



# **EUTELSAT, AT THE HEART OF A DIGITAL WORLD**

August 2019

# SIMON GRAY

- Senior VP of Humanitarian Affairs
- ITU Advisory Board member on devising global disaster and development communication strategy
- Board member of GVF elected to the board by 187 satellite companies
- Emergency Telecommunication Cluster (ETC) Plenary Board Member representing the satellite industry
- Managed over 380,000 VSAT installations across 4 continents
- Designed the largest satellite training scheme – Training over 12,000 engineers in VSAT technologies in classroom courses.
- Coordinated the Crisis Connectivity Charter for the first 2.5yrs up to its operational debut. in 2018

# Why do we need VSATs

## METRIC 1 – TIME

Africa has a

**0.7%**

**Penetration of fixed line connections**

**This figure goes up by 0.1%/yr for the last 5 yrs.**

## METRIC 2 – COMPLIMENTARY TECHNOLOGIES

- The US and Western Europe are the biggest consumers of internet via satellite

## METRIC 2 – COMPLIMENTARY

- 
- ▲ 4G area coverage 46%
  - ▲ IOT networks require better geographical coverage



## **METRIC 3 – COST**

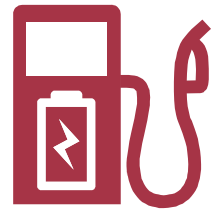


- ✓ Satellite infrastructure costs are free**
- ✓ All Financing, Design, Operational and Maintenance costs are free**
- Your population is connected immediately – No delay**

