

# Mobile Reach<sup>®</sup> | SmallCell

## Managed Small-cell Network Expansion



### Efficiently Expand Your Network and Serve Customers Everywhere You Have to Be

Mobile Reach SmallCell, an end-to-end managed solution, helps you expand your network coverage efficiently into low-ARPU regions that lack electrical infrastructure and were previously uneconomical to serve, giving you an edge toward profitability, not just necessity.

Address regulatory requirements, comply with Universal Service Obligations, and access monies associated with Universal Service Funds through a combination of equipment, installation, high-throughput connectivity, and managed services. Mobile Reach SmallCell includes everything you need to deploy a new site and bring new subscribers onto your network.

### Manage Capital Spend to Suit Your Business

Your business model drives how you supply the capital needed for deployment, and Mobile Reach SmallCell provides financing options, services and all of the equipment you need to deploy new small-cell sites. Whether you choose to finance the equipment up front, or leverage our equipment-as-a-service option, you have the flexibility to manage your capital and focus on your business priorities. Meanwhile, Intelsat will work with you to deploy, maintain, and manage an end-to-end solution that is suited to your needs.

### The end-to-end Mobile Reach solution includes:

- Installation and management of satellite backhaul and power components
- Small-cell RAN equipment
- Solar panels and batteries
- 20m monopole
- Satellite hub and remote VSAT equipment
- High-throughput satellite connectivity to all sites

### Benefits At-A-Glance

- Mitigate deployment risks and drive immediate growth
- Cover almost any location and allocate demand to where it's most needed
- Share capacity and spread costs across multiple sites with high-throughput satellites and global coverage
- Manage upfront equipment investment and free up capital
- Leverage the same solution to add capacity and improve quality-of-service for current subscribers



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*Envision. Connect. Transform.*

You can support the requirements of small-cell sites regardless of location and geography. With the efficiency enabled by Intelsat Epic<sup>NG</sup> high-throughput satellites, you'll leverage equipment that's smaller and less power-hungry. High-efficiency VSAT equipment facilitates deployments using solar power to eliminate the cost and security issues of diesel-supported equipment. Overall, hardware has a lighter footprint and operational expenses are reduced.



### Share Capacity Costs across Multiple Sites

The cost of a traditional point-to-point buildout, where each site's capacity is built and consumed independently, may be hard to justify for sites without an obvious and steady demand for high-ARPU services. But Mobile Reach capacity is point-to-multipoint, providing a pool of capacity over a wide region where many sites access and share it at once. Planning is simplified when it is based on the needs of the entire network instead of the individual needs of tens or hundreds of sites.

### Focus on Your Business and Users

Deploying and managing a satellite-based solution may be beyond your staff's abilities and your business interests. With Mobile Reach SmallCell you'll leverage the reach and speed of Intelsat's fleet of satellites and the years of experience brought by our team and our service provider partners. You'll expand your network with a solution that is suited to the needs of remote and sparsely-populated regions with a single fixed monthly cost, while you maintain focus on the business you know and reduce the effort needed to pursue new opportunities.

With the Mobile Reach SmallCell multi-site managed solution that's suited to your needs, you'll eliminate upfront equipment investment and staff training requirements. You'll grow your geographic footprint and subscriber base faster while focusing capital to support other revenue-generating activities.

## ABOUT INTELSAT

Intelsat operates the world's first Globalized Network, delivering high-quality, cost-effective video and broadband services anywhere in the world. Intelsat's Globalized Network combines the world's largest satellite backbone with terrestrial infrastructure, managed services and an open, interoperable architecture to enable customers to drive revenue and reach through a new generation of network services.

Thousands of organizations serving billions of people worldwide rely on Intelsat to provide ubiquitous broadband connectivity, multi-format video broadcasting, secure satellite communications and seamless mobility services. The end result is an entirely new world, one that allows us to envision the impossible, connect without boundaries and transform the ways in which we live.

[www.intelsat.com](http://www.intelsat.com)

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