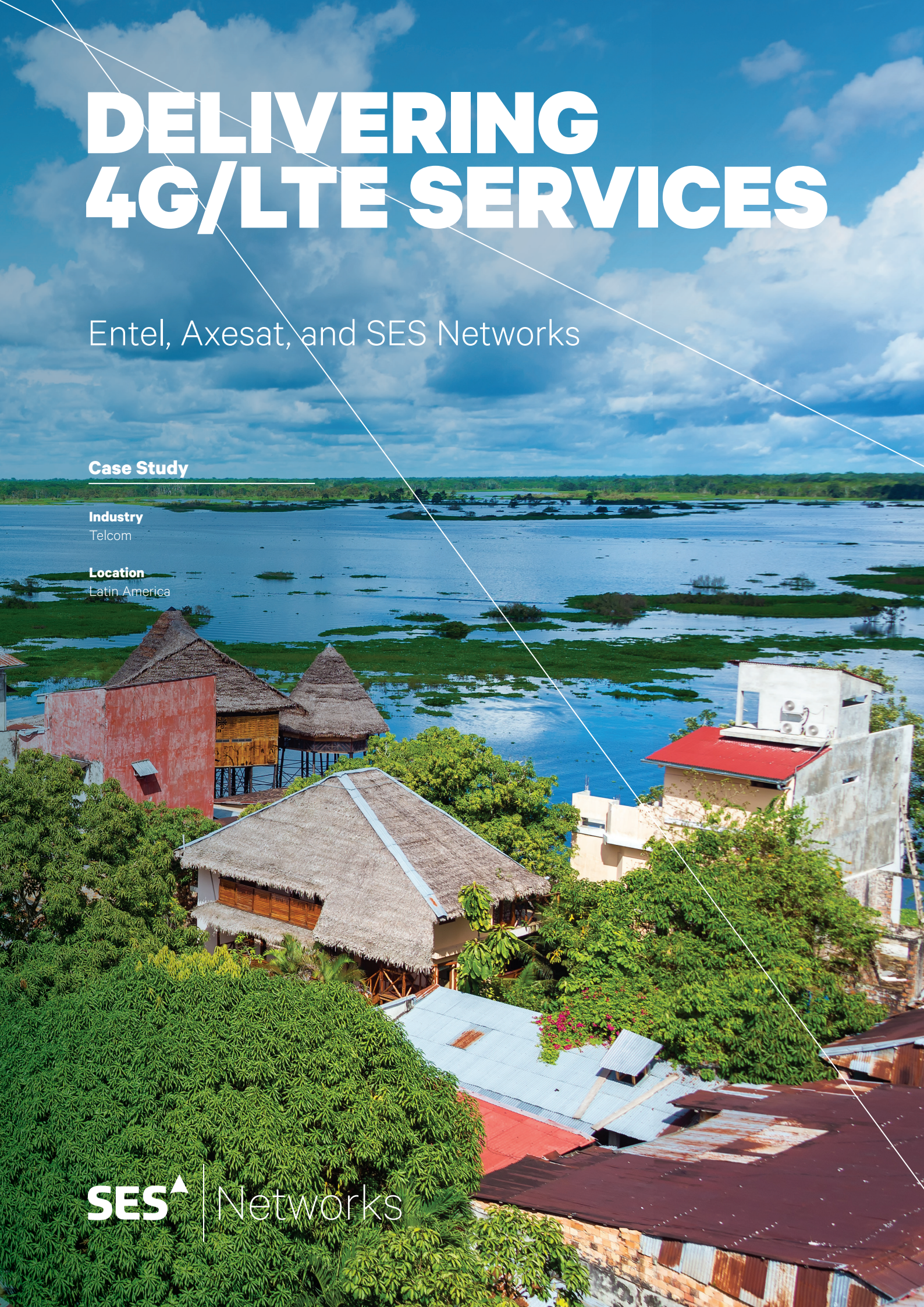
DELIVERING 4G/LTE SERVICES

Entel, Axesat, and SES Networks

Case Study

Industry
Telcom

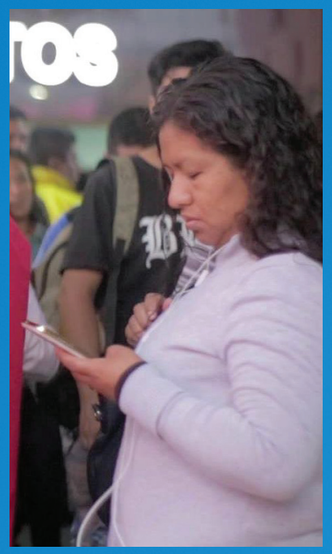
Location
Latin America



SES | Networks

Together with Latin American service provider Axesat, SES Networks is delivering an enhanced satellite-based mobile backhaul solution to rural areas of Peru.