## CONCLUSIONS FROM THE METRICS



**TIME**



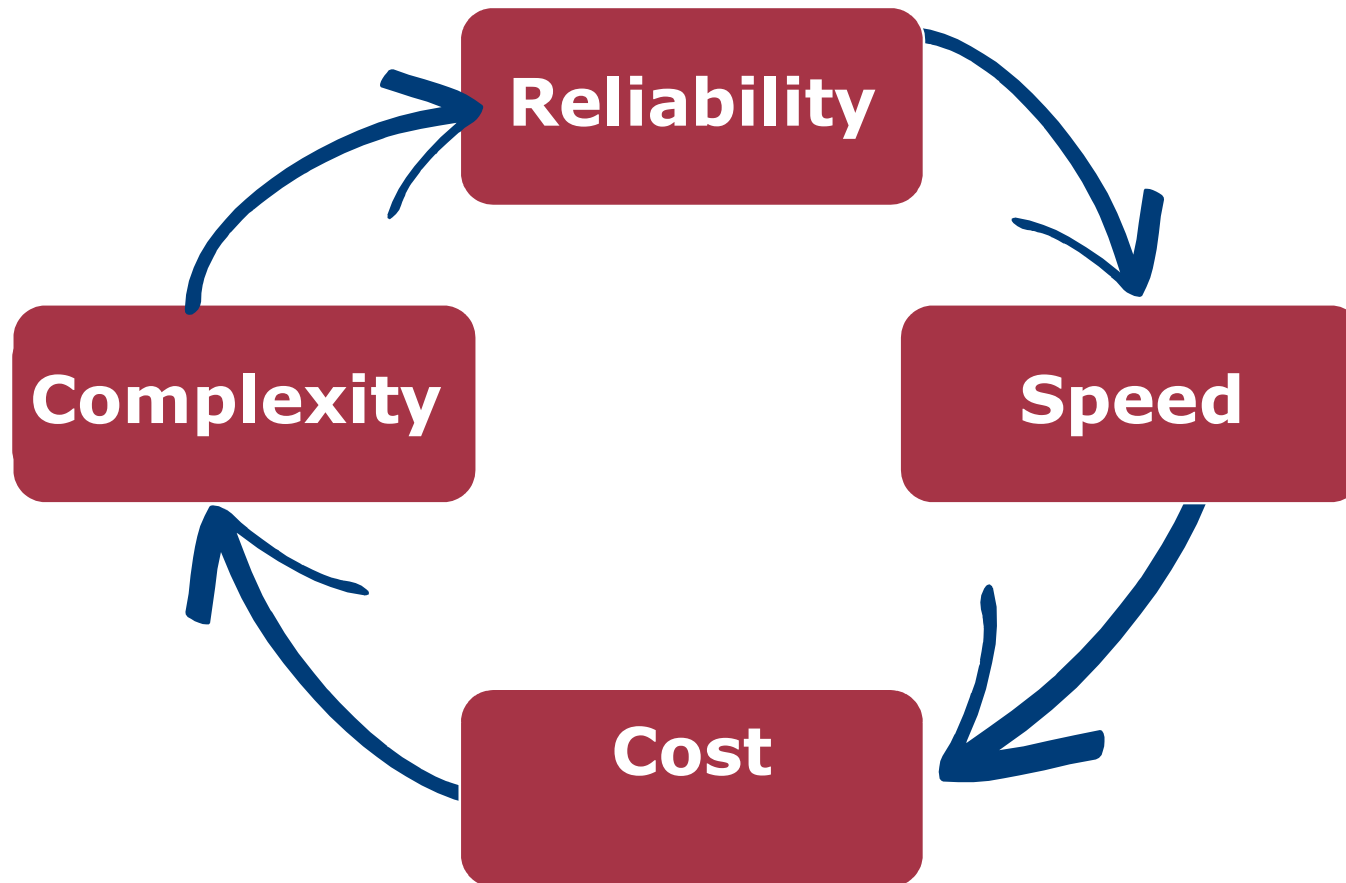
**Complimentary**



**COST**

