

# Cyprus Information Day – 7<sup>th</sup> October 2024



## Cyta

### Activities and lessons learnt

True colour image  
acquired by Copernicus Sentinel-2  
July 16, 2024



# Company overview



Name: *Cyprus Telecommunications Authority (Cyta)*

Creation date: *approximately 1955*

Number of employees: *~ 2.500*

Core competences: Telecommunications Services, Telco Infrastructure, Network Connectivity (Terrestrial, Wireless, Satellite ), Telco Expertise, Satellite Services Provider.

% Space Revenue: *several million €*

Key customers: Major Satellite Operators, Satellite Service Providers, International Agencies – mostly commercial revenues

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# Space project(s) with ESA overview

**Highlighted Space Project:** “A Diversity System to enhance the availability of satellite links at Cyta's Teleports”

**Purpose/ Goal of the project:** Teleport diversity at the selected sites, enhance the availability of satellite links in Ku/Ka/Q bands, and improve Cyta’s value proposition to its customers

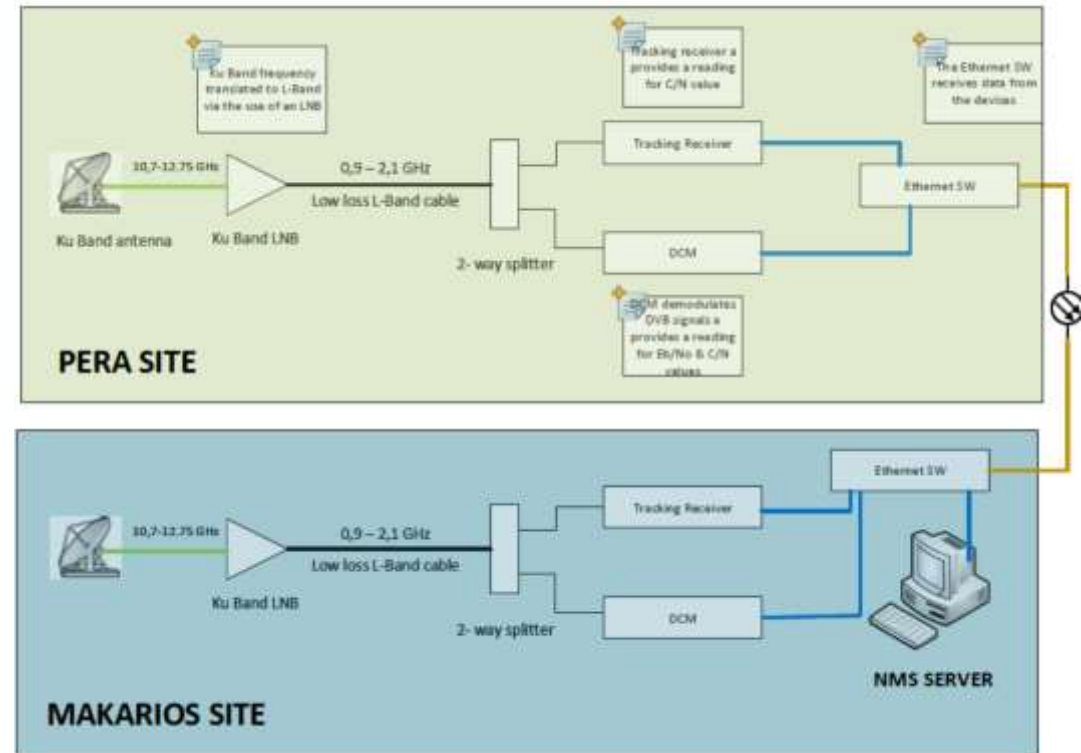
**Keywords and key technologies:** Diversity, High Availability Services, State-of-the-art Facilities

**Target customers:** Satellite Operators and Satellite Service Providers interested in high-availability services

**Key successes to date:** Successful completion of study, close collaboration with NTUA and start of hardware system implementation (TRL project maturity)

**Key difficulties to date:** Difficulties with software drivers for tr. Rec, commercial product availability for LNBS in Q

**Other Space projects:** 9<sup>th</sup> Call - “Enabling Cyprus for the European Earth Observation Ground Segment Operations”.



## Writing proposals:

1. The provided template and related training material are very helpful, follow them closely
2. Clear definition of scope, the requirements need to be clear with a methodology for validation
3. Clear definition of Work Packages, association with deliverables and schedule

## Running ESA Activities:

1. Close collaboration with ESA project coordinators
2. Follow the suggested programme structure closely
3. Payments are closely associated with milestone delivery

## Finding and Working with International Partners:

1. Capitalise on the diverse capabilities of suitable International Partners
2. Take advantage of the specialized knowledge of International Experts in selected fields
3. Cooperation counts, and offer opportunities to further engagement in other projects

## Finding Customers and commercialisation:

1. ESA's involvement adds credibility and offers good publicity to the market
2. Contributes to ongoing Cyta commercial efforts
3. Collaborations can offer new business opportunities

Vision of the future for the company and the product (10yrs from now)

- Upgrade of Cyta’s infrastructure in order to provide automatic switching between Teleport Suites based on pre-configured diversity criteria
- Expansion of the “Diversity product” to Customer Systems
- Attract International Customers that are interested in Premium Services and High Availability Links
- Expand Service Reach further to our Global Footprint

Key next steps to achieve this:

1. Resolve current issues with Hardware
2. Successful completion of the Call (test of diversity mechanism)
3. Perform first ‘live’ demo case with customers and data accumulation over time
4. Promotion of Diversity services to the International Markets