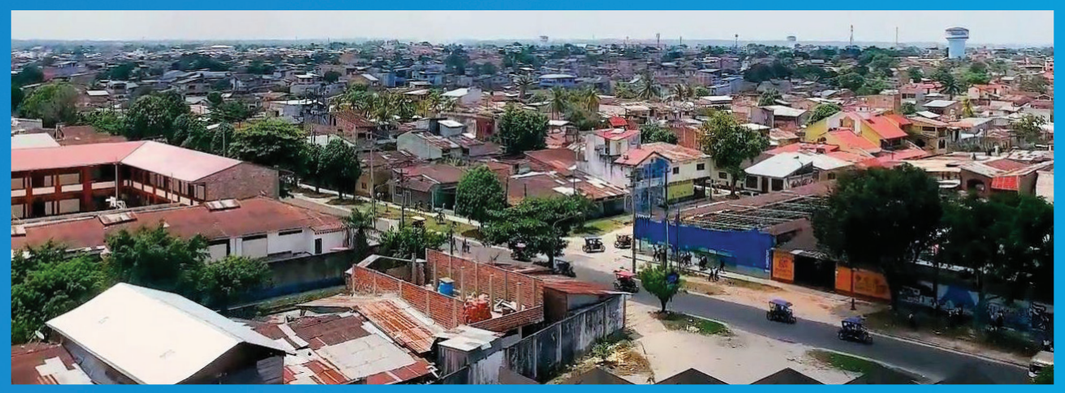
By providing the residents and businesses of Iquitos with access to the same communications and opportunities available in Peru's larger cities, the managed network solution provided by the SES Networks and Axesat partnership has enabled ENTEL to elevate its users' experience.



IDENTIFYING ENTEL'S CHALLENGES

ENTEL is a leading telecommunications company providing both broadband and mobile telephony services in Chile and Peru. Service areas include many hard-to-reach communities, such as the remote city of Iquitos, Peru's sixth largest city, which borders the Peruvian Amazon, and is only accessible by air or water. As a gateway to the Amazon rainforest, the city of close to 500,000 residents is a major centre for finance, sales, transportation, and tourism, with a growing market in timber, petroleum, and oil and gas production.

Prior to adopting a connectivity solution from SES Networks and Axesat, ENTEL was only able to provide its customers in Iquitos with a very basic 3G solution, deployed via a low capacity terrestrial microwave link. This limited service fulfilled a regulatory commitment with the state, but failed to provide the people and businesses in Iquitos with reliable mobile coverage or a robust connection to the internet, inhibiting economic growth and development in the area. While there was a clear need and demand for enhanced connectivity in Iquitos, the business case for investing in fibre in such a remote location was not feasible, with builds too costly, complex, and time consuming.



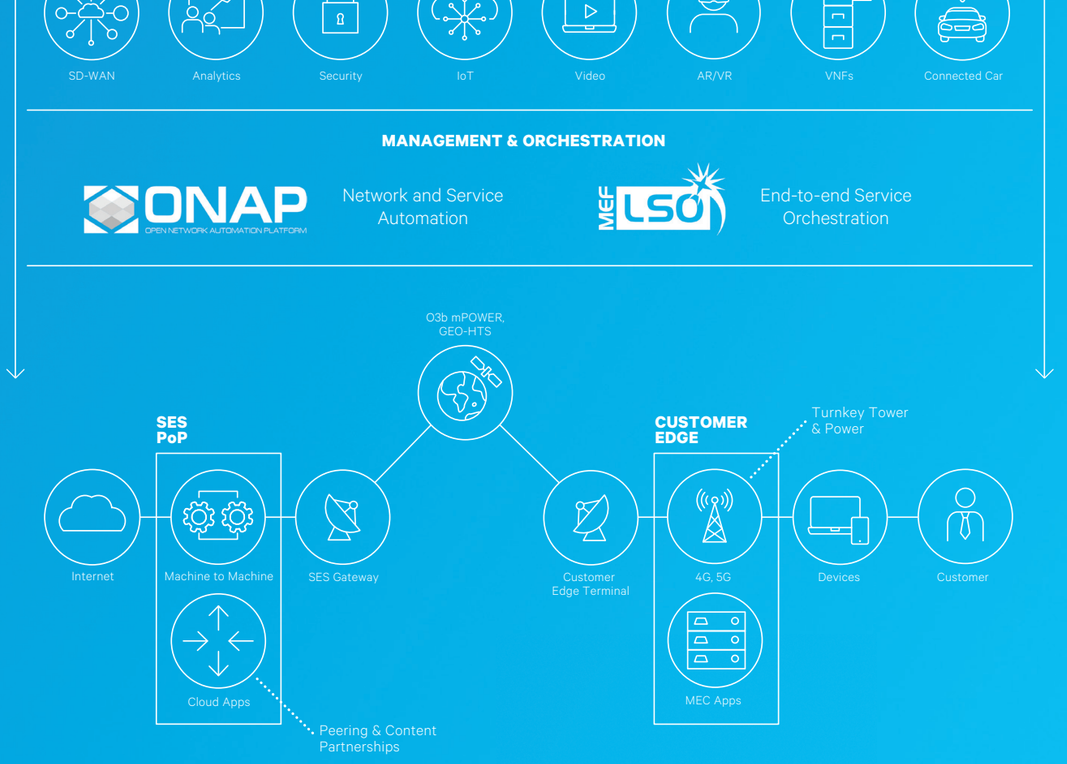
Delivering robust 4G/LTE network solutions via our low-latency, high-throughput MEO satellites.

