

MANAGED ENTERPRISE SERVICES

A Signature Enterprise Solution

Solution Brief



SES | Networks

A TURNKEY SOLUTION THAT DRIVES ENTERPRISE REVENUE GROWTH

For global and regional telecom service providers, revenue growth from enterprise services remains a critical challenge. Disruptive networking technologies, bandwidth pricing pressure, and increasing competition all contribute to pressure on top-line growth.

Using satellite connectivity to expand into rural markets and under-served areas represents a key opportunity for growth. Research firm NSR forecasts that satellite-based enterprise service revenue will grow at a compound annual growth rate (CAGR) of 6% from 2019 to 2027, with the key growth drivers globally being industry verticals like energy, banking, e-government, retail, and hospitality.¹

Global and regional telcos also play a central role in driving economic productivity in their home markets. When the internet reaches under-served areas, corporate end users consume more content and applications. This drives demand for higher speeds and more robust communications services

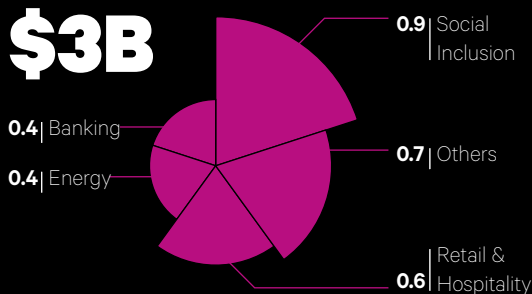
with predictive Quality of Service (QoS)—contributing to measurable productivity gains. As enterprises migrate critical applications to the cloud, this is accelerating the need for more agile, scalable, and resilient enterprise networks.

In response to these market dynamics, government communications ministries are pressing enterprises to expand network coverage with high-performance connectivity services. This makes high-throughput satellite services that are reliable, affordable, and cloud-ready an instrumental part of meeting your regulatory obligations, and contributing to economic growth.

Satellite-Enabled Enterprise Service Revenue, Worldwide

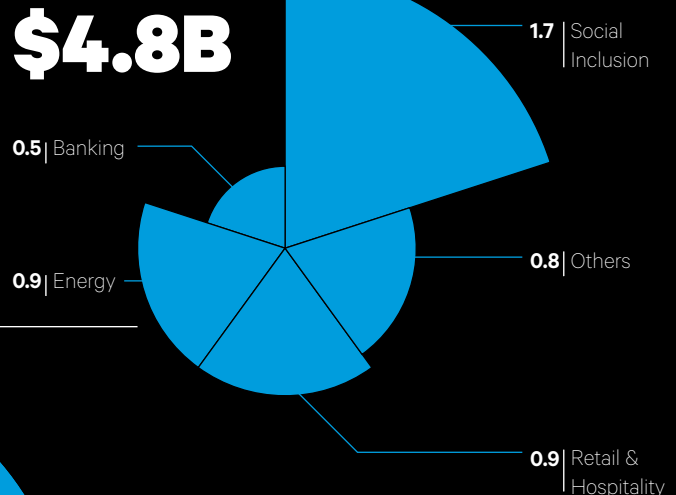
2019

\$3B

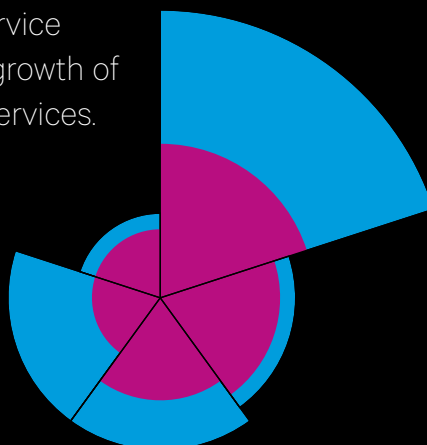


2027

\$4.8B



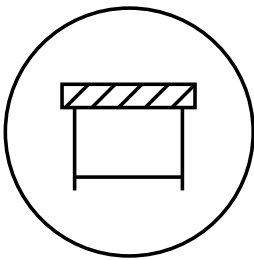
Faster growth in service revenue driven by growth of managed satcom services.



¹ VSAT and Broadband Satellite Markets, 17th Edition. NSR, January 2019.