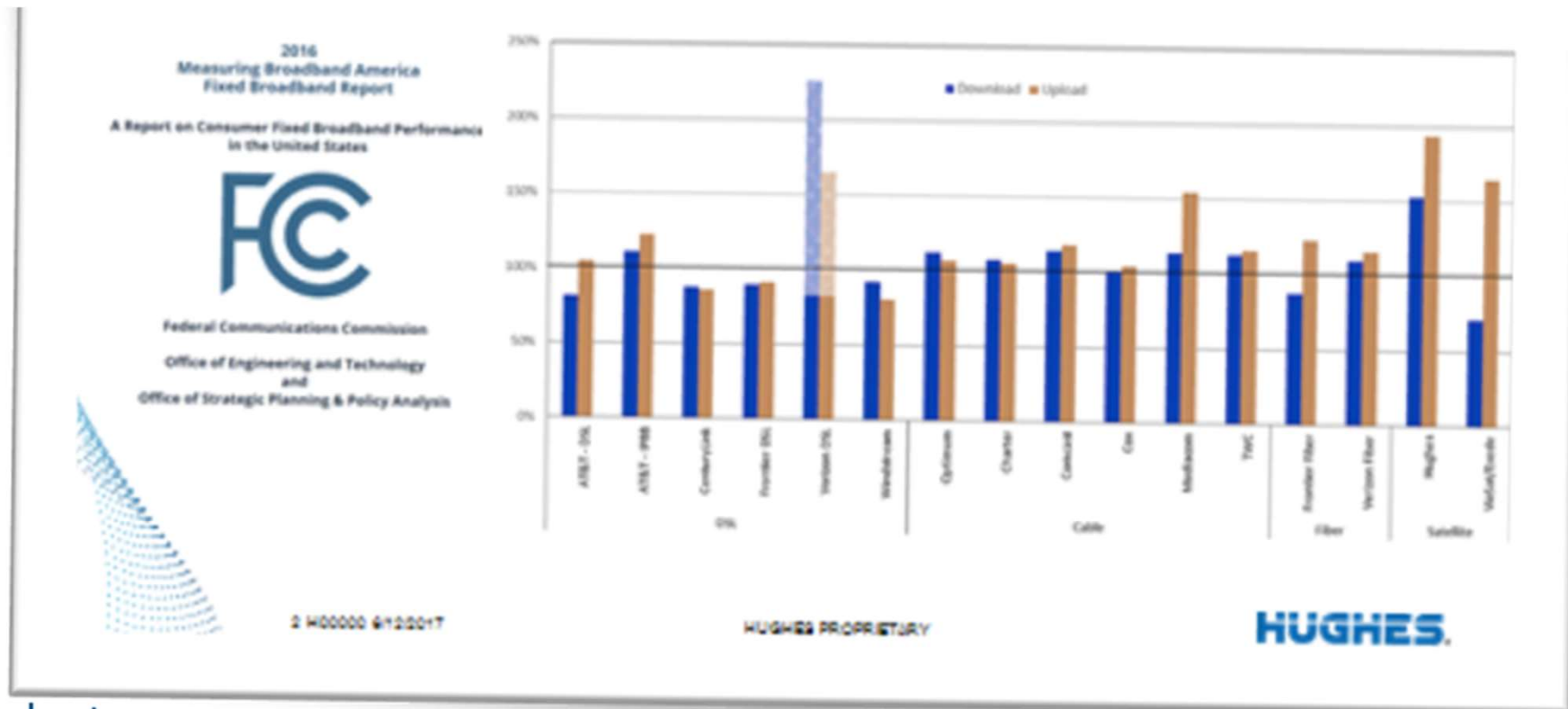


# QUANTUM SHIFT



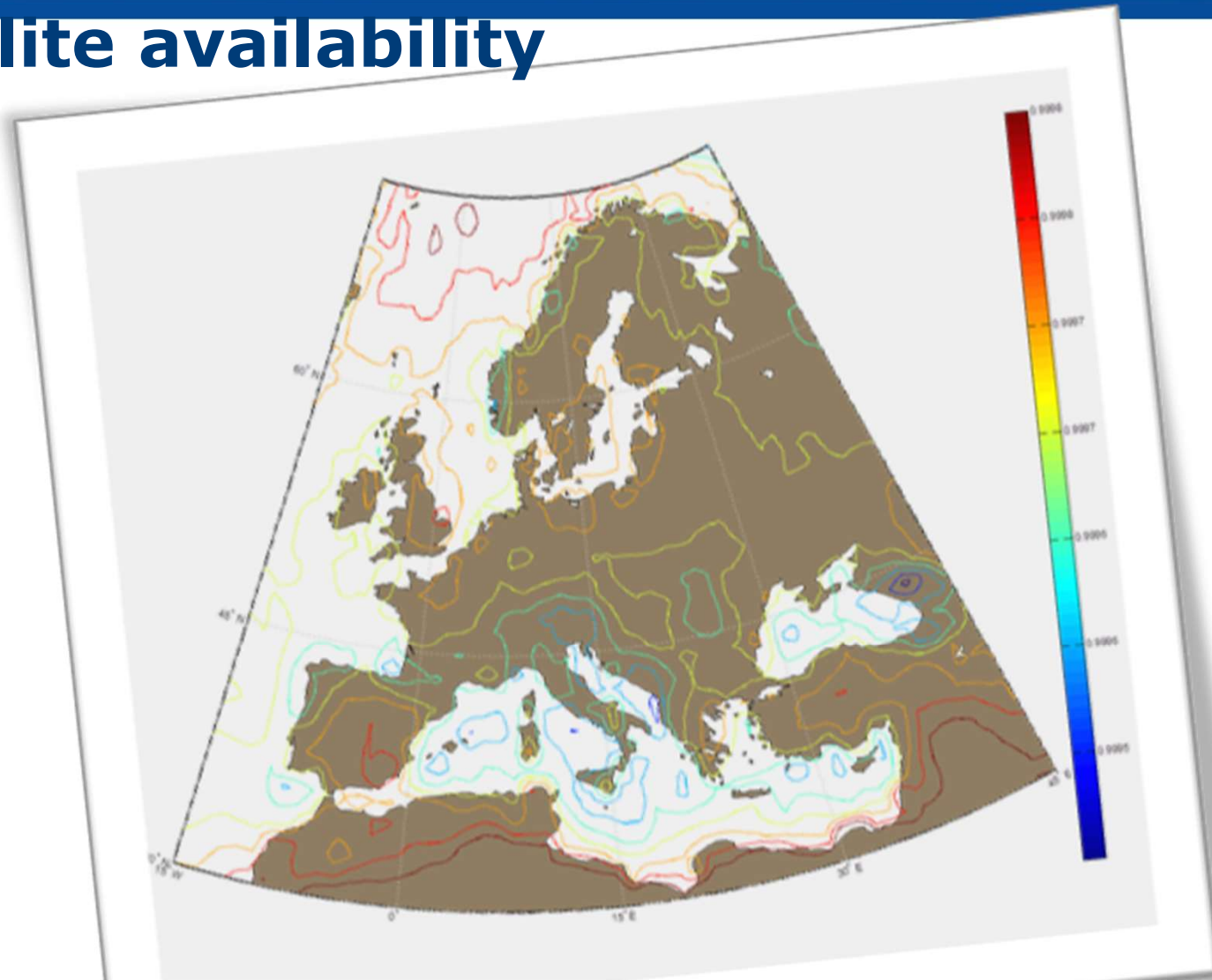
## RELIABILITY - US

Internet via satellite is now the most reliable form of connection in North America for the last 2 yrs.