SES NETWORKS SIGNATURE MOBILE BACKHAUL SOLUTION

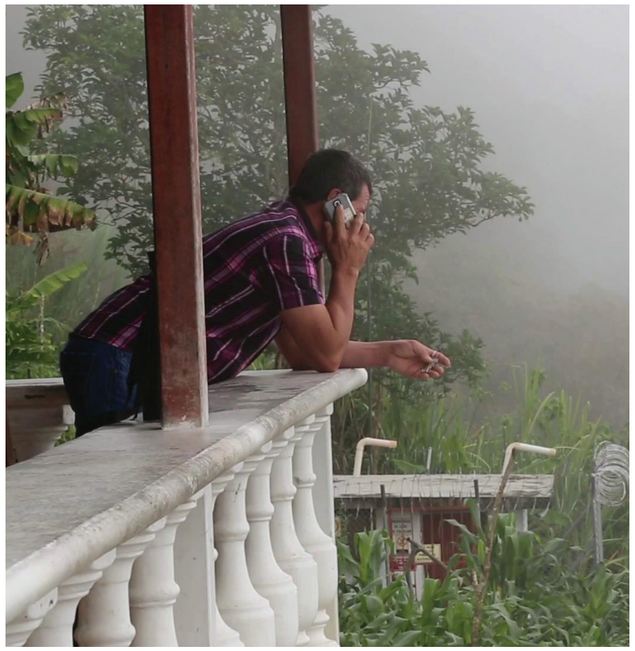
The SES Networks Signature Mobile Backhaul Solution provides Axesat with network services, robust service level agreements, and mobile network infrastructure optimised to help ENTEL expand its reach to Iquitos—efficiently and profitably. Tailored to meet ENTEL's specific business requirements, this cost-effective solution is backed by a comprehensive service level agreement (SLA), covering committed information rate (CIR), packet loss, latency, jitter, availability, and mean time to repair (MTTR).

Our MEO satellite constellation uses spot beam technology to deliver 4G/LTE services with low-latency, high-throughput satellite (HTS) data rates up to 1Gbps to a single site.

BRINGING SATELLITE INTO A CLOUD-SCALE NETWORK ECOSYSTEM



DRIVING GROWTH WHILE IMPROVING THE QUALITY OF LIFE IN RURAL PERU



Key Outcomes

- One year after launching the SES Networks Signature Mobile Backhaul Solution, ENTEL is offering unlimited 4G data plans throughout the city of Iquitos
- ENTEL's subscriber base in Iquitos has doubled, and the use of data has grown five-fold since introducing 4G service enabled by SES Networks
- Customer satisfaction has grown substantially, and 80% of users report being satisfied with their experience
- The residents and businesses of Iquitos now have the same connectivity as those in Lima, with access to social media and other life-enriching applications via a low-latency service

"The quality of life of the people in Iquitos has without a doubt improved, because they have more and more access to connectivity—in this case, 4G. They now have 4G connectivity throughout their city, thanks to the service we are providing through ENTEL via the O3b MEO constellation."

JORGE VILLALBA
Country Manager, Axesat

"Today, in Iquitos, customers can experience the same data download speeds of 10Mbps as those achieved in Lima. In 12 months, we have seen the number of customers double, with an increase in the speed and quality our customers experience."

GONZALO VEAS
Vice President of Networks, ENTEL Peru

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