



# OPPORTUNITIES for SATELLITE SERVICE in INDONESIA

BALI, SEPT 8, 2016

HERAMARWAN

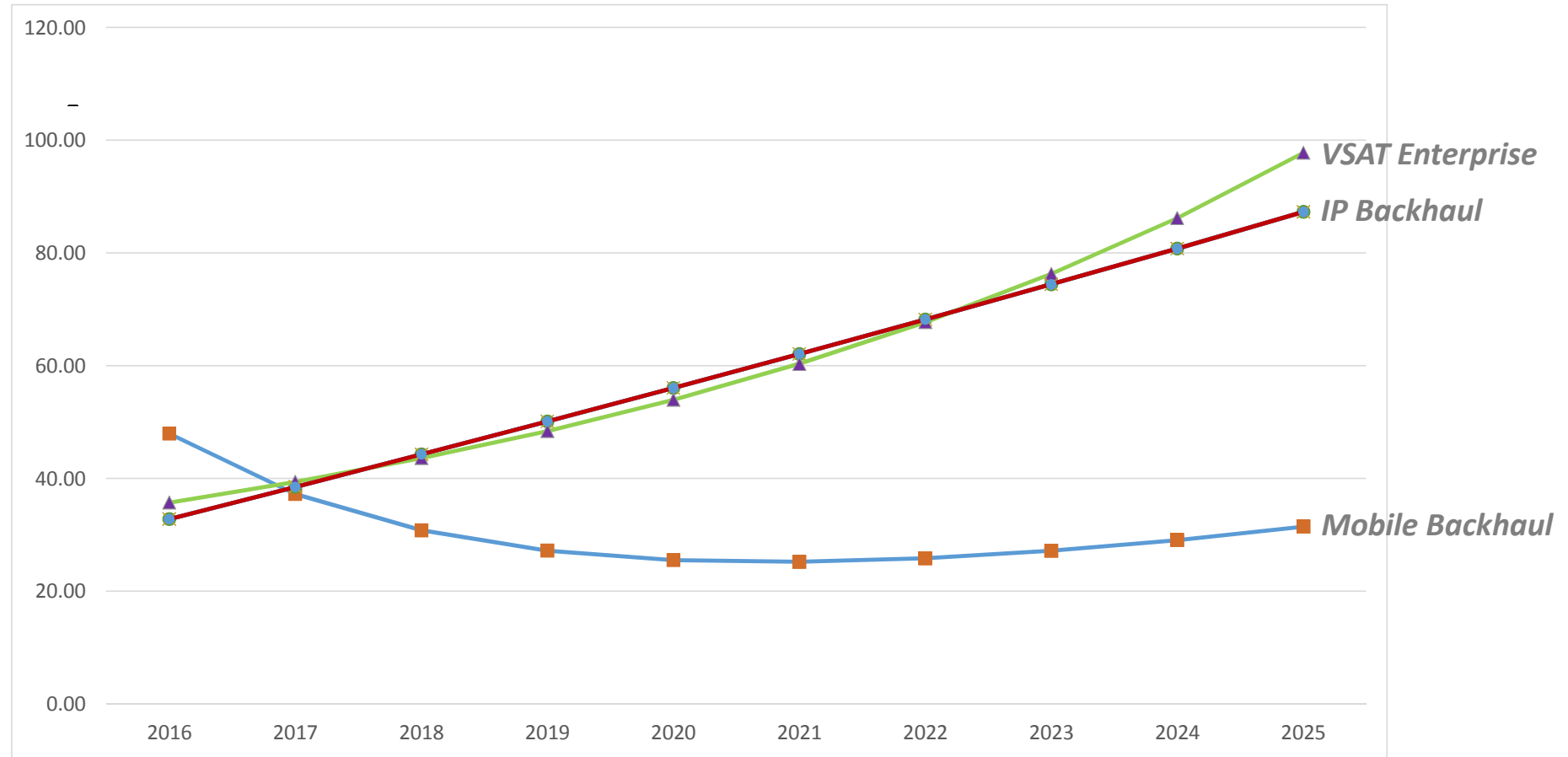


Telkommetra

# metrasat

by Telkom Indonesia 

# Future Outlook Transponder

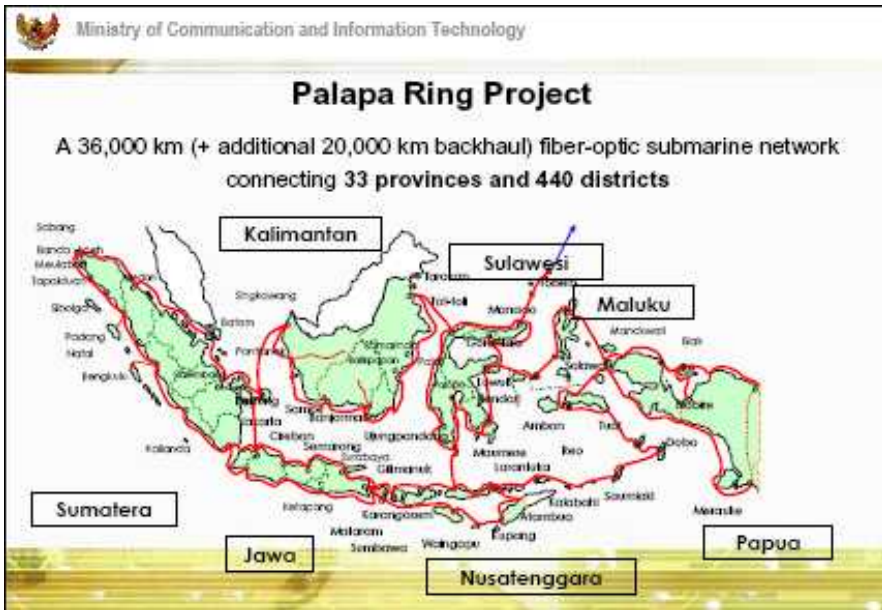


Source : Telkom WINS



# Internet User In Indonesia





Sulawesi Maluku Papua Cable System (SMPCS)



- **Already in operation : JAYAPURA – BIAK – SORONG – MANADO**