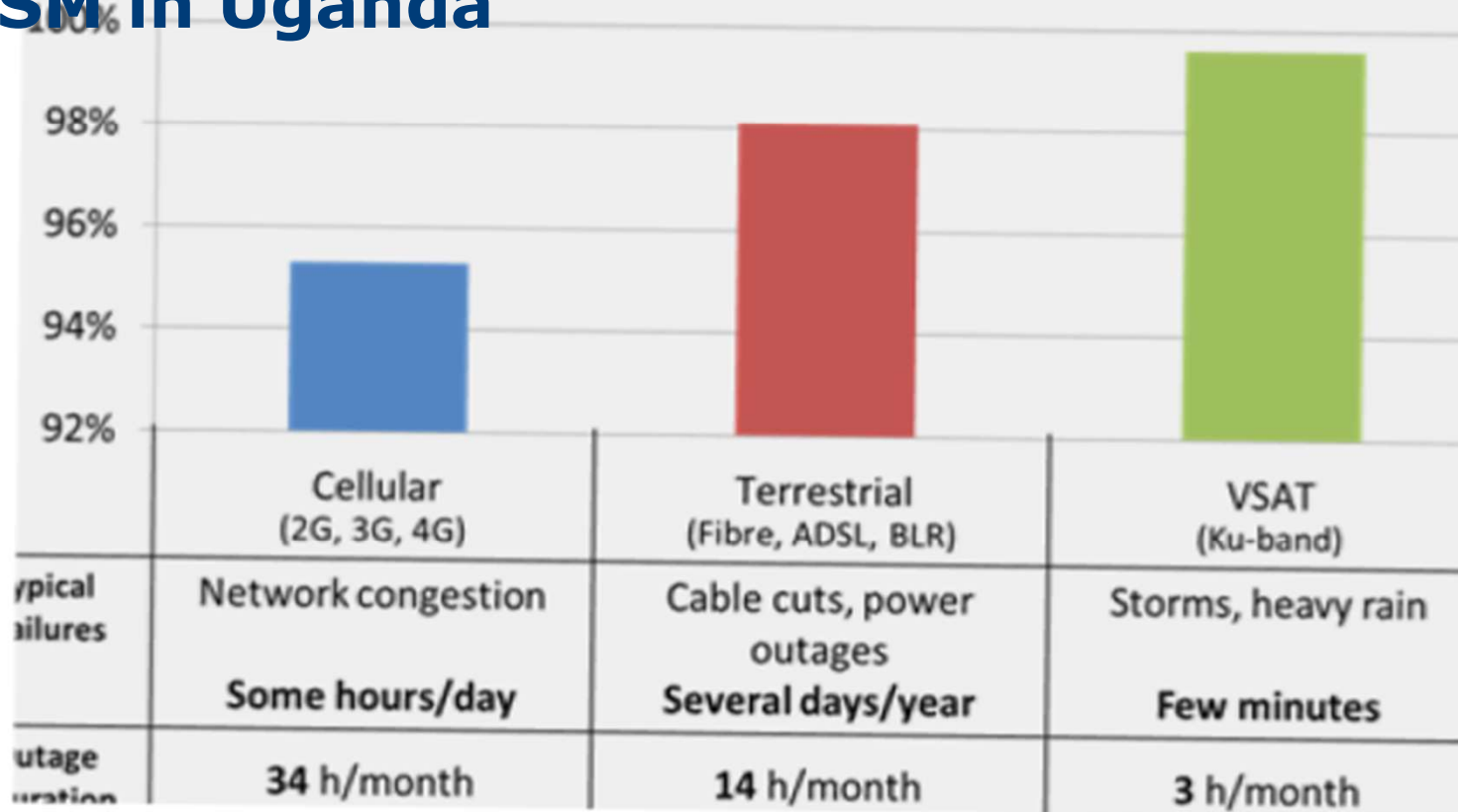
## RELIABILITY - EUROPE

# Eutelsat Satellite availability 99.999999



## RELIABILITY - UGANDA

**1.5% more reliable than fibre & 3-4% more than GSM in Uganda**



# COMPLEX

## Older system

- Large >3M antenna
- Deployment 1-3 weeks
- Highly level engineers
- Maintenance & operation
- Civil works
- Logistics



## Consumer system

- 80cm
- Deployment 1-2hrs
- Self installation
- Consumer based spares & maintenance
- No civil works
- Easy Logistics



# COST

## Older systems

- /// **System Cost – 15K-50K**
- /// **Broadcast infrastructure so expensive bandwidth**
- /// **Expensive Deployment**
- /// **Expensive installation**
- /// **Civil works**

