



# DYNAMIC HIGH-END CONNECTIVITY TAILORED FOR CRITICAL COMMUNICATIONS

Paul Petit-Jean, VP Maritime

Digital Ship Athens

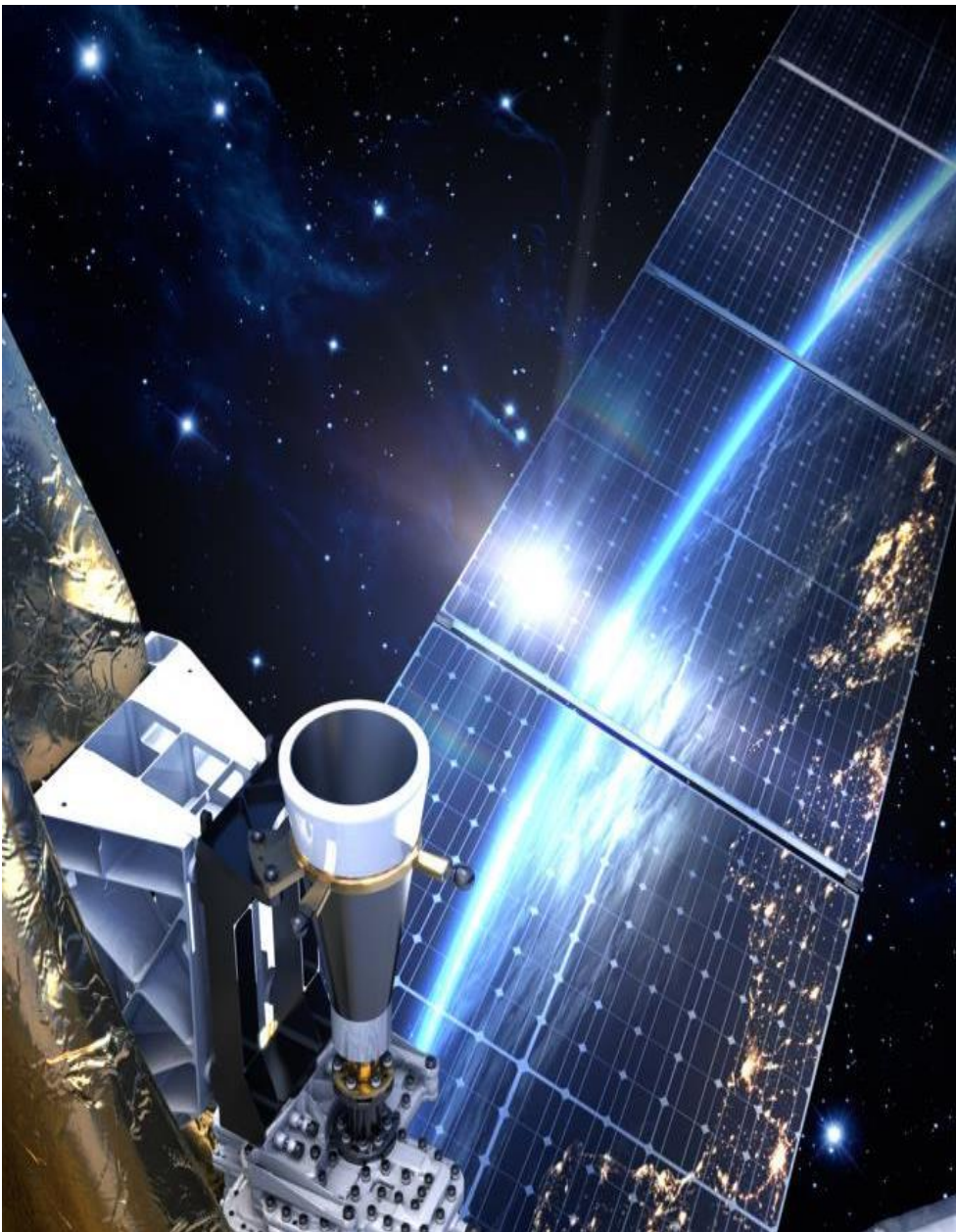
May 2022



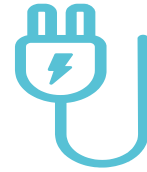
# SATELLITE CONNECTIVITY

Powering new technologies & business opportunities





# RAISING THE BAR IN THE INTERNATIONAL SPACE INDUSTRY



Accelerating the  
transition to  
**ALL-ELECTRIC  
SATELLITES**



Spearheading a new  
generation of  
**SOFTWARE-DRIVEN  
satellites,**  
with **EUTELSAT QUANTUM**