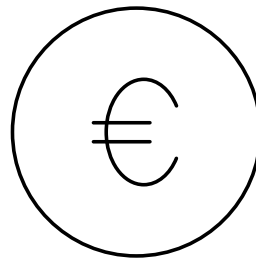
THE CHALLENGES OF PROVIDING RELIABLE SERVICES TO ENTERPRISES

While the opportunity to grow revenue and drive economic productivity is strong, expanding your network is not without risks:



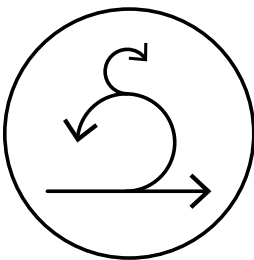
Specialised Expertise

Acquiring and developing the in-house expertise required to build, operate, and maintain satellite networks is difficult and cost-prohibitive, and often not aligned to your strategy



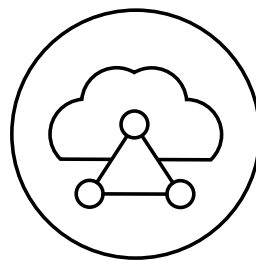
Heavy Capital Investment

Costs associated with network infrastructure and operations in teleport ground systems, remote site deployment, and ongoing network operations and maintenance can be high, with a long payback period, and an unclear business case



Network Complexity

Enterprise connectivity requirements vary significantly by industry vertical, increasing the complexity of your network expansion plans as you evaluate a wide range of access technologies and infrastructure choices



Ability to Meet Demand

It can be difficult to meet end-user demand for cloud-optimized capacity, performance, and availability with traditional satellite-based services

UNPARALLELED VALUE IN ENTERPRISE SERVICES

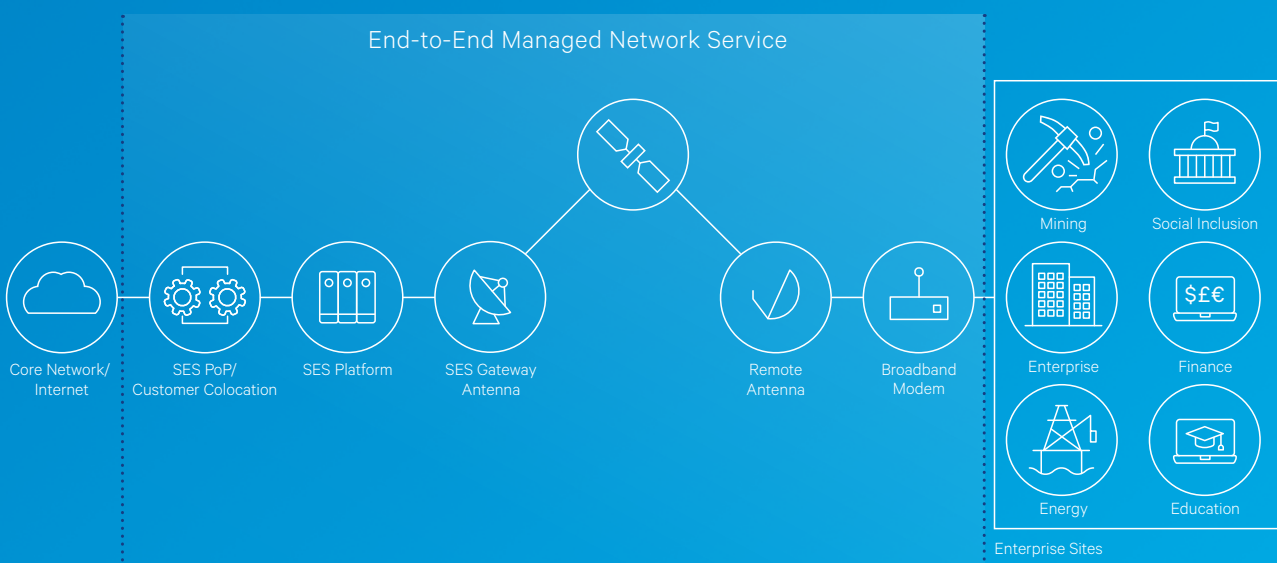
Our Signature Enterprise Solutions help you capitalise on the growth in enterprise services with turnkey managed network solutions underpinned by a flexible range of connectivity service packages.

We offer high-throughput satellite capacity in multiple regions, including Latin America and the Caribbean, Africa, Asia-Pacific, and North America. With a future-proof roadmap that combines a wide range of intelligent networking and satellite technologies, Signature Enterprise enables you to meet demand from major industry verticals and sub-segments located in remote and under-served areas.

Leveraging our deep expertise and proven success delivering managed network solutions, our managed “virtual network operator” (VNO) solution removes the complexity associated with network expansion: you can eliminate first-in capital costs; take advantage of a feature-rich network management platform to

provision, monitor, and troubleshoot services; and significantly mitigate the intricacies and costs associated with managing satellite network operations. Signature Enterprise allows you to focus on what you do best—executing on your core business of selling competitive services and providing superior customer service.

