eBook

FlexAir for Government

BREAK THE BARRIERS **of Inflight Connectivity for Government Aircraft**

INTELSAT General

High-quality, uninterrupted satellite connectivity is a requirement for today's government aircraft. Reliable communication is a necessity for executing urgent government missions, and access to up-to-the-minute information while airborne is essential to ensure the safety of those on board and in theater.

However, for some government organizations, certain challenges stand in the way of ubiquitous, reliable satellite coverage:

COST:

A high cost of entry and expensive monthly fees can be barriers for organizations. Many providers offer costly plans at a fixed rate and don't offer a flexible option to accommodate specific bandwidth needs, which means money is wasted on unused bandwidth. These plan limitations can exclude potential buyers from the market.

VENDOR MANAGEMENT:

Historically, ensuring reliable inflight communication has meant working with multiple providers to deliver different elements of the connectivity puzzle. This involved managing various contacts and carried the added burden of trying to ensure compatibility across systems, a time-consuming and costly process.

PERFORMANCE:

Many providers are unable to deliver the speed, resilience and reliability that government aviation requires. This not only leaves crew and passengers frustrated and susceptible to inflight connectivity challenges, it can put the security and success of critical missions at risk.

In this eBook, find out how to eliminate these barriers of inflight connectivity and achieve predictable costs, simplified management and superior performance to support your aircraft's mission.

Predictable Costs

FlexAir for Government eliminates the barrier of high entry costs by offering industry leading connectivity via a pay-as-you-go price structure. Similar offerings from competitors at best achieve data rates of one Mbps, which can result in poor data transmissions. FlexAir leverages Intelsat Epic technology to deliver up to 10 times that data rate, delivering true broadband connectivity at an affordable pay-as-you-go price.

Additionally, FlexAir can be used as a roll-on and roll-off terminal. This means the ability to easily switch between different aircraft and the flexibility of a non-permanent installation.

FlexAir makes reliable first-class connectivity available to a broader range of users by guaranteeing:

- **Pay as you go model:** only pay for what you use
- **No up-front fee** and no monthly fee
- **No service contract obligation**
- The **flexibility to roll-on/roll-off** when needed

End-to-End Managed Services

Based on the Flex platform, FlexAir delivers a complete, end-to-end global managed service solution, eliminating the cost and complexity of managing multiple providers and disparate offerings. It is the only managed service that accommodates different applications and end-user requirements with distinct offerings.

The FlexAir service includes terminal validation to ensure compatibility on the Intelsat Flex network and with all applications in use. It also establishes interoperability between Intelsat's satellite network, its ground network and its terminals to ensure a resilient, reliable connection, 24/7.

FlexAir also eliminates regulatory hurdles by providing fully managed in-country licenses for a growing list of nations, enabling users to fly in and out of the country where the license is approved without having to obtain separate authorization.

FlexAir delivers:

A complete managed service that ensures **flexible, secure and powerful connectivity**

Seamless, reliable global Ku-band connectivity without the complexity of managing multiple vendors

Simplified billing: one bill for capacity and end-to-end service

FCC certification for use on board aircraft

Superior Throughput and Performance

Government users demand a high-performing network and require the same uninterrupted online experience inflight that they get on land. FlexAir leverages Intelsat Epic high-throughput satellite technology to deliver concentrated satellite power into small spot beams, improving link efficiency and performance. A bigger channel size of bandwidth going into each Intelsat Epic beam means government organizations receive up to 10 times the capacity of competitive offerings, ensuring they can support five times as many users simultaneously without impacting performance.

FlexAir also delivers the resilience, reliability and signal retainability required by both heads of state and military missions. If an interferer tries to jam a signal, users can switch to another beam to ensure uninterrupted connectivity. Additionally, Intelsat's load balancing capabilities can redistribute users to different beams if a resource becomes overtaxed, even within the same region - a capability no other service can claim.

