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DigitalSkys and Falconstream sign high-tech cooperation pact

DigitalSkys today announced a partnership deal with Falconstream, a Kuwait-based broadband solutions company. The agreement will be a cornerstone of DigitalSkys' global VSAT communications aspirations, while dramatically expanding the reach of both companies.

The multi-million dollar deal will guarantee DigitalSkys access to Falconstream's space segment on its cutting-edge satellite network, which include NSS-6 and NSS-7 and other satellites with global reach. This access will be used to expand the reach of DigitalSkys' VSAT based services, based on a technology that provides a wide range of communications options between virtually two points anywhere in the world.

The companies will also agree to promote each other's services, to assist each other in bidding on large tender contracts, and to help develop new markets.

Falconstream, which has a successful six-year track record working with major satellite operators, is a subsidiary of Kuwait Messaging Services Company and is owned entirely by the Al-Mal Investment Group.

"This strategic partnership is about securing the future expansion and growth of DigitalSkys," Charles D'Alberto, the company's chief executive officer said, when the agreement was announced. "There's a limited amount of satellite space available and this helps make sure that DigitalSkys' growth will never be slowed by a lack of access to that space." According to Ahmed Mekky, Falconstream's vice-president, the agreement represents a milestone for both companies.

"Falconstream is well-recognised name in this sector and DigitalSkys has an excellent team and a good corporate strategy," Mekky said. "I think we compliment each other and this partnership will help the companies expand throughout the Middle East, North Africa, east toward India and beyond that." DigitalSkys, which was founded in January 2005, plans to use the fast economic growth and business friendly environment of its Dubai base as a launching pad for its regional and global aspirations.

To learn more about the company and the agreement with Falconstream, contact DigitalSkys' Marketing and PR representative, Irina Iacobescu, by mobile phone at +9715-0871-4857, by e-mail at irina.iacobescu@digitalskys.com, or at:

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