



USE CASE

Intelsat Epic^{NG} Empowers Digital Transformation at Leading Pan-African Bank

The African banking industry is on the rise. Ongoing changes, such as the emergence of pan-African banking groups and mobile banking, are strengthening competition, deepening Sub-Saharan financial markets and improving quick, online access to money. To seize these new market opportunities, financial institutions, including a leading pan-African banking group that provides service to more than 10 million customers across 36 countries, are turning to satellite-based private networks to connect dispersed locations under one secure and reliable platform.

ABOUT

Since it has tens of thousands of branches, ATMs and POS machines, this banking institution ultimately wanted to centralize its middle and back office operations to improve efficiency and service standards and reduce cost. The bank's IT division connects the finance head office and its affiliates across 27 countries throughout Africa, enabling banking transactions and corporate data exchanges through its network.

REQUIREMENTS

As the bank embarked on a company-wide digital transformation strategy, it needed to enhance the existing corporate network to accommodate new digital services, which involved:

 <p>Significantly increasing the throughput of its current C-band corporate network</p>	 <p>Maintaining network resiliency against rain fade</p>	 <p>Scaling the network to support future ATM roll-outs</p>	 <p>Optimizing cost structure to maintain current network topology</p>	 <p>Minimizing additional expenditures and obstacles associated with hardware upgrades</p>
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THE SOLUTION

This banking conglomerate chose Intelsat Epic^{NG}, the only high-throughput satellite (HTS) network with highly reliable C-band spot beam capacity, which offered these unique benefits:



 <p>Open architecture allowed the bank to maintain its current network topology and modem vendor</p>	 <p>Backward compatibility meant it was able to leverage existing antennas and RF equipment</p>
 <p>Frequency reuse by Intelsat Epic^{NG} provided ample capacity to support future ATM roll-outs</p>	 <p>Reduction of the cost per bit of transmission</p>

OUTCOME & RESULTS

The unique digital payload of Intelsat Epic^{NG} enables higher efficiency and improved throughput for demanding applications, which resulted in:

 <p>Overall network throughput increase of 43% at NO ADDITIONAL overall bandwidth cost due to Intelsat Epic^{NG}'s higher efficiency</p>	 <p>Continued use of existing RF and antenna equipment (alleviated upgrade costs)</p>
 <p>Maintenance of current star and mesh network topologies</p>	 <p>A network that continued to be robust and resilient against rain fade</p>
 <p>An ability to upgrade to higher performance modems from its preferred vendor</p>	

BENEFITS

With the Intelsat Epic^{NG} partnership, the bank is now able to accommodate growing bandwidth demand across its pan-African network and strengthen its corporate banking services with:

<p>Digital transformation with interconnected applications across locations</p>	
	<p>Roll out of new services to grow customer base and strengthen competitive advantage</p>
<p>Retaining a network topology solution it is familiar with and mitigating its risk</p>	

Designed as a complementary overlay to the world's largest fixed satellite network, Intelsat Epic^{NG} is fully integrated with Intelsat's existing satellite fleet and global IntelsatOne[®] terrestrial network to provide enhanced performance, economics and simplified access. To learn more visit, www.IntelsatEpic.com.