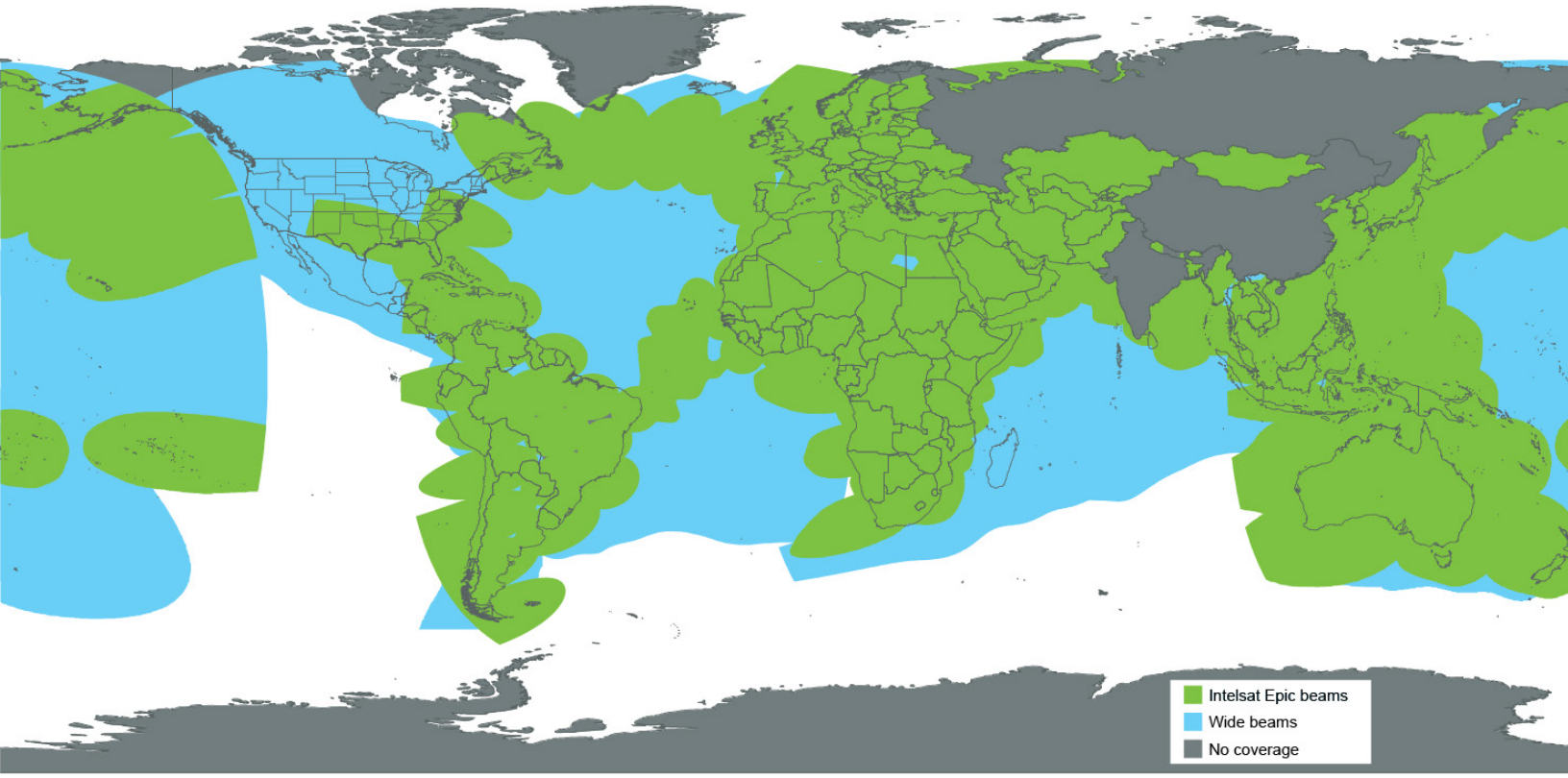
FlexAir delivers:

Overlapping beams delivering 5-20x the scalability of competitive offerings

The **resilience, reliability and signal retainability** required of government aircraft

12" T-Tail Form Factor and 18" Ku/Ka-band antenna options for a broad range of aircraft

FlexAir Coverage



FlexAir is available via two distinct subscription packages to accommodate varied data rate requirements, mission locations and budgets:

Global Access

Pay-as-you-Go or Monthly MB models for corporate and government aircraft for en-route and transport services. Global Access subscriptions are available starting at a 7 GB data rate – a third of what the closest competitor offers in terms of available rates. This enables more government users to benefit from reliable, high-speed inflight connectivity.

ISR

ISR subscriptions for connectivity in a selected Intelsat Epic high-throughput beam for sensor data, video transmission and communication relay deliver superior data rates to power multiple SimOps with one subscription and deliver one Mbps to six Mbps back from the plane.