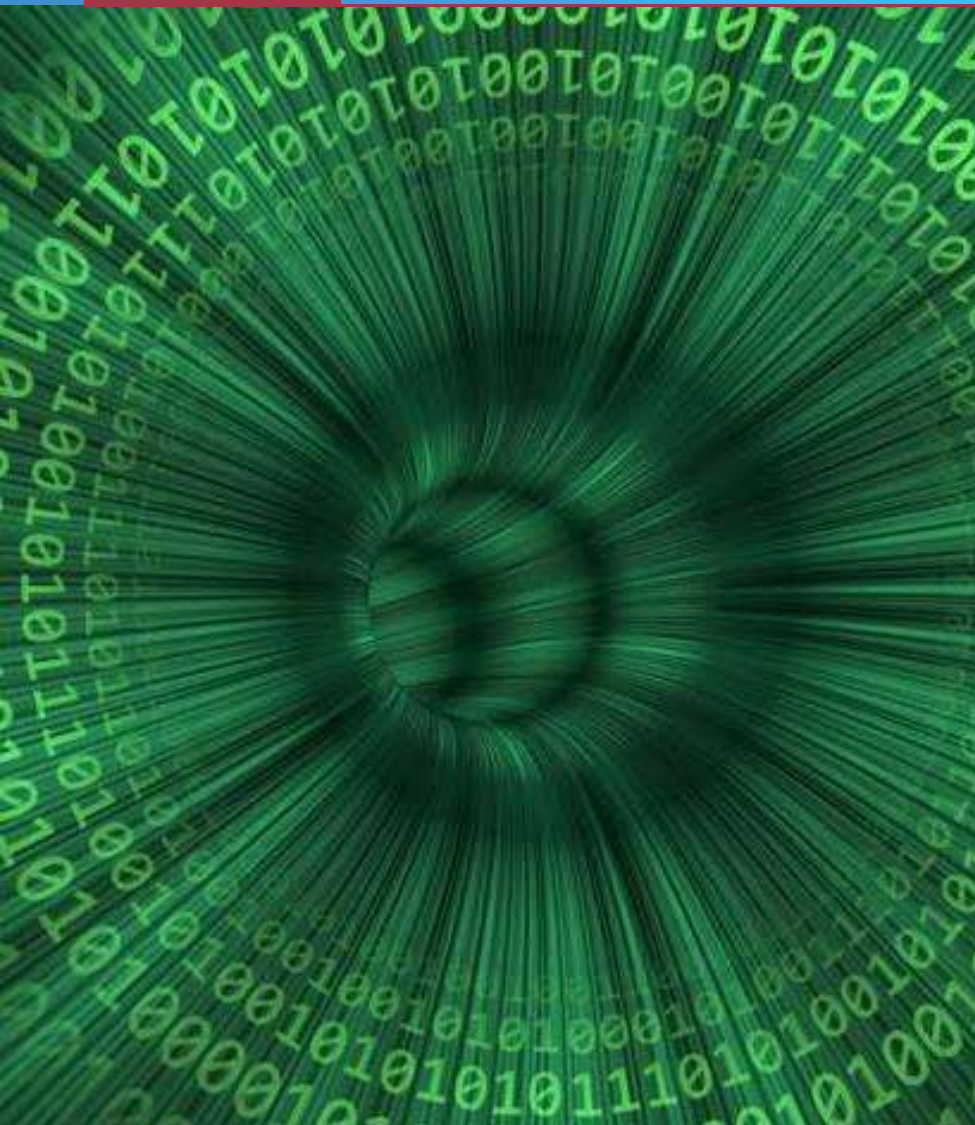


## Latest generation

- 80cm
- Terminal Cost - \$250 ex-works
- Subscriptions starting at \$25/month
- Deployment
- Less expensive bandwidth
- Consumer based spares concept
- low cost Logistics



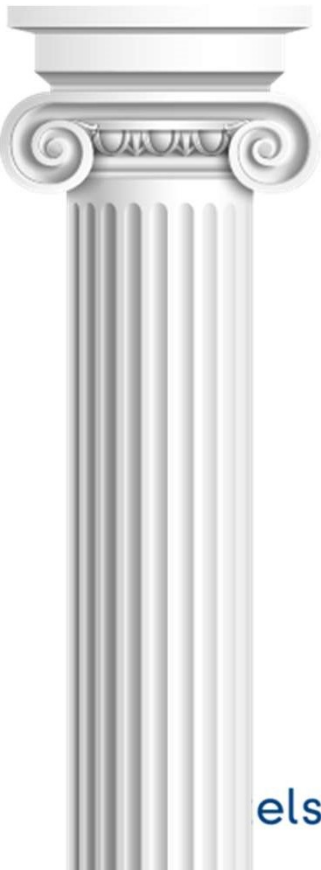
# SPEED



- // **High speed throughput**
- // **Extra HTS bandwidth = Higher speeds**
- // **100Mb/s down and 20Mb/s on the return for a \$250 terminal.**
- // **Deployment 1-2hrs**
- // **Easy and fast Logistics chains**
- // **Self deployment**

