



# Host Nation Agreement Solutions

## MISSION-CRITICAL GLOBAL IP SERVICES

### ABOUT SEGOVIA

Segovia, Inc., a wholly owned subsidiary of Inmarsat plc, is a recognized leader in providing secure, global communication solutions to the public and private sectors. For nearly a decade, our existing global network infrastructure and innovative business approach – backed by the industry's most skilled and experienced workforce – have yielded smarter solutions, delivered with greater speed, reliability and customer focus. A trusted partner of the defense, homeland security and emergency first-response communities, Segovia quickly deploys end-to-end, mission-critical communications to support strategic and tactical initiatives worldwide. Segovia is headquartered in Herndon, VA with network assets and operations around the globe. To learn more, visit [www.segoviaip.com](http://www.segoviaip.com) or call 866.SEGOVIA.

Segovia's Host Nation Agreement (HNA) service provides the world's leading telecommunications companies and government agencies access to new markets by obtaining valuable spectrum licenses, enabling connections into previously underserved markets.

Working across the global terrestrial and satellite markets, we are highly skilled in the areas of government relations, regulatory affairs, and technical analysis and provide our clients with a range of trade, regulation, and licensing solutions. At Segovia, we know that gaining access to commercial spectrum government networks, be it for a civilian or military application, is rarely simple. There is often no established process for assigning the complex, prohibitive and unique rules, processes, and instruments necessary to gain Host Nation Approval (HNA). We understand the obstacles and our process facilitates rapid turnaround of approvals including local partner and frequency use requirements—allowing on-time and on-budget delivery of critical and mission essential communications resources.

# Segovia's Host Nation Agreement Solutions

We have tremendous expertise and experience in OCONUS site implementations in austere international locations. Our knowledge, negotiation and coordination play a critical role in setting up operations at sites where regulations, rules, ordinances, laws, or other approvals pertaining to local, city, county, state, territory, province, and country jurisdictions can impact the physical build out of facilities and impede the transmission of voice, data, or video services.

Our full range of streamlined and cost effective host nation agreement strategy and support services starts with market regulatory assessments, license application and acquisition and extends through physical installation and consulting service on how to avoid arbitrary penalties you could be liable for once your network is up and running.



## Segovia HNA Suite of Services

- Subject Matter Experts and a database of regulatory procedures and pricing in markets across the globe, enabling you insight into rapid changes in international regulatory regimes.
- License applications that present information and technical specifications in a way that gets the most efficient response.
- License acquisition, both for commercial operations for private corporate networks or government and NGO operations.
- Strategic planning: our knowledge of the world's licensing procedures gives you greater insight into timescale and cost of each specific project.
- VSAT licensing, HNA, and/or operator landing rights as required.
- Frequency assignments and authorizations, as well as compatibility analysis and spectrum coordination as required.
- Fixed-dish VSAT installation construction permitting as required.

