the principles of commercial return and attraction of extra-budgetary funds. Our company aims to develop

highly competitive systems so that our services can compete in both national and international markets. In this regard, at our company we promote activities that are focused on the development of new space systems and their elements, including spacecraft, ground communications and television networks. For example, when it comes to spacecraft, we undertake the development of payloads and TCR units, including onboard equipment and ground control stations.

- In this connection how do you regard ISS-Reshetnev's activities?

- To compete in the satellite services market successfully, satellite operators have to demonstrate excellent performance in every new project. Progress in informatization is advancing by leaps and bounds and is very impressive. The competition in this market is getting tougher. Nowadays well-known international companies conduct revolutions in the information services sector every few years. It has become possible due to the rapid development of technical means, such as spacecraft. A satellite consists of 2 basic parts – a payload and a satellite platform. The main task of Gazprom Space Systems is to develop highly competitive satellite payloads with functional characteristics much better than those of our competitors. That is why co-operation with ISS-Reshetnev is very important for us. The Reshetnev Company manufactures

About the company:

The joint-stock company “Gazprom Space Systems” is part of the Gazprom group of companies. The company is engaged in the telecommunications sector and positions itself as:

- a satellite operator;
- a space and communication systems designer and integrator;
- a payload developer;
- a satellite communications service provider.

The company has created and operates the Yamal satellite communications system which consists of three telecommunications satellites (Yamal-100, Yamal-201 and Yamal-202) and an advanced ground-based infrastructure (the ground control segment, three teleports, digital satellite TV center, a wide network of ground stations in the Russian regions).

satellite platforms, designs and builds satellites. Their main task is to develop reliable satellite platforms for our payloads. What is more important today for competitive performance is to ensure that our satellites have lifetimes of 15 years. Our companies' latest developments in satellite payload and platform design are complementary, and therefore, our collaboration is crucial for the competitiveness of our space-technology products. I think that today ISS-Reshetnev demonstrates highly dynamic development.

- What is your assessment of the companies' joint projects?

- At present we are working together on the Yamal-300K project. Summarizing the results of our meetings I can say that we are quite satisfied with the progress of work and the milestones achieved by ISS-Reshetnev, and we hope that the project will be implemented on schedule and in accordance with the design specifications.

I think that our companies have forged strong partnership in the process of work on the Yamal-300K project and what is more, our engineers have found a common language. That is why we have made another contract with ISS-Reshetnev for the manufacture of the Yamal-401 spacecraft. ISS-Reshetnev has already commenced activities under the new program. Unlike the Yamal-300K satellite, the Yamal-401 spacecraft will be based on ISS-Reshetnev's Express-2000

platform to ensure increased power capability for the payload. The satellite has been designed to run for 15 years and to produce 11 kW of payload power. It is scheduled for launch in 2013. In my opinion, it is a quite complicated project that will definitely enable us to make an important breakthrough in the development of satellite technology. Together with the Reshetnev Company we aim to manufacture a “super” satellite with an operational performance comparable with the world's best counterparts. It is of crucial importance for us, that ISS-Reshetnev is not afraid of setting and solving difficult tasks. Manufacturing spacecraft based on new platform types is a serious step forward and, thus, requires considerable “scientific” and “technological” courage. I am sure that the Reshetnev team will meet the challenge successfully. Besides, I believe that our companies are bound to hit this target due to the solid expertise and experience we have gained each in its own field, and mainly, due to the deep understanding existing between our companies at both managerial and technological levels.

- What prospects of cooperation can you see between the two companies?

- Undoubtedly, Gazprom Space Systems will be eager to invite the Reshetnev Company to participate in its future programs, and in our turn, we are ready to take part in ISS-Reshetnev's satellite projects. Such win-win partnership relations will allow us to increase the competitive power of our products in the international market. As for our future targets we plan to launch a new project to be named Yamal-600. As a customer, we are now laying down conditions of the new project so that the Reshetnev Company can act as our project partner. Another joint project we are currently implementing is the manufacture of the Arktica multifunctional satellite system designed to provide communications services in the Arctic region by means of HEO satellites. So far, the President of the Russian Federation has made a decision to commence activities under the Arktica program and the Russian Government has prepared all the relevant documents. Now it is our turn to exert every effort to perform the mission.



Representatives of Gazprom Space Systems at ISS-Reshetnev