

18 November 2019

The Manager
Space Systems
Spectrum Planning and Engineering Branch
Australian Communications and Media Authority
Belconnen ACT 2616

Update to Foreign Space Objects Determination - Consultation 34/2019

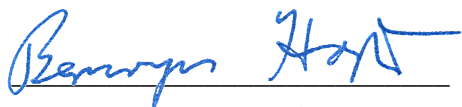
Dear Mr. Hose,

[Hivemind](#) is an apiculture technology company headquartered in Christchurch, New Zealand. We design and manufacture remote beehive monitoring systems for beekeepers and fruit/nut growers, helping to nurture the production of honey and food crops for important use cases ranging from food to health benefits to medical applications. Our systems measure the weight and performance of beehives, and then transmit this data via satellites back to our servers where we collate the information to provide visibility about the health of the hives, the quantity of honey being produced, and the effectiveness of pollination being performed.

We are filing this letter in support of ACMA's intent to include Swarm Technologies, Inc. ("Swarm") in Schedule 1 of the Foreign Space Objects Determination. Swarm's narrow-band satellite constellation will significantly lower the costs of connectivity and expand the number of businesses and people that can afford to gain access to satellite communications on a global scale. Further, Swarm will be able to quickly deploy its satellites to provide connectivity to even the most difficult-to-reach locations on the planet. 100% of HiveMind's customer deployment sites are in remote areas, and roughly 50% of them are in Australia, almost exclusively outside of cellular network footprints — and our business is dependent on affordable satellite technology. Deploying a low-power, low-cost satellite system such as Swarm's provides small businesses like ours multiple benefits. We can reach more customers through lower price points (of which satellite costs are a key driver), improve our operational margins, and thus scale our impact.

HiveMind is fully supportive of ACMA's recommendation to include Swarm in the update to the Foreign Space Objects Determination, so that the benefits of global coverage and low costs can begin to expand economic growth and contribute to the success of our organization, our customers, and all of Australia. Thank you very much for the opportunity to voice our support in this consultation.

Respectfully submitted,



Berwyn Hoyt
Founder & CEO, HiveMind