



# Intelsat CellBackhaul

Non-terrestrial Cellular Backhaul for Providing Reliable  
Mobile Coverage Anywhere in the United States



## Mobile Coverage in Rural and Hard-to-Reach Places

While most of America is covered with mobile broadband, there are still many communities and land areas where coverage does not exist, mostly in rural and hard-to-reach places. Why? Primarily because high cost and low ROI associated with using traditional terrestrial backhaul to build out networks into these areas has made it impractical for mobile operators; and in many cases topographical challenges have made it unfeasible.

But what if there was a way to quickly and cost-effectively backhaul an entire network of cell sites anywhere, even the hardest to reach areas of the country?

## CellBackhaul for U.S. Mobile Operators

Intelsat CellBackhaul is a fully-managed, non-terrestrial cellular backhaul service that enables any mobile operator (or tower company) to expand mobile voice and data coverage beyond the economic and geographic limits of terrestrial backhaul, covering more communities, roadways, parks, and even remote vacation and construction sites.

With CellBackhaul, mobile operators can ensure a fiber-like experience for users everywhere they live, work and play, even in existing coverage areas where service disruptions occur due to terrestrial backhaul outages.

### Grow

- Cover more unconnected land area
- Connect more users (and things)
- Decrease time to turn up and time to revenue
- Capture new roaming revenue
- Qualify for FCC funds
- Deploy 4G, 5G and IoT in more places

### Compete

- Increase market share
- Market bigger coverage maps
- Gain first mover advantage in new markets
- Recover from network outages faster
- Keep subscribers connected – keep them happy

Are you ready to quickly and cost-efficiently provide reliable, high-performing coverage everywhere your customers live, work and play?



# CellBackhaul Managed Service – USA



## Hub Setup

Procurement and initial setup  
Maintenance and software updates



## Remote Configuration & Management

Configuration in NMS  
OTA software upgrades



## Network Operation

Terrestrial connectivity to MNO Core  
Network management and monitoring



## 24x7 NOC Support

Level 1; Level 2; Level 3



## Space Segment Setup & Management

Sizing and service provisioning  
Teleport services (RF UL & DL)



## Onsite Installation & Maintenance

Installation, integration, commissioning  
Operation and maintenance

CellBackhaul is designed specifically for mobile operators throughout the United States, and is powered by Intelsat's trusted worldwide network.

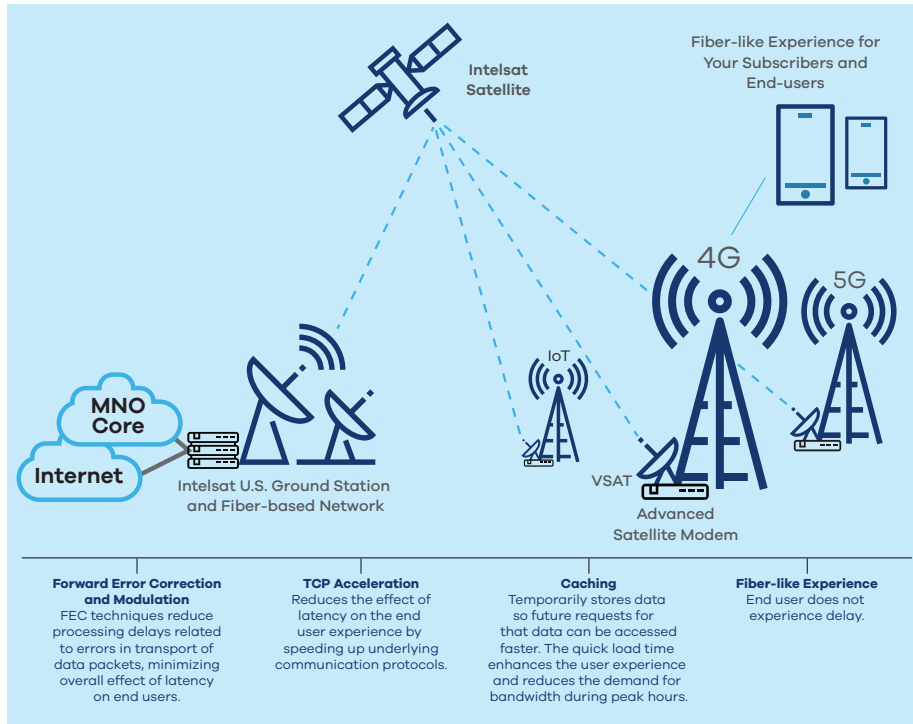
## CellBackhaul Subscription Packages

Intelsat offers three service plans for the U.S., structured to support a variety of network planning requirements.

Silver				Bronze				License Save			
<b>Service</b>											
MIR		CIR		MIR		CIR		MIR		CIR	
FWD	RTN	FWD	RTN	FWD	RTN	FWD	RTN	FWD	RTN	FWD	RTN
20 Mbps	5 Mbps	14 Mbps	350 Kbps	10 Mbps	3 Mbps	700 Kbps	210 Kbps	3 Mbps	1 Mbps	300 Kbps	100 Kbps
Gigabyte Limit: 285				Gigabyte Limit: 150				Gigabyte Limit: 65			
<b>Terms</b>											
1 or 3 Year Contract											
*Optional Field Installation											
*Optional Field Maintenance											
<b>Equipment</b>											
Modem: H-Plus											
Antenna/BUC: 1.8m/8W											
<b>Equipment</b>											
Modem: H-Plus											
Antenna/BUC: 1.2m/8W											
<b>Equipment</b>											
Modem: H-Plus											
Antenna/BUC: 1.2m/4W											

\*Satellite equipment only, i.e. VSAT terminal, modem, etc.

# A Cost-efficient, High-performing Cellular Backhaul Solution for Providing Mobile Broadband Coverage Everywhere



## Comparison of Features in Fiber, MW and Satellite

Factors	Fiber	MW	Satellite
Existing ubiquitous coverage	No	No	Yes
Deployable anywhere regardless of topography	No	No	Yes
Quick to deploy (weeks instead of months)	No	No	Yes
Re-deployable to new site locations	No	No	Yes
Bandwidth shared across 100s or 1000s of cell sites	No	No	Yes
Requires minimal investment in infrastructure	No	No	Yes
Distance and terrain not a factor of cost	No	No	Yes
Meets quality of service and quality of experience requirements	Yes	Yes	Yes

## An end-to-end cellular backhaul solution that meets strict quality of service (QoS) and quality of experience (QoE) requirements.

Intelsat expert engineers will work with your engineers to design a network of connected sites based on peak usage planned for each site, then dynamically distribute bandwidth from a single pool of capacity across that network of sites based on that traffic profile. This ensures capacity is distributed to each site as needed, maximizing use of bandwidth, resulting in a cost-efficient solution.

## About Intelsat

As the foundational architects of satellite technology, Intelsat operates the largest, most advanced satellite fleet and connectivity infrastructure in the world. We apply our unparalleled expertise and global scale to reliably and seamlessly connect people, devices and networks in even the most challenging and remote locations. Transformation happens when businesses, governments and communities build a ubiquitous connected future through Intelsat's next-generation global network and simplified managed services.

At Intelsat, we turn possibilities into reality. Imagine Here, with us, at [Intelsat.com](http://Intelsat.com).

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