

Keeping Rural Germany Connected

Together with a German mobile network operator, SES is delivering high-speed connectivity where terrestrial networks struggle.



Industry
Telecommunications

Location
Germany



About the MNO

- Consumers rely on connectivity to access everything from healthcare and education, to work and entertainment. They need a mobile network provider that can keep them connected no matter where they live, work, or play.
- Providing reliable high-speed connectivity was always a priority for this Mobile Network Operator (MNO), one of the largest in the world and a leading operator in Germany. But cost-efficiently delivering connectivity to citizens in every corner of the country presented a challenge.

Customer challenge How we helped

Providing high-speed mobile service in hard-to-reach areas.

This MNO already delivered LTE service to approximately 95% of the German population. But over 800,000 Germans living outside easy-to-connect areas didn't have access to high-speed mobile service. With the goal of connecting every subscriber with reliable, high-speed connectivity (in compliance with the targets set by the Bundesnetzagentur, the German regulator for telecommunications), the MNO needed an economical alternative to network backhaul technologies like microwave and fiber. They needed a solution that would be cost-effective and easy to deploy, no matter how challenging the terrain.

With SES tower backhaul, MNO enables 4G expansion and delivers for customers in Germany.

SES provided the MNO with CellBackhaul, a fully managed, end-to-end solution powered by our reliable, worldwide integrated network. The solution included the following components:

- Best-in-class operations and flexibility for variable demand.
- Fully managed end-terminal installation, remote management, maintenance, performance monitoring, reporting, training, and more.
- Self-service access to SES's Service Management Portal providing the MNO with visibility to efficiently manage and monitor their services.



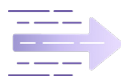


Results

MNO subscribers stay connected anytime, anywhere

With SES's fully managed CellBackhaul solution, the MNO delivered positive social and economic impacts to consumers and businesses throughout Germany.

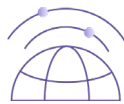
The solution delivered



High-speed, high-quality 4G mobile broadband coverage across rural and remote communities, roads, tourist and recreation areas, farms, and any other place where connectivity is needed.



Fiber-like connectivity and speeds connecting towers to enable subscribers to stay connected anytime, anywhere.



A competitive advantage as it pertains to the MNO's coverage area.



Compliance with local regulations requiring reliable voice and data services to reach 99% of households.

Solve.
Empower.
Soar.



For additional
information on this
solution, please visit
ses.com

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