Our comprehensive suite of network and service management tools enable you to become a VNO. The solution also leverages a range of technologies that extend beyond satellite connectivity to help you increase network reach, improve network resiliency and intelligence, and enhance end-user quality of experience for essential cloud services and applications.





TURNKEY MANAGED VNO SERVICES

Simple Service Management

Powered by our Skala Global Platform, our software-based VNO solution provides you with a feature-rich suite of network and service management tools, enabling full network visibility, simple service provisioning, remote terminal configuration and control, and network monitoring and troubleshooting capabilities.

Lower Cost of Ownership

Our turnkey VNO solution eliminates the capital expenditure and operating cost associated with the satellite gateway. With no need to deploy gateway hardware, you can accelerate time to revenue, and lower overall business risk.





MANAGED PARTNER SOLUTIONS

Our Signature Enterprise Solutions deliver value beyond satellite capacity.

Network Extension with Managed Wi-Fi as a Service

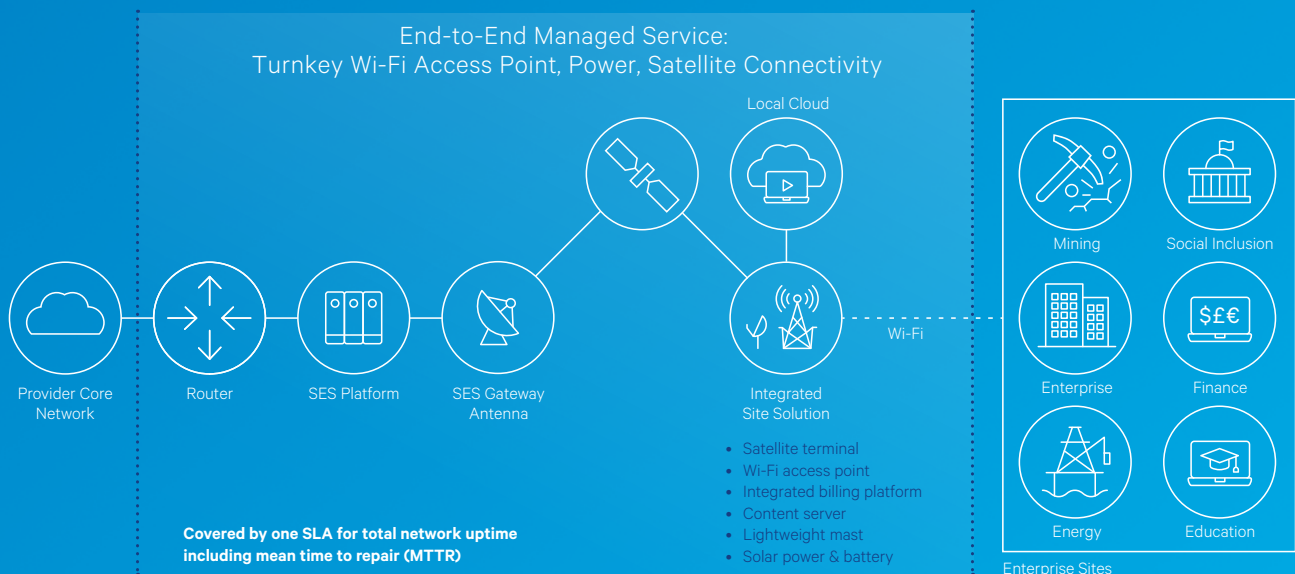
In many rural and remote areas, telcos require a solution for extending internet connectivity to business sites beyond the VSAT terminal and Ethernet demarcation point. For these cases, we offer a low-cost Wi-Fi solution that integrates satellite backhaul, Wi-Fi access point, tower, solar power, billing management software, and a local content server for caching a selected range of applications. This turnkey managed solution offers you a range of coverage capabilities, including to a single site, to multiple rural villages, and to larger, semi-urban areas.

