

<b>Organisation:</b>	Bulsatcom AD
<b>Type of organization:</b>	Enterprise – Telecom operator
<b>URL:</b>	<a href="http://www.bulsat.com">www.bulsat.com</a>
<b>Description of the organization:</b>	<p>Bulsatcom is a Bulgarian joint stock Company established in the year 2000. It is the largest pay TV provider in Bulgaria having 90% market share in Satellite Direct to Home (DTH) TV and overall 35% share in pay TV. The DTH service combines a versatile content, high-quality and uninterrupted broadcasting and an attentive customer support.</p> <p>Bulsatcom is not only TV provider but and also has manufacture capacity to produce end user equipment such as set-top-boxes and antennas.</p> <p>Bulsatcom is authorized to provide mobile and digital terrestrial broadcasting services as well. This enlarges the company potential by providing complicated types of services with a broad range.</p> <p>As a new entrant in the mobile market Bulsatcom aims to deploy a high-speed mobile network based on LTE/4G technologies on the territory of Bulgaria. This can be also combined with a versatile satellite electronic communications.</p> <p>Bulsatcom is an Internet service provider. During 2011 the company completed the acquisition of 20 small LAN operators, and access to 800,000 households in 31 cities. Until 30<sup>th</sup> of June 2013, the company increased the number of subscribers, becoming the fourth largest player on the Internet market enhancing the own FTTH/GPON network.</p> <p>Bulsatcom launched fixed telephony in 2013 and constantly increases the number of subscribers by providing package services.</p> <p>IPTV testing is in its final stage and different proposals will be made to the customers in urban areas soon.</p> <p>Presently, the company offers 3-play service (DTH TV + Fixed Internet + Fixed Telephony) and plans to become multi system operator (MSO), offering 4-play services (DTH TV + Fixed Internet + Fixed Telephony + Mobile Data). The company provides very good mix of TV content: 100+ digital TV channels, 8 of them are HD and all major sport events (incl. exclusive content). The pre-paid services are at reasonable prices and the customer care service is at good quality level ensured trough 320 points of sales and own installation /technical support services. The technical support is provided through on-site engineering, online support and additionally via phone through our Call-Centres.</p> <p>Mid-term strategy of Bulsatcom includes:</p> <ul style="list-style-type: none"> <li>▪ continuous expansion of DTH offering with a focus on HD content;</li> <li>▪ expand of the fiber optic network (FTTH/GPON);</li> <li>▪ development of the mobile infrastructure and mobile broadband services, 4-play bundle;</li> <li>▪ implementation of the VoLTE.</li> </ul>

	Over the past years Bulsatcom enjoys strong RGU growth, low leverage and strong A/Rs collection.
<b>Topics of interest:</b>	<ul style="list-style-type: none"> <li>▪ Next Generation Networks;</li> <li>▪ Convergent networks and services;</li> <li>▪ Satellite communications;</li> <li>▪ 5G technologies;</li> <li>▪ Efficient use of radio frequency;</li> <li>▪ Ultra High Definition TV;</li> <li>▪ Antennas and Set-Top-Boxes;</li> <li>▪ Cognitive Radio;</li> <li>▪ Converged Satellite and ground based mobile Services;</li> <li>▪ Low-noise block down-converters for satellite receivers;</li> <li>▪ Cloud based services and cloud computing;</li> <li>▪ Enhanced Encryption Coding and developing of encryption algorithms.</li> </ul>
<b>Expertize offered:</b>	<p>Bulsatcom has 1784 employees, 65% of them have with a higher education.</p> <p>Bulsatcom has a highly motivated and well educated R&amp;D team. In addition the company has a partnership with the Technical University of Sofia and a good base for examinations and testing.</p> <p>Due to the experience, knowledge and expert's potential Bulsatcom would like to offer its expertise to collaborate as a partner in projects related to the topics mentioned above.</p>
<b>Horizon 2020 interested calls:</b>	<p><b>Future Internet</b></p> <ul style="list-style-type: none"> <li>▪ ICT 5 – 2014: Smart Networks and novel Internet Architectures;</li> <li>▪ ICT 6 – 2014: Smart optical and wireless network technologies;</li> <li>▪ ICT 14 – 2014: Advanced 5G Network Infrastructure for the Future Internet.</li> </ul>
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