Satellite Service in Pacific Islands Countries

Country experiences

Suzanne Malloy, VP Regulatory Affairs

An Alternative Approach
Fiber without the Cable

How O3b Delivers

- O3b's global spectrum use today:
  - Uplink: 27.6-28.4; 28.6-29.1 GHz
  - Downlink: 17.8-18.6; 18.8-19.3 GHz

- 12 satellites in non-geostationary orbit

- Beam size: ~700 km diameter on the ground

- Fiber-like latency and capacity

- Customers: Governments, carriers, large enterprises, international organizations

Limited service(s) ± 62° Latitude

Standard service(s) ± 45° Latitude

Portugal   Greece

S.W. USA   Pakistan

Hawaii

Peru

Brasil

W. Australia
E. Australia

Gateway

2 years in service

O3b Networks
Fiber Speed, Satellite Reach.

O3b serves the Pacific...

We are the satellite market leader in the Pacific with 7.75Gbps under contract—connecting as many island nations as fiber in the region

O3b's second year anniversary achievements include:

- 8 new satellites under construction (greater coverage to meet demand)
- 40 customers in service
- 31 countries with live customers

Unparalleled Speed and Quality

O3b offers tailored, cost effective solutions and scalable bandwidth, to allow flexibility and the ability to grow with demand.

Digicel, Papua New Guinea

Oi/Timor Telecom, East Timor
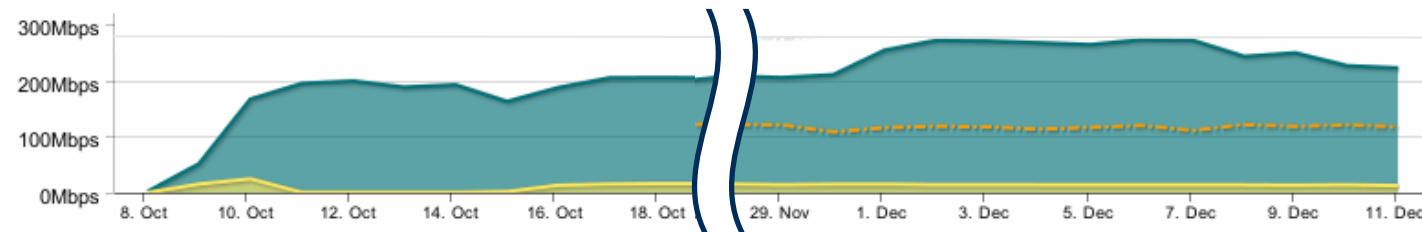

Telecom Cook Islands, Cook Islands

PNCC, Palau

Rapid Upgrades

O3b has seen massive upgrades by many customers, often very quickly after the O3b service is activated.

Actual Customer Example: From 155Mbps to 290Mbps in 3 months

What is driving this growth?

- Price elasticity: Affordability = higher data volumes
- Higher performance links support higher bandwidth applications
- Improving user QoE leads to more usage

Enabling the transition to 3G

Antananarivo, Madagascar
Truly Diverse Route for Uncompromised Business Continuity

o3b Networks
Fiber Speed, Satellite Reach.

Key business challenges:

- To capture growth in the enterprise segment without redundancy

- Load balancing during peak hours for LTE service

Key local challenges:

- Limited competition in international connectivity provisioning

- Remote location stipulating large investments in submarine fiber

The O3b solution:

- Load balancing using submarine fiber and O3b offer comparable QoE

- A true diverse route with no identical point of failure
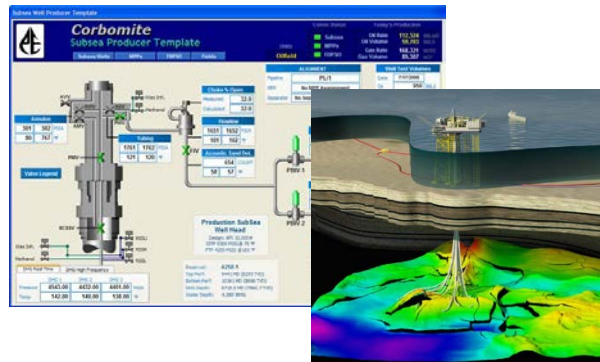
O3b is becoming a strategic enabler for energy