**NEXT PACKET :**

- **EAST PACKET --> NUSA TENGGARA TIMUR – MALUKU – PAPUA BARAT**
- **CENTRAL PACKET --> KALIMANTAN – SULAWESI – MALUKU**
- **WEST PACKET → RIAU ISLANDS - NATUNA**



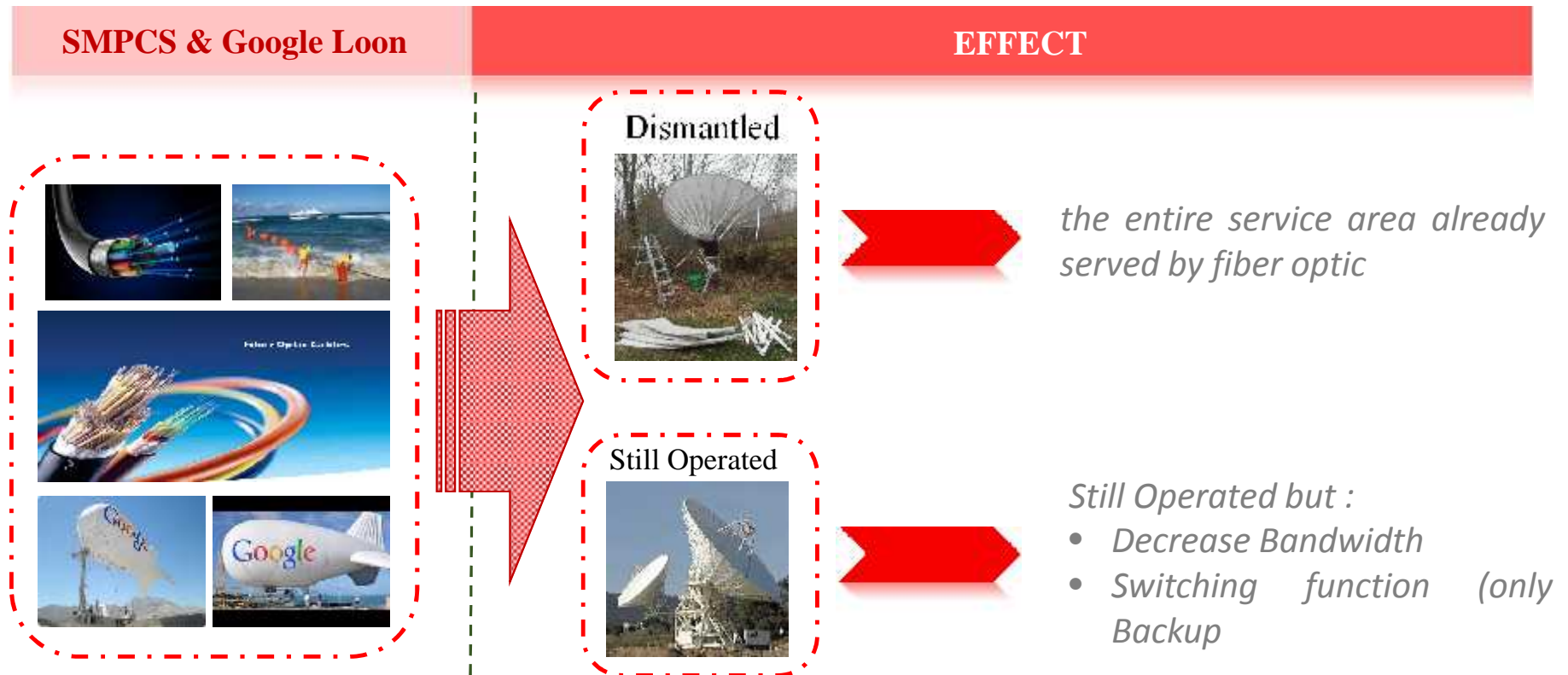
# Satellite Service Killer In Indonesia



*2016, Google Loon Project is on trial by Indosat .*

*Source : POJOKSATU.id & CNN Indonesia*

# Impact For Satellite Business



# Opportunities For Satellite Services

New Revenue from :