Cloud Direct Connect

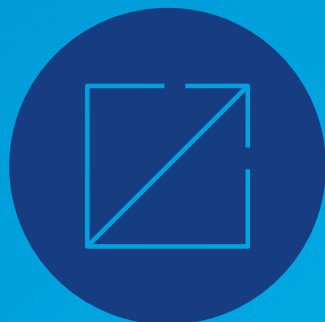
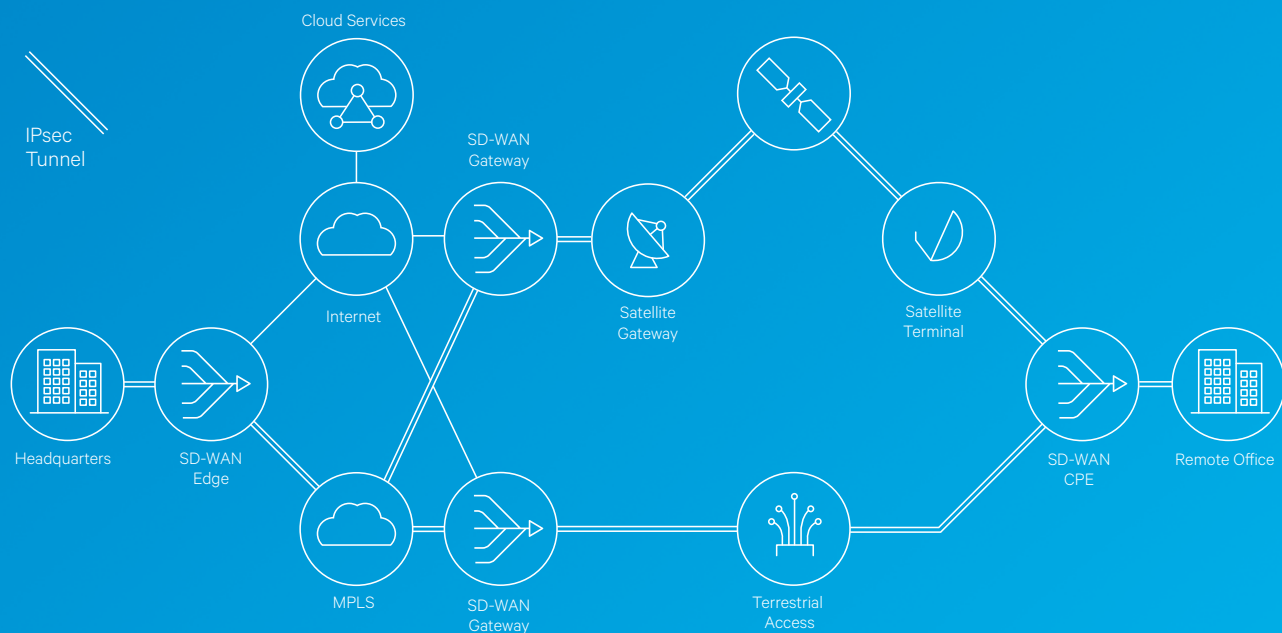
Our partnerships with top-tier cloud service providers enable us to optimise the performance of critical cloud services and applications for your end-users. For telcos, we make it simple to interconnect with cloud operators, using standards-based Layer 2 interconnection that meets MEF service level agreement (SLA) thresholds from end to end.

SD-WAN-Based Intelligence

Deploying our software-defined wide-area networking (SD-WAN) lets you create resilient, application-aware enterprise connectivity solutions with multiple access points. SD-WAN strengthens Signature Enterprise with application-based traffic steering over multiple access connections, with any combination of satellite, terrestrial and mobile access. This improves network uptime, economises on bandwidth, and improves the end user's quality of experience through better application performance.



Enterprise-Based Traffic Steering



VERSATILE SERVICE PACKAGES

Aligned to the Customer's Business

Take advantage of a range of flexible service packages, including dedicated bandwidth pools, pay-as-you-grow bandwidth, and consumption-based capacity pricing. This allows you to scale easily, and choose the pricing model that best serves your business—all with a single, comprehensive service level agreement.

- **VNO Pools:** A dedicated VNO bandwidth pool provides maximum flexibility and control to activate and deactivate your committed information rate and maximum information rate (CIR/MIR) on a per site basis. VNO pools are available in increments of 5Mbps.
- **Pay-as-You-Grow Packages:** With pay-as-you-grow, you can select pre-defined CIR/MIR packages on a per site basis, setting contention ratios on the forward and return paths as end-user needs require. Total volume is uncapped.
- **Consumption-Based Packages:** These volume-limited packages have monthly allowances per site. Service plans are defined by allowable traffic volume per month, with predetermined downlink and uplink speeds. Consumption-based packages are “capped,” which means you can enforce Fair Use Policies (FUP) by throttling site bandwidth when a monthly quota is reached.
- **Remote Terminal Deferred Payment:** For telcos that require pre-tested, validated terminals, and that prefer to avoid keeping terminal equipment in inventory, we now offer optional remote terminal leasing agreements with extended warranties.