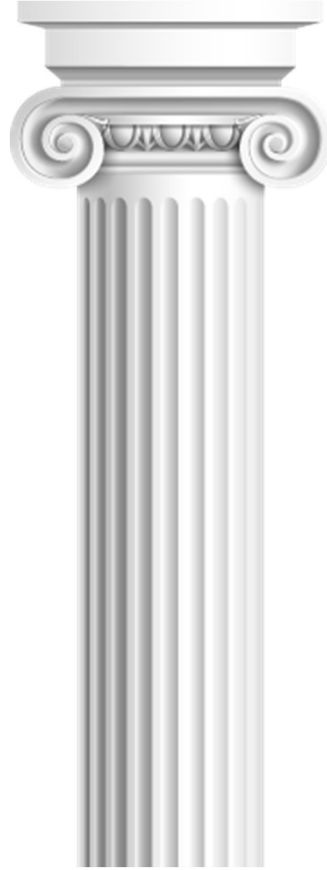
# TECHNOLOGY INNOVATIONS

**ACM**

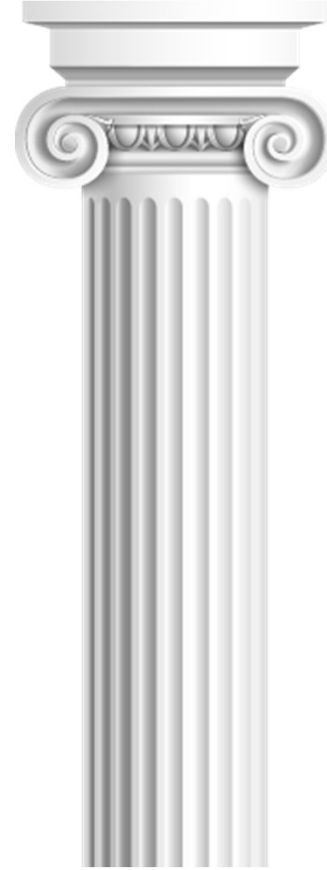


elsat

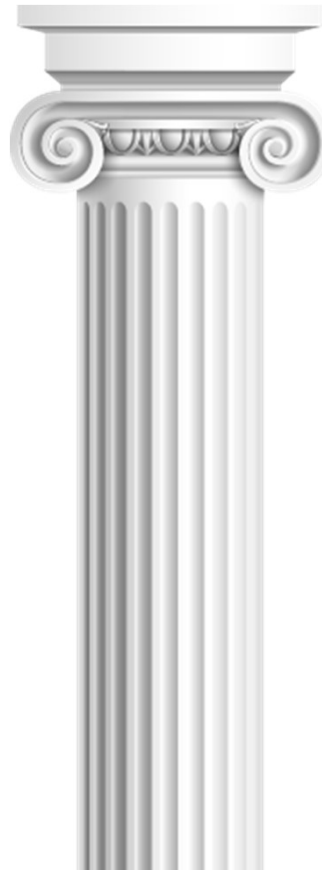
**Automated  
uplink power**



**Dynamic Return  
link carrier size**

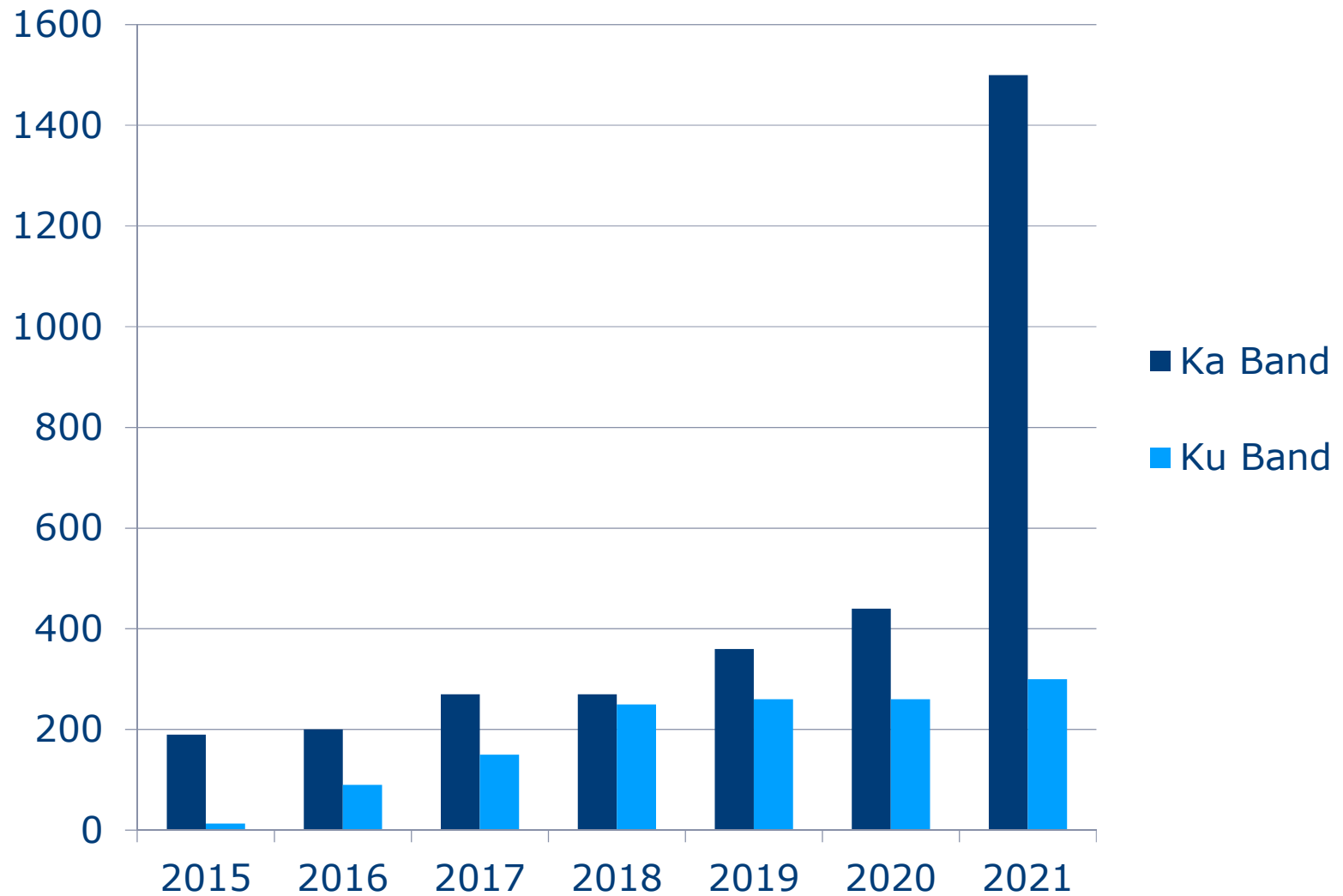


**HTS**



# HTS BANDWIDTH

**Gb/s  
bandwidth**



# BENEFITS



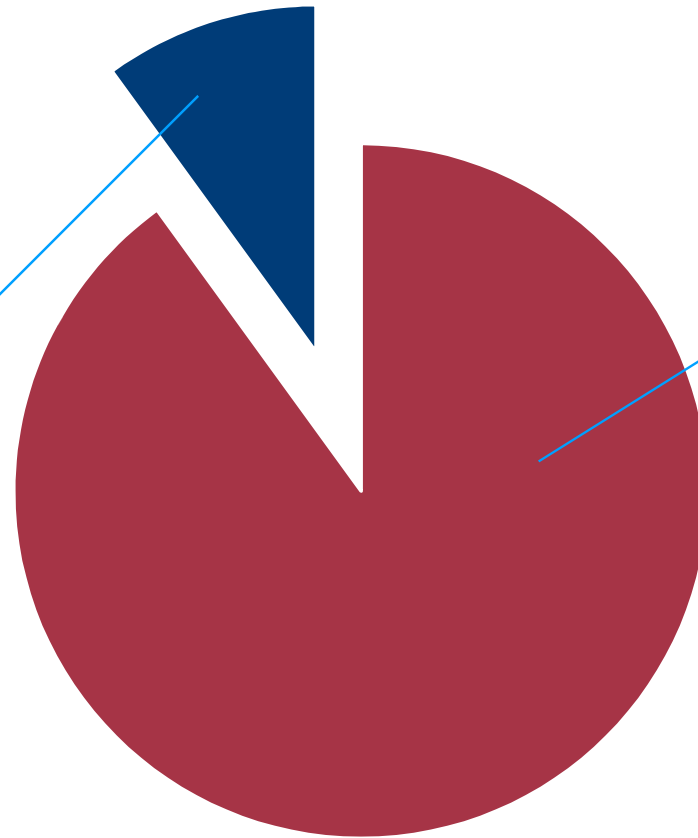
/// **Increased GDP**

/// **Increased economic activity & innovation**


/// **Increased foreign investment**

/// **Education**

# CONCLUSION: SATELLITE IS READY TO BE PART OF THE STRATEGY





The background features a dark blue space-themed aesthetic. It is filled with numerous thin, glowing blue arcs that represent satellite orbits or signal paths. Interspersed among these arcs are several bright, multi-pointed light flares or starbursts, creating a sense of dynamic energy and technology. The overall color palette is dominated by various shades of blue, from deep navy to bright cyan.

**THANK YOU**  
Any questions