- 1 USO Project
- 2 SMPCS Backup
- 3 Consumer Broadband
- 4 BTS BACKHAUL for 4G/LTE
- 5 Government Project
- 6 Maritime

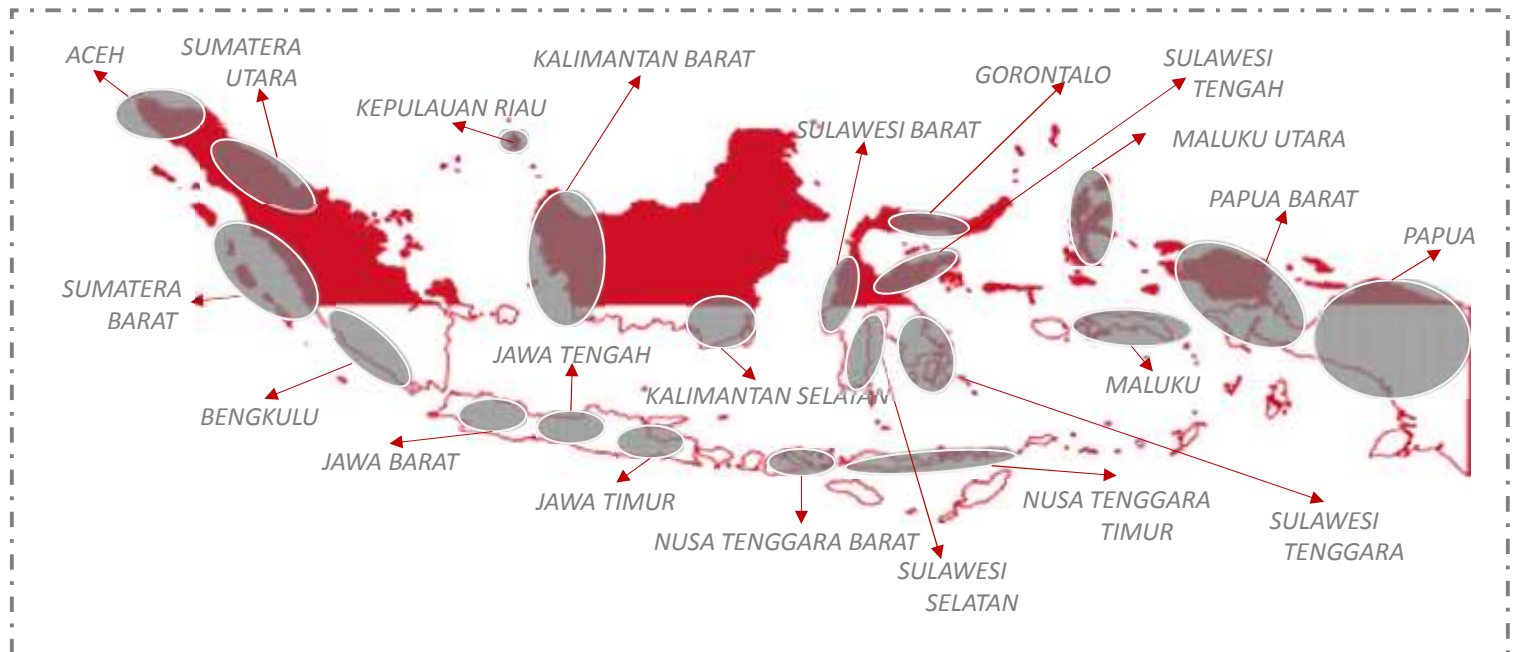
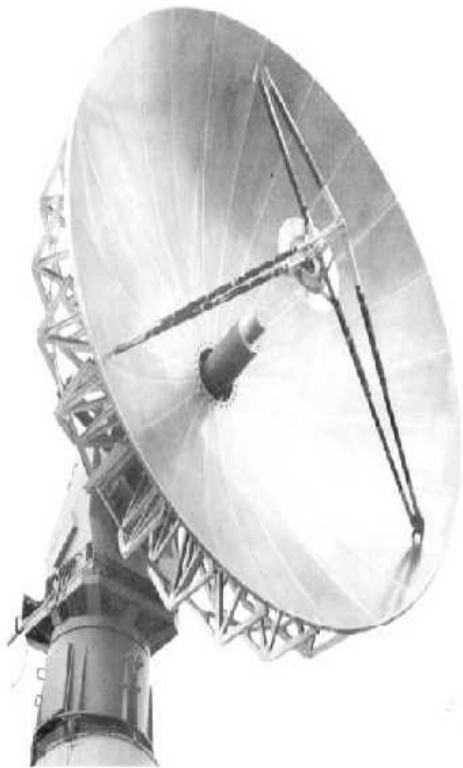
# Opportunity For Satellite Service