SUPERIOR COVERAGE

Our Signature Enterprise Solutions include services based on GEO HTS transmitting in Ku-band, and GEO widebeam, so you can support an unmatched variety of industry verticals and business connectivity use cases globally (for example, HTS for high-throughput, cost-effective broadband; widebeam for lower-capacity remote sites and branches).

Our next-generation satellites were deployed in 2017 and 2018, enabling telcos to create and deliver business service offerings in every region. Our satellites provide Ku-band HTS coverage in the Americas and Africa, Ka-band coverage in Western Europe and the Nordics, and C-band service globally.



ASCENT LIFECYCLE SERVICES

A critical part of our Signature Enterprise Solution, Ascent Lifecycle Services include an extensive suite of network implementation, operations, and maintenance services. Network implementation services include project management, site survey, installation, and commissioning. For telcos activating business site connectivity, these services are central to accelerating time to revenue, and de-risking network deployment.

Ascent Lifecycle Services offer a full suite of operations and maintenance services, including 24/7 network monitoring, system management, spares management, and field-level maintenance. Operations and maintenance services are used to troubleshoot, and we also take proactive steps to further optimise network performance. Ascent Lifecycle Services address every stage of service deployment and management, so you can focus on your core business, rather than managing and operating the satellite network.

Ascent Lifecycle Services offer a full suite of operations and maintenance services



LEADING BRAZILIAN NETWORK OPERATOR CHOOSES SES NETWORKS FOR ON-SHORE ENERGY MARKET

In Brazil, the potential for generating wind power is enough to meet the country's energy demand three times over. Yet, wind power is only the country's fourth leading source of energy production.²



BRISKCOM

One of Brazil's leading network operators serving the on-shore wind energy market, Briskcom partnered with SES Networks to tap this potential amid growing network capacity demand from wind energy producers. As a first step, the company created a network expansion plan that covered more than 100 sites in remote areas where fibre is not available.

Gaining the necessary agility to serve customers with highly variable network requirements was critical to Briskcom's plan, as was keeping capital costs low. With expectations of steady capacity increases, and a growing variety of network applications used in wind farm sites—from low-capacity Supervisory Control and Data Acquisition (SCADA) data to high-resolution video surveillance—Briskcom required a partner with a future-proof roadmap. They needed assurance that they could scale easily, while enlisting the partner to assume management of the satellite network operations, controlling incremental capital and operating costs.

We met Briskcom's requirements with our Signature Enterprise VNO capability, which placed a managed pool of capacity at Briskcom's fingertips. As part of the SES Partner Programme, Briskcom is already working within an ecosystem of technology partners to deliver complementary technologies to remote sites. To meet the initial capacity demand, Briskcom took advantage of regional widebeam coverage on SES-10, knowing they can easily scale in the future using available high-throughput satellite capacity. Working in partnership with SES Networks, Briskcom is leveraging our Signature Enterprise Solution, an end-to-end managed service, to accelerate the production of wind energy in Brazil.

² "Wind power a promising industry for Brazil," *The Brazilian Report*. 21 January 2019.

DELIVERING A FUTURE-PROOF SOLUTION

As enterprises migrate to distributed edge- and cloud-based services, the underlying connectivity and network architecture supporting these services must evolve. If sites in rural and remote areas lack the high-performance connectivity to support these services, the rest of the enterprise is held back by having to maintain legacy services and infrastructure. As a result, the cost efficiencies and operational agility promised by edge and cloud services are left unrealised.

Based on our understanding of the challenges associated with enabling high-performance global enterprise connectivity, our Signature Enterprise Solutions chart a clear path to evolving your enterprise towards edge- and cloud-optimised connectivity services, wherever they're needed. Taking a fully managed software-based VNO

approach, Signature Enterprise delivers a turnkey solution for driving enterprise revenue growth. Built on Skala Global Platform's advanced, software-driven network management, our VNO solution will help you reach new business sites easily and efficiently, with the visibility and monitoring needed to ensure superior quality of service.

Strengthened by a robust technology partner ecosystem, Signature Enterprise leverages Wi-Fi Network as a Service, SD-WAN, and "direct connect" cloud connectivity options to extend reach, maximise bandwidth efficiency, and improve application performance. Signature Enterprise provides you with the future-proof solution you need to build a sustainably profitable business case as end-user service and application requirements continue to evolve.

Talk to us today about how our managed enterprise services can help you drive revenue growth.



Ready to extend your service
to under-served regions?

getconnected@ses.com

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