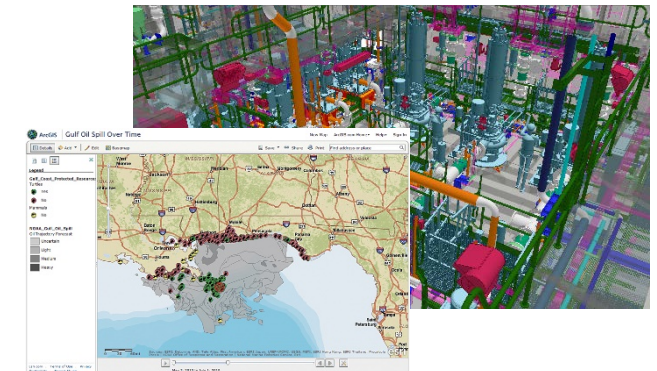**Improved Asset
Maintenance & Integrity**

**Enhanced
Collaboration**

**High Frequency Real Time
Monitoring**

**Advanced Field Management
& Production Optimization**

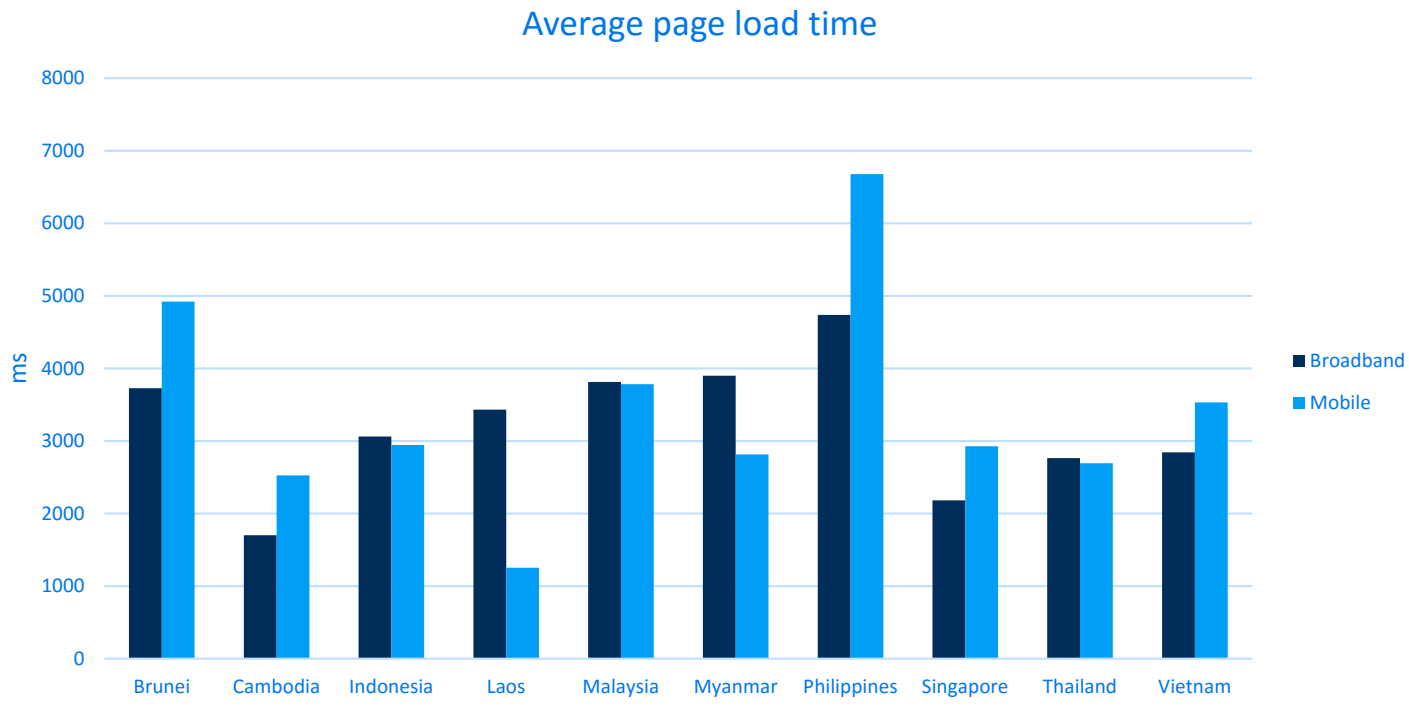**Improved
Crew Welfare**

**Sophisticated Information
Management**

The Challenge: Consistent performance needed for Cloud
A unified IT architecture demands consistent performance
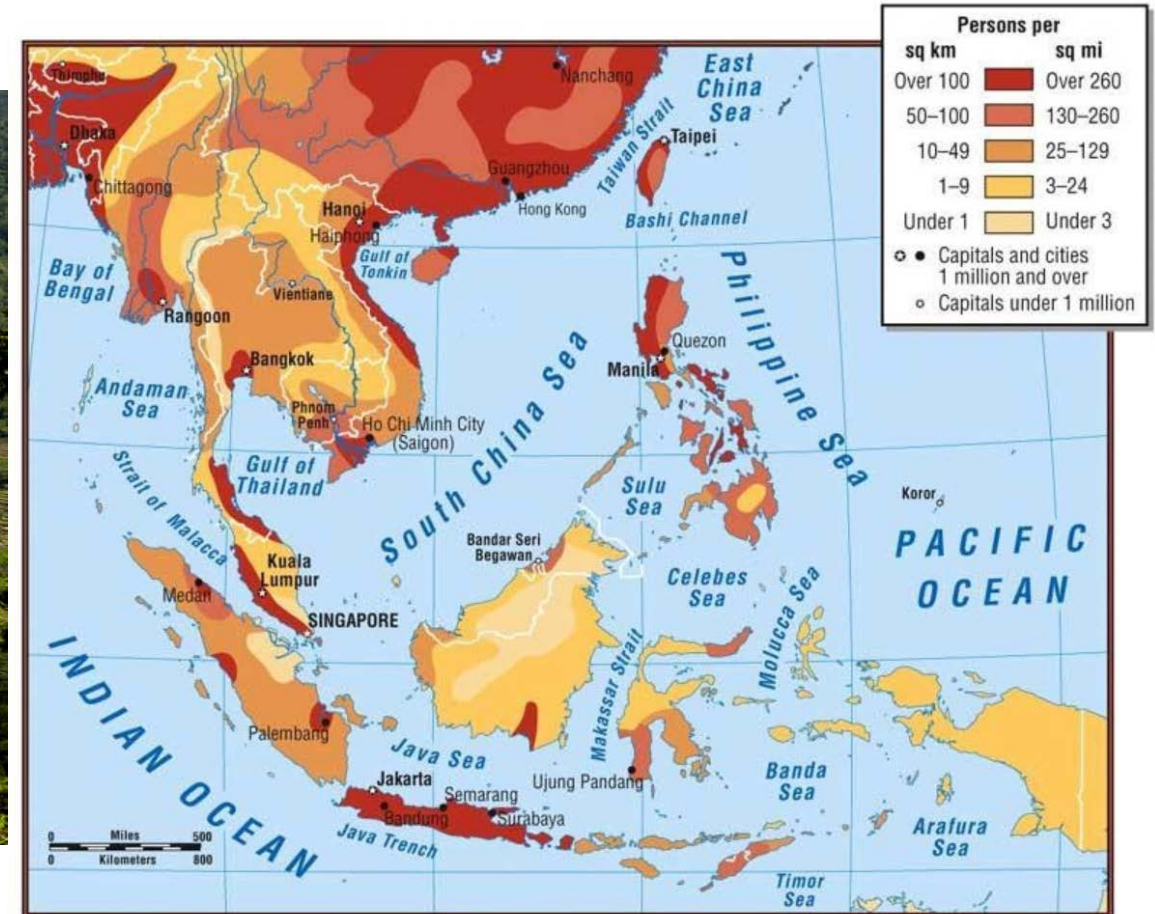

The network performance can vary across the region

Average page load time

Source: Akamai

The Challenge: The Tyranny of Distance
A disbursed population still needs connection

More than 43% live in rural areas on average across East Asia and the Pacific

More than 67% live in rural areas on average across South Asia

Pan African Peace-Keeping Network
Migrating to the Cloud and Saving Lives

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Key business challenges:

- Rollout of shared cloud and ERP services to 7 UN agencies

- 22,000 staff working in largely different environments around the world

Key local challenges:

- Inconsistent local network performance

- Operations in conflict zones

The O3b solution:

- Low latency capacity compatible with cloud applications

- A flexible solution that can be redeployed

Future prospects
A scalable approach to ensure growth enablement

- 8 additional satellites – *Coming 2017-2018*
  - More capacity
  - Larger coverage
  - Efficiencies of scale

In support of future data demand

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