## New Revenue from :

1

### USO Project

- ACEH
- SUMATERA UTARA
- SUMATERA BARAT
- BENGKULU
- SULAWESI SELATAN
- JAWA BARAT
- JAWA TENGAH
- JAWA TIMUR
- SULAWESI BARAT
- SULAWESI TENGAH
- KEPULAUAN RIAU
- KALIMANTAN SELATAN
- KALIMANTAN BARAT
- MALUKU
- SULAWESI TENGGARA
- GORONTALO
- NUSA TENGGARA BARAT
- NUSA TENGGARA TIMUR
- MALUKU UTARA
- PAPUA
- PAPUA BARAT





# Opportunities For Satellite Services

New Revenue from :

2

SMPCS Backup & Cities to SMPCS landing point



# Opportunities For Satellite Services

New Revenue from :

3

Consumer  
Broadband



## Features :

- BASIC QUOTA 3 Mbps
- HIGH SPEED INTERNET ACCESS
- SPEED UP TO 2 Mbps / 0.5 Mbps
- TOP UP via WEB and VOUCHER

# Opportunities For Satellite Services

New Revenue from :

4

4G/ LTE BTS  
BACKHAUL





# Opportunities For Satellite Services

New Revenue from :

5

Government  
Project



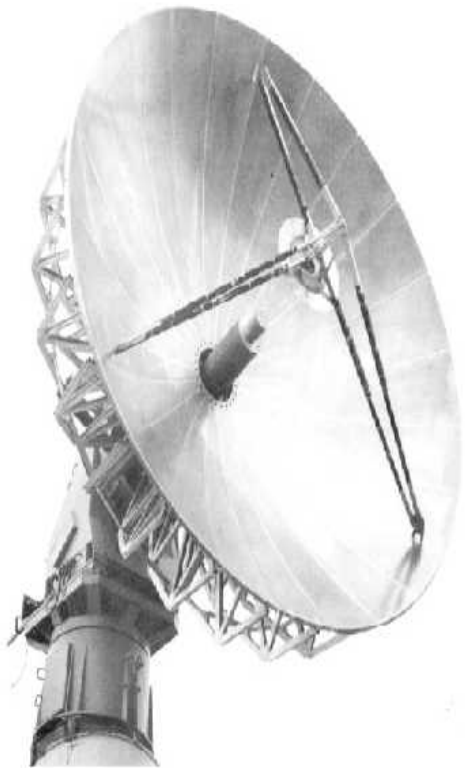


# Opportunities For Satellite Services

New Revenue from :

6

## Maritime



### Commercial Vessels



Safety & Navigation  
AIS, LRIT, ECDIS,  
Arrival/Departure Form  
Ship Ops. and Mgmt.  
including Remote  
Maintenance &  
Diagnostics

Crew Welfare  
Cargo Tracking  
Accounting  
Basic Comm.

Different characteristics of each ship, however there are general services and the specific services.

General Services :

1. Basic Communication
2. Compliance (AIS, LRIT, ECDIS, Arrival/Departure Form)
3. Accounting.

### OFFSHORE



ERP  
Safety & Navigation  
AIS, LRIT, ECDIS,  
Arrival/Departure Form  
Remote Equipment Ops. and  
Mgmt. including Maintenance  
& Diagnostics

Live Video Monitoring &  
Surveillance  
Big Data Analysis  
Remote Training  
Crew Welfare  
Accounting  
Basic Comm.

### Government Ship/Military



Safety & Navigation  
VMS, AIS, LRIT, ECDIS  
Track Ships

Launch and Coordinate  
Operations at Sea  
Weather Forecast  
Basic Comm.

### Passenger Ship



Safety & Navigation  
AIS, LRIT, ECDIS,  
Arrival/Departure Form  
Ship Ops. and Mgmt.  
including Remote  
Maintenance &  
Diagnostics

E-Payment  
TV Satellite  
Cellular Switch Access  
Internet  
Accounting  
Basic Comm.

### Fishing Ship



Safety & Navigation  
AIS, LRIT, ECDIS

Fish-finder  
Weather Forecast  
Accounting  
Basic Comm.

Source: Sharing Vision



THANK 

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