Pioneering **VHTS**  
technology  
to deliver high-speed  
broadband  
with **EUTELSAT  
KONNECT VHTS**

OneWeb



Satellites

Combination of Eutelsat  
and OneWeb getting the  
best of GEO and LEO



# EUTELSAT AMBITIONS IN MARITIME CONNECTIVITY

## First to launch

a Global Ku-band  
iDirect Service with  
Automatic Beam  
Switching in 2008

## Global Mbps Network

serving Maritime,  
Enterprise,  
Government and  
Aviation

## 100% Indirect distribution

now extending from  
MHz to Mbps, one  
step further in our  
mission

## Lower barriers of entry

for new players in the  
maritime connectivity  
world: you

# INTRODUCING EUTELSAT ADVANCE



A global satellite network-as-a-service that integrates all capacity in a simple and seamless way.

Distributed by an ecosystem of Service Partners.

Leverage a flexible portfolio of tailored services to address multiple vertical markets



MARITIME



ENTERPRISE



AVIATION



TELECOM

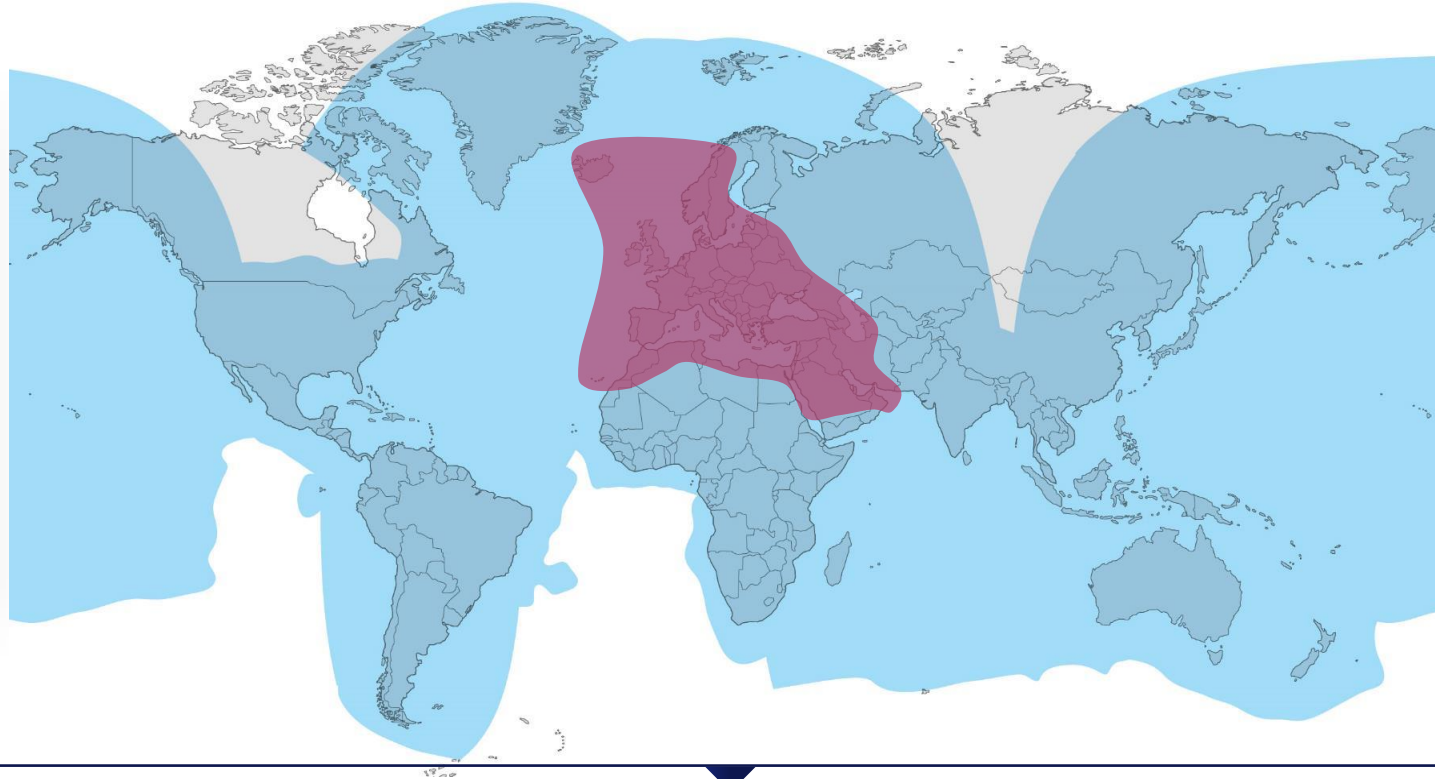


GOVERNMENT

# THE EUTELSAT ADVANCE ECOSYSTEM

## Global Ku & C-Band Satellite Network (FSS and soon HTS)

- Newtec Dialog-Based
- MRC Dynamic Returns
- Multilayer Beam Redundancy



## Regional Ka-Band HTS Network (Konnect, soon KVHTS)

- Hughes Jupiter-Based
- High Terminal Qty
- High Burst Speeds

### UNIFIED VIA

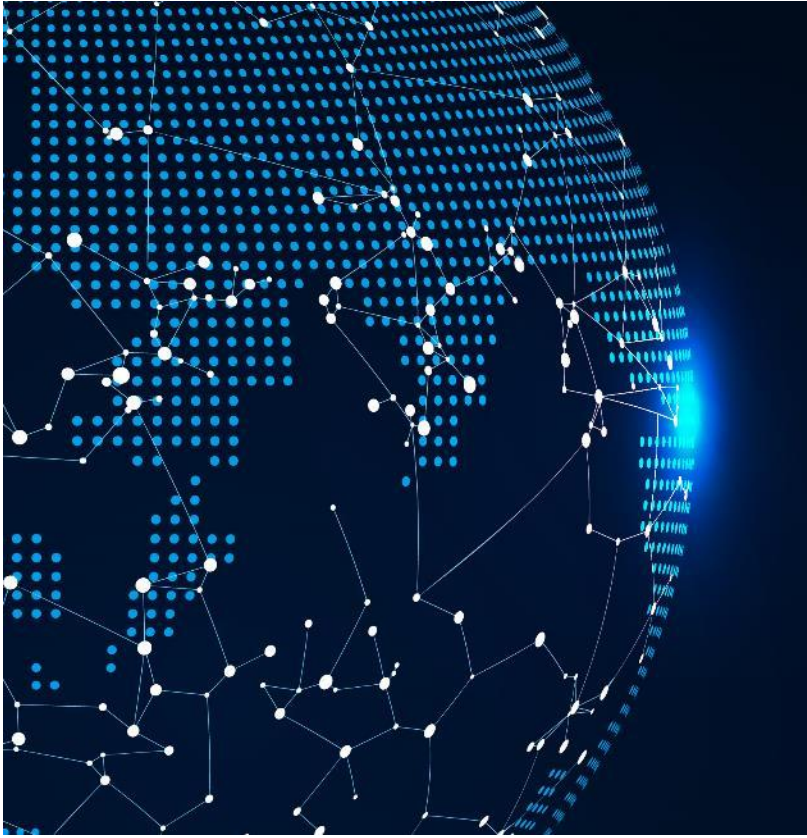
## Eutelsat's Global Orchestration System

- Unified OