

# DELIVERING INFINITE POSSIBILITIES

COMNET and SES

## Case Study

### Industry

Telecommunications

### Location

Guatemala City, Guatemala

 **COMNET**  
TELECOM

**SES** 



Central American service provider COMNET partners with SES to deliver an enhanced satellite-enabled connectivity solution to businesses throughout Central America, ushering in a new era of analytics, control, and automation to increase efficiency and productivity.

## POWERING COMNET'S GROWTH

With more than 20 years of experience in corporate and institutional broadband telecommunications, COMNET provides connectivity services to various industry segments in Central America, including the agro-industry, energy, construction, banking, and tourism industries.

With the recent increase in business digitalization, automation and optimisation, COMNET required a more advanced and robust connectivity solution to enable the delivery of the advanced business applications and cloud connectivity their clients need to stay competitive.



## FULFILLING THE DIGITAL DEMAND

COMNET now utilises the carrier-class managed services platform on the SES-10 and SES-14 satellites, enabling the delivery of QUANTTUM, a high-performance next-generation broadband service. With unprecedented bandwidth, full coverage and high availability, QUANTTUM enables COMNET to provide the enhanced connectivity necessary to deliver the digital tools their customers demand, enabling them to grow their businesses faster and across a wider region. The solution provided by SES and COMNET efficiently connects companies' systems, machines, and services while providing high performance, reliability, security, and value.

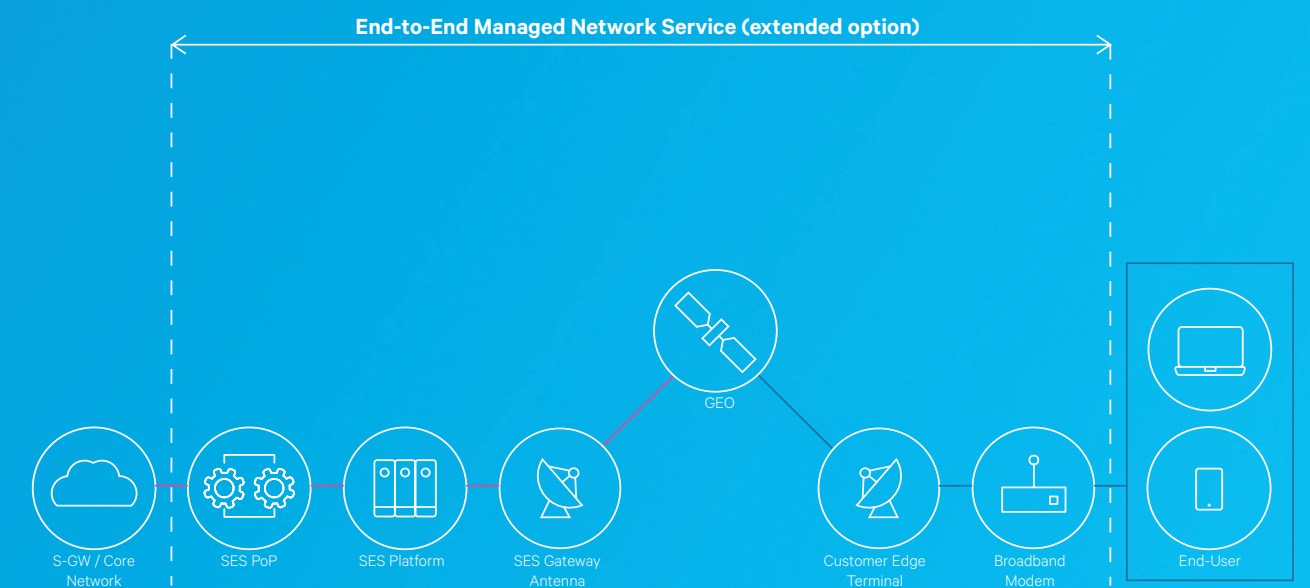


## A QUANTUM LEAP TOWARDS DIGITALISATION IN CENTRAL AMERICA

As part of a shared platform that helps to minimise CapEx costs, QUANTTUM is powered by SES's comprehensive and high-performance fleet coverage over Latin America, an extensive global teleport infrastructure, and iDirect's ground system capabilities.

Managed by SES, the network is entirely flexible and scalable, with innovative technology allowing COMNET to set parameters to better allocate bandwidth more efficiently. Because bandwidth is dynamically allocated, operational costs are reduced enabling COMNET to provide premium connectivity at a competitive rate to under-served geographical areas in Central America.

**Delivering cloud and edge services with more expansive reach, better scale, lower latency and stronger service level agreements.**





## SES Partner Programme empowers COMNET to deliver satellite-based network solutions optimized for cloud services.

Through SES's partnerships with cloud providers including IBM, Microsoft and Amazon Web Services, COMNET is now better equipped to deliver high-performance connectivity to support services such as Infrastructure as a Service (IaaS), Software as a Service (SaaS), and Platform as a Service (PaaS), in addition to Internet of Things (IoT), edge compute, and Artificial Intelligence (AI) services. Increasingly, these services are critical to COMNET's end-users across all their industry segments.

Our global IP-based terrestrial network is optimized for high-performance peering with our cloud service provider partners, data centre interconnection providers, and content delivery network and caching partners. This helps COMNET achieve lower-latency performance, accelerate cloud application delivery, provide a private end-to-end connection to customers' cloud provider of choice, and improve end-user quality of experience for a wide range of services.



**SES enables COMNET's end-customers across multiple verticals including the agro, energy, construction, banking, and tourism industries to operate more efficiently and effectively to generate better results.**

- Optimise plant operations
- Monitor systems and machines
- Maximise resources more efficiently
- Improve regulation compliance
- Connect equipment and operational technology
- Automate process controls



"The Internet we have now is much more stable thanks to the connectivity that COMNET and SES provide. It allows more efficiency and productivity since we now have more reliability, regardless of the weather conditions."

### **EDVIN LOPEZ**

San Diego Sugar Mill  
Chief of Infrastructure



"The connectivity provided by COMNET is part of our automation infrastructure. It is very important because it allows us to obtain all the electric metrics from the automatic generation control system. Their team is very professional, available 7 days a week, 365 days a year."

### **JULIO RODAS**

Chief Production Control and Automation Division  
INDE



For more information about COMNET,  
visit [www.comnetsa.com](http://www.comnetsa.com).

**COMNET  
HEADQUARTERS**

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For more information about the  
telecommunications services available  
from SES, visit [ses.com/networks](http://ses.com/networks)

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