

DELIVERING UNMATCHED SATELLITE COMMUNICATIONS SOLUTIONS TO BULGARIA LEADING COMMERCIAL BROADCASTER



Background

Orbital Connect is a Los Angeles, U.S.-headquartered Norsat distributor operating in North America and Europe. Over the years, it has earned its name as a global VSAT satellite connectivity services provider showcasing an impressive product catalogue of over 3,000 satellite and RF components. Three years ago, Orbital Connect partnered up with Norsat to become an authorized Norsat distributor that commits to providing quality satellite communications products for maximum customer satisfaction.

Challenges

bTV Media Group, the commercial broadcaster in Bulgaria, is the nation’s most trusted source of information and entertainment. As a leading player in TV broadcasting in Bulgaria, bTV needed reliable and rugged satellite products to provide high-quality media content to the national audience. To renew its ground station equipment, bTV had to expand its field of satellite antenna systems and improve the reception of satellite signals to keep up with the dynamic changes in satellite technologies.

Solution

With sales offices in Bulgaria, Orbital Connect saw this golden opportunity to build a strong and lasting business relationship with an established provider like Norsat, which offers a premium and extensive portfolio of satellite communications solutions and an exemplary ability to respond to the changing needs of the satellite industry.

Orbital Connect chose Norsat to deliver the 1000 Series LNBS, which are an integral part of the project system. The LNBS utilize internal phase lock-looped references to provide local oscillator stability of +/- 10kHz, greatly enhancing the quality of signals.



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Norsat's products have enabled the bTV Media Group to receive the full Ku band spectrum through a single satellite antenna and were an essential part of the satellite system used to meet bTV's broadcasting needs.



Why choose Norsat?

It's a perfect fit: Norsat's products offer unparalleled quality and durability, high customization, and widely adaptable technical specifications with the largest portfolio of LNBs in the industry. Our easy installation, streamlined processes, and spectacular two-way communication with customers make it a breeze to order with us. We are efficient, systematic, and responsive, and our product lines and solutions answer market demands and trends in a timely fashion. We consult with our customers on project requirements, actively resolve issues, and provide reliable after-sales support where needed with deep application expertise. Norsat has consistently been the satellite communications provider of choice, winning the trust and continued business of Orbital Connect, bTV, and many others in our strong network of distributors and end-users.