



June 8, 2001

Ms. Magalie Roman Salas  
Secretary  
Federal Communications Commission  
445 12th Street, S.W.  
Washington, D.C. 20554

RE: SES-ASG-20010504-00896

Dear Ms. Salas,

This letter is to support the planned acquisition of COMSAT Mobile Communications by Telenor.

I am the owner and CEO of Satcom Direct, Inc. Satcom Direct is the world's largest reseller of Inmarsat Aeronautical services to the business aviation community, with revenues of \$1.9 Million in 2000 and a projected \$3.0 Million for this year. We currently resell Inmarsat services to over 600 aircraft. We use COMSAT and Telenor Aero-H, H+, I and Mini-M services as well as land-mobile technologies such as Inm-B, Mini-M and M4.

Currently Satcom Direct has to work with two monthly invoices for multiple services, due to existing agreements with COMSAT and Telenor. This burdens our own billing process by delaying invoicing to our customers while we combine separate bills. Furthermore we have multiple potential follow-up requirements when dealing with operational, billing and/or logistical issues. Again this delays Satcom Direct's response time to our customers.

I believe that the integration of COMSAT Mobile Communications within Telenor will provide multiple benefits to customers such as Satcom Direct. These include:

- 1) Integrated billing ( thus faster rebilling to customers and half the chance of billing errors and disputes);
- 2) Simplified follow-up procedures when resolving operational, billing or logistical problems;
- 3) Expanded business opportunities due to simpler communications with a single, larger and more financially robust service provider.

Please do not hesitate to call me at (321) 777-3000 if you have any questions.

Sincerely,

  
Jim Jensen  
Owner and CEO  
Satcom Direct, Inc

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