

BACKING EUROPE'S GREEN ENERGY SECTOR

Industry

Energy

Location

Europe

Together with EuroSkyPark (ESP), we're making renewables more efficient and reliable



Travel far enough out to sea and you might encounter an engineering marvel—wind turbines almost as tall as the Eiffel Tower with rotor blades as long as football fields vaulting up across Europe’s shores.

Enabling connectivity in

30

countries across Europe

10+

years of partnership

Back on land, energy companies control these offshore giants using data connectivity. Countries like Germany are heavily invested in wind and solar power as part of their mandate to make renewable energy the main power source by 2050. Yet, for green energy to be truly sustainable, it needs unwavering connectivity.

EuroSkyPark (ESP) is a European connectivity provider and leader in the push to make Germany reliant on renewable energy. Serving connectivity to energy companies across 30 countries, ESP has already positioned itself as a leader in stationary and mobile satellite connection solutions in markets ranging from energy and plant engineering to logistics and security. Yet the energy sector demands more robust data solutions than ever. To guarantee connectivity for these customers, ESP relies on expanding its satellite services in partnership with SES.

ESP’s longstanding clients need more than just connectivity for controlling wind turbines and solar panels. They require highly secure data transmission, increased bandwidth to power ongoing data transfer between company

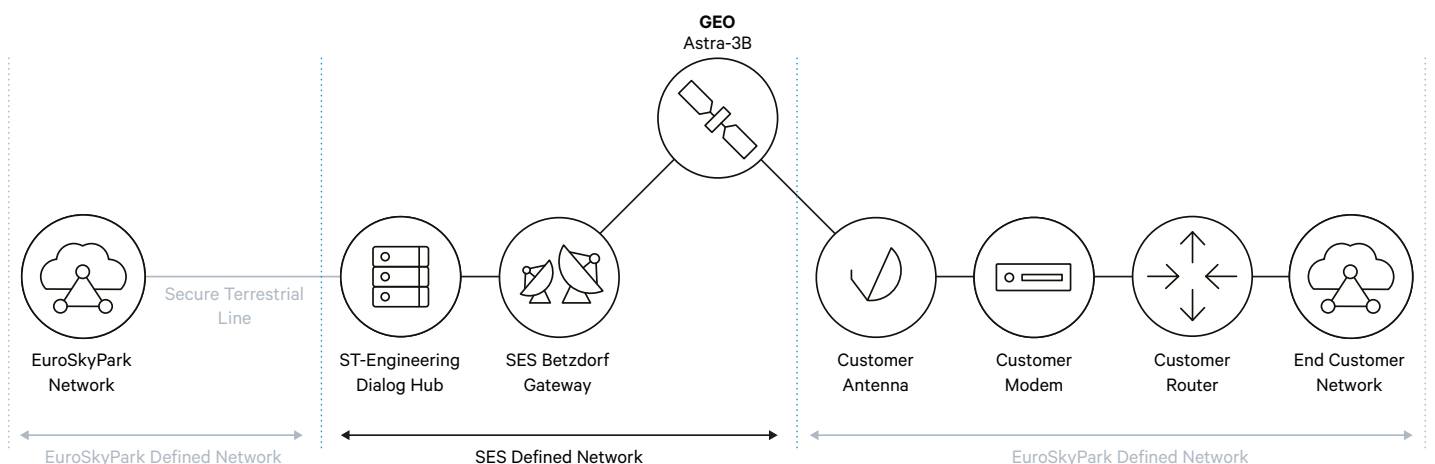
headquarters and energy assets, and data monitoring capabilities to oversee plant operations. They also need reliable back-up connectivity to remote energy facilities if fibre goes out.

“We chose to partner with SES because it is the market leader worldwide in satellite communications,” says Thomas Maul, Founder and Managing Director at EuroSkyPark. “SES has the most experience and has helped us develop our energy sector applications to product maturity.”

SES has been ESP’s connectivity partner for over a decade. In the beginning, we provided solutions via our geosynchronous orbit (GEO) satellite network. Since then, the bandwidth required to power the mission-critical communication lines between energy companies and their assets has grown exponentially. Whereas 3Mbps was enough bandwidth not too long ago, data and security requirements have already exceeded what many providers offer.

To ensure guaranteed connectivity to ESP’s customers, we provided ESP with a platform on our premises—enabling them to take advantage of our powerful

EuroSkyPark dedicated GEO network



Solutions provided:



Guaranteed high bandwidth via O3b mPOWER



Proprietary dedicated network



Teleport services

infrastructure. This closed platform gave ESP a level of network security that has been vital to the growth of its business, and the flexibility to serve one or multiple customers via the platform. Now, ESP is preparing to co-locate one of its Newtec Dialogue hubs at the SES teleport in Betzdorf, where it will provide connectivity to its customers on our satellites.

“Access to a stable satellite connection must be ensured for monitoring to take place,” says Friedhelm Bäumer, Deputy Managing Director at EnergieDienst Rheinfeld, one of ESP’s clients. “A good connection also includes a secure connection that runs flawlessly in terms of data technology. We were able to achieve both with EuroSkyPark and SES.”

Building on our strong partnership, ESP is set to expand to O3b mPOWER as demand for capacity grows in the market. While other providers could only offer network subscriptions where

bandwidth was shared among multiple end-users, O3b mPOWER has the unique ability to offer a committed information rate (CIR) as energy companies demand more bandwidth.

“What sets us apart in the industry is O3b mPOWER,” says Volker Leyendecker, Senior Sales Manager for SES. “Our O3b mPOWER solutions offer energy customers guaranteed high bandwidth, which nobody else in the industry can promise.”

Looking ahead, ESP is setting its sights on worldwide expansion. With SES’s global reach and O3b mPOWER solutions, ESP is preparing to expand into the massive offshore windfarms in the US, while pushing the expansion of green energy in countries like Germany. “Our partnership is really a step into the future,” says Leyendecker. “Together we are making green energy even more efficient, and ultimately helping it become the main energy source in the country.”



“With SES’s global network and O3b mPOWER, we can supply offshore platforms with larger bandwidth—not just in Europe but worldwide.”

THOMAS MAUL

Founder and Managing Director at EuroSkyPark

For additional information
on this project, please visit
www.ses.com

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Published in April 2023.
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