



INTELSAT

Envision. Connect. Transform..

CASE STUDY

Intelsat Epic^{NG}'s High Throughput Satellite (HTS) Helps Boost Salmon Production in Chile

Chile is the second largest worldwide producer of salmon and one of the few coastlines suitable to farming practices. Farmed salmon—first introduced in Chile in 1979—now comprises approximately 90 percent of the country's \$3.5 billion aquaculture industry.

ABOUT

Chilean salmon farms are committed to delivering high-quality salmon for individuals to enjoy around the world. To deliver a robust supply that helps cover fluctuations in natural salmon cycle production, processes must be closely monitored. With more than half of aquaculture costs tied to feeding the fish, the weather conditions, water quality and feeding volumes, in particular, need to be continuously monitored. Colder temperatures or low visibility can decrease appetites of the fish, ultimately impacting vitality. To maintain around-the-clock insight into farming activities, ensure compliance with regulations and enable instant communications between the fish farming pontoons and personnel at headquarters, Andesat, a satellite service provider, took advantage of high-throughput satellite (HTS) technology.

REQUIREMENTS

The VSAT satellite communications system used by the Chilean aquaculture industry had hit a wall. Bandwidth limitations hindered operations and were unable to support data and video transmissions, from remote pontoons to headquarters. These transmissions were needed to continuously monitor local conditions and salmon feeding practices. Andesat determined that an HTS platform was the most viable option to provide the performance and reach to support efficient and safe business operations while out at sea. This included transmitting daily compliance reports to regulatory bodies and keeping crew members connected with family and friends.

The satellite vendor of choice had to deliver the ability to access bandwidth when and where needed, including:



Backward compatibility
with remote hardware
and VSAT



Reliable internet access
to connect
crew with loved ones



Efficient transmission
of high volumes
of live video from
fishing pontoons



Forward compatibility
with next generation
of antennas

SOLUTION

The Intelsat Epic^{NG} high-throughput satellite platform was the best choice to bring internet connectivity to pontoons at sea and at farming headquarters, delivering:



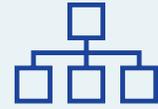
Guaranteed bandwidth for the increasing volume and size of pontoon video footage



High efficiency to reduce cost per bit for video, voice and data



Flexible connectivity between beams for hub location flexibility



An **open architecture** engineered for backwards compatibility of remote hardware

RESULTS

By deploying Intelsat Epic^{NG}, Andesat extends its network capabilities and improves business operations with dedicated, always-on capacity and high-performance connectivity. The results include:



Efficiency gains of up to 123% from hub to remotes



50% throughput increase using same remote hardware



Lower total cost of ownership with use of existing hardware



A future-proof infrastructure to support new mobility applications

BENEFITS

By taking advantage of HTS to support aquaculture activities, the Chilean salmon farming industry has benefited in numerous ways:



More efficient video monitoring of farming practices to boost fish vitality and minimize public health risks



Seamless transmission of required compliance reports on farming production and environmental data.



Improved quality of life for Chilean aquaculture industry to efficiently meet market demands

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.