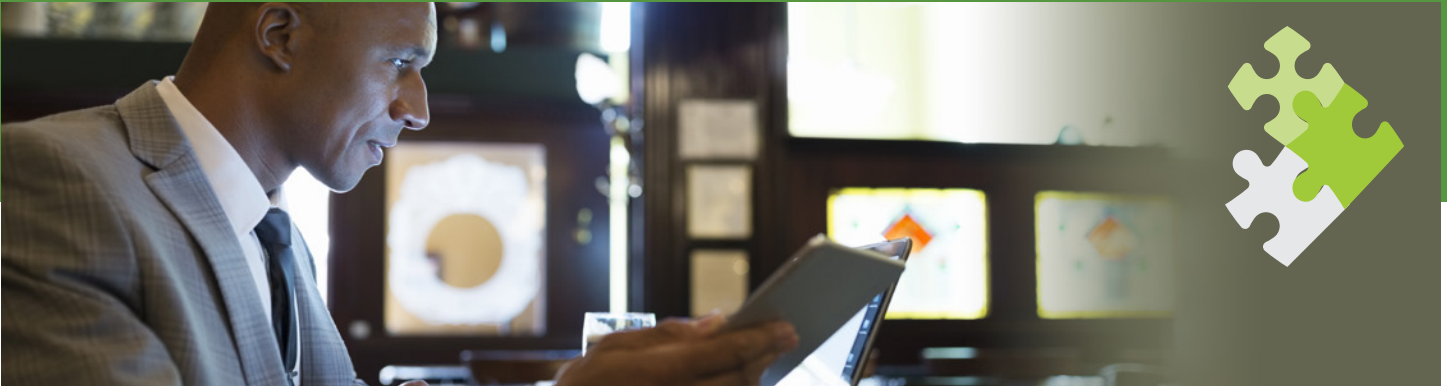


They are Here! The Missing Pieces for Profitable Expansion into New and Emerging Markets



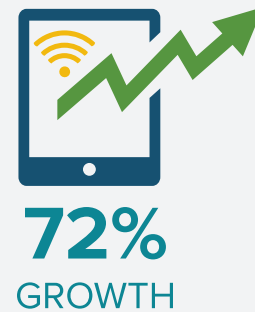
The IP-solutions business is booming as consumers and enterprises expand their use of VoIP, video and other internet-intensive applications. Though service providers will continue to compete fiercely for this business, **the real growth opportunity for these networks may not be where customers are today, but rather where they will be.** New and emerging markets will represent the lion's share of broadband growth in the coming years.

GLOBAL INTERNET ACCESS



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Will grow from 2018 to 2021*



It's a golden opportunity for anyone willing – and able – to grab it. But service providers face a trio of competing forces which make it difficult to quickly and cost-effectively add new infrastructure to large-scale global networks and regional networks.



CHALLENGE #1: Need for Speed

Service providers need to move faster than competitors and technological advancements. If a provider needs to justify and deploy terrestrial infrastructure to address all their growth needs, customers may have moved on to other providers who got to them first. Ease and speed of deployment can be the key to meeting customers' needs.



CHALLENGE #2: High Costs

Often assumed to be the inevitable choice for expanding networks, fiber alone remains a slow, incremental process that involves significant capital expenditures and can be cost-prohibitive in rural or remote parts of the world. Managed infrastructure and platform-as-a-service offerings enable service providers to leverage existing network resources, reducing upfront capital costs and easing the operational burden of managing network assets.



CHALLENGE #3: Innovation Pressures

Relentless competition and the commoditization of broadband services means providers must continuously jump-start new services and maintain a focus on their customers' emerging needs while delivering enterprise-grade connectivity everywhere they may be. As user expectations grow and new application needs arise, being agile enough to deliver quality connectivity to the right locations is key to meeting customer expectations.

The Solution

Terrestrial solutions can only extend enterprise networks so far before they become impractical and cost-prohibitive. Space-based solutions such as the **Intelsat Epic** fleet and managed-infrastructure services like **FlexEnterprise** have dramatically changed the game, contributing key pieces to the connectivity puzzle:

- Greater capacity feeds bandwidth-hungry applications
- Global coverage enables the delivery of enterprise-grade connectivity virtually anywhere in the world
- Flexibility to customize capacity supports a variety of business and service goals

What does this mean for enterprise network service providers?



No costly, slow infrastructure build-out to extend enterprise-quality networks.



Quick response to new market opportunities – anywhere in the world.



High-speed capacity to cost-effectively **support emerging applications and new revenue-generating services.**



Focus on providing end-to-end solutions, customer experience and new revenue-generating services.

You can have access to capabilities to solve your most pressing global connectivity challenges and enable new customer solutions. Agile network expansion is achieved through access to a redundant, resilient global infrastructure combining terrestrial and space assets.



Contact us at solutions@Intelsat.com to learn more about how Intelsat Epic and FlexEnterprise can help you reduce capital expenditures and network complexity and provide capacity where and how you need it to meet your customers' business and expansion goals.

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