

Discover the Power of Mobile Reach

Mobile Reach is a managed cellular backhaul solution enabling Mobile Service Operators to expand their network and services coverage to rural areas and sparsely populated regions. Our solution combines the power of satellite with state-of-the-art ground network, a pay for minutes of use model, and is bundled as a fully managed service.



Backhaul Solution for Mobile Service Operators Providing Coverage in Rural Regions

Reach Further

- Serve rural areas and low density regions
- Fulfill universal service obligations for existing and new spectrum allocations
- Focus on increasing addressable market profitably by expanding network and services coverage

Deliver Faster

- Accelerate network deployment by leveraging fully operational ground and space segment backhaul network
- Be the first to market or answer regulatory deadlines
- Market test areas without fiber commitment

Be Flexible

- Allocate and/or increase bandwidth as needed to meet real-time demand
- Transition to high capacity model when warranted by growth rate
- De-allocated bandwidth is returned to shared pool, saving bandwidth charges
- Pay only for minutes of use, saving bandwidth charges

Much More

- Optimized for rural areas
- Freedom from efforts to acquire, deploy, maintain, and manage Customer Premise Equipment (CPE)
- Bandwidth deployments customized for thin routes
- Increased revenues resulting from greater capacity and coverage

BENEFITS AT A GLANCE

- Reduces the business and financial risks of expansion to sparsely populated regions
- Enables economical fulfillment of universal service obligations of spectrum award conditions
- Removes the need to perform connectivity dimensioning upfront when uncertainty is high
- Faster time-to-market using fully managed and operational ground and space segment infrastructure
- Pay for only used minutes. No need for dedicated bandwidth
- Improved satisfaction level due to carrier class reliability, availability, and 24/7 international support
- Scalability ease for future growth from well-engineered pooled satellite bandwidth
- Customized for improved performance and operational expense savings



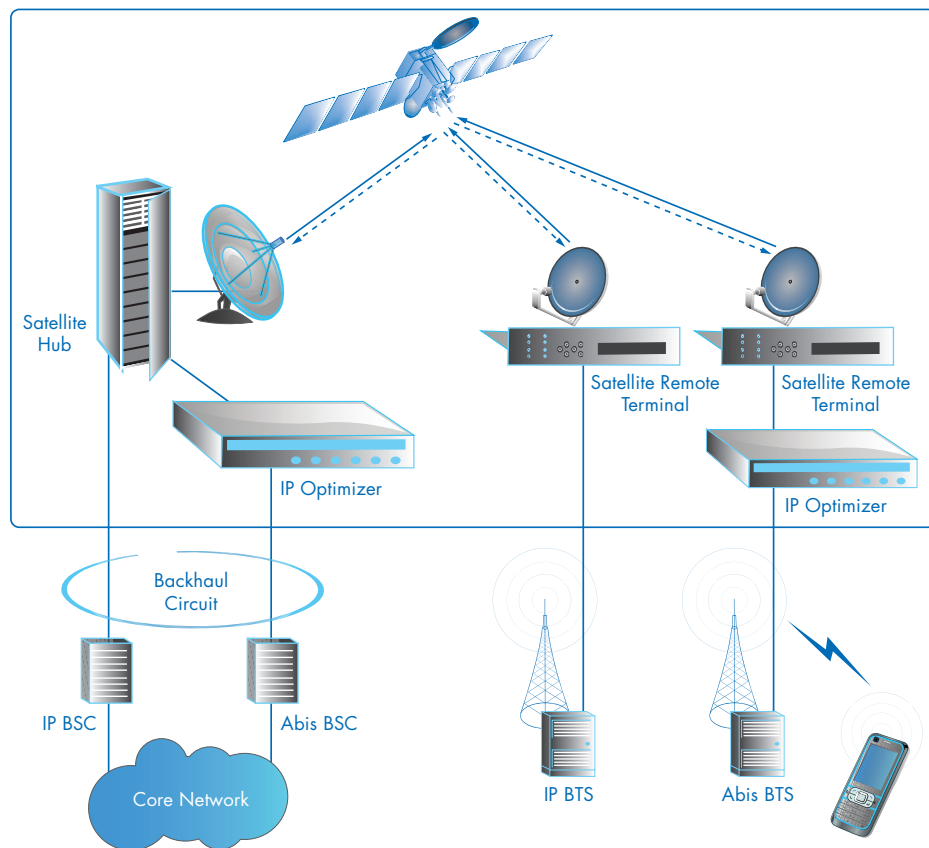
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Closer, by far

Mobile Reach Solution

Shared capacity satellite based solutions, such as Mobile Reach, are a natural fit for cell sites with smaller bandwidth requirements and/or whose traffic variability is high. Mobile Reach is an economical solution providing mobile telephony coverage to rural and sparsely populated areas, regardless of terrain.

Mobile Reach is an innovative offering. The solution results from Intelsat leveraging strategic partnerships to augment its core competencies with additional complementary competencies. Our partners possess expertise in shared bandwidth infrastructure systems, such as VSAT. They also have ground segment infrastructure and installation, operations, monitoring, and support capabilities in the local region where they work and live.



Mobile service operators enjoy a true one-stop-shop experience from initial consultation to order fulfillment with this managed service offering. All aspects are included: CPE sizing, pricing, ordering, installation, testing, and invoicing. Customers can now focus on building their Mobile Reach infrastructure and providing an Abis interface for connectivity.

Mobile Reach is customer friendly from installation to billing. One monthly service invoice is sent for customer review and easy payment. The invoice reflects a nominal fixed and variable cost based on monthly-minutes-of-use.

Intelsat's satellite solutions can meet your cellular coverage expansion and connectivity needs. We are the leading satellite service provider in the world, and the global market share leader for satellite based cellular backhaul solutions for mobile service operators.

www.intelsat.com/mobilereach

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SALES CONTACTS

Africa

+27 11-535-4700
sales.africa@intelsat.com

Asia-Pacific

+65 6227-3024
sales.asiapacific@intelsat.com

Europe & Middle East

+44 20-8899-6035
sales.eme@intelsat.com

Latin America & Caribbean

+1 305-445-5536
sales.lac@intelsat.com

North America

+1 202-944-7025
sales.na@intelsat.com

General Inquiries

gsmreach@intelsat.com

Bringing the World Closer, by Far

Intelsat has empowered customers to navigate the world of global communications for over 40 years. Intelsat is the leading provider of fixed satellite services (FSS) worldwide.

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