

Q&A with Jay Davison, President of AQYR International, Inc. a Designer and Manufacturer of Very Small Aperture Satellite Terminals for Military and Commercial Markets



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Interview conducted by:
Lynn Fosse, Senior Editor
CEOCFO Magazine

CEOCFO: Mr. Davison, what is the idea behind AQYR?

Mr. Davison: AQYR designs and manufactures very small aperture satellite terminals for both military and commercial markets.

CEOCFO: What function do your products serve in the market?

Mr. Davison: Originally AQYR was primarily to serve the department of defense with our receive only, Global Broadcast Service terminals. Since then, we have diversified in the commercial first responder, disaster recovery and foreign Ministries of Defense, business continuity, and cellular back haul during disaster recovery etc....

CEOCFO: What is the range of products and what is different from one to the next in capability, speed and efficiency?

Mr. Davison: AQYR's core competency is automated positioning of antennas. We have several employees with came military satellite communications backgrounds. We are very skilled in acquiring satellites. We have some unique skill sets in house with both software and hardware along with some very experienced satellite engineers. We are able to work together to create a very unique auto acquisition algorithm for our positions. What that roughly translates to is you do not have to be a skilled satellite communications operator to get our antenna's pointed on a satellite. You can be a first responder, a nurse, a cop, Joe off the street and in a very short amount of time without any formal training, you can get our terminals up on the satellite. That is our core competency. It started with our receive only products for the military and it has translated into our two-way commercial products.

CEOCFO: Why is it hard to pick up the signal?

Mr. Davison: Primarily in the Ku band, which is very crowded with satellites in the sky, it is very difficult to pick out just the signal you need on the satellite that you need. In some cases, you have satellites that are two to three degrees apart in the sky, which makes standard acquisition very difficult. To do it manually, you almost need a piece of equipment called a spectrum analyzer to really pick on the signal that you want. We have some proprietary technology that we have developed to overcome that. That is what sets us apart from everyone else, the speed and accuracy that our antenna systems can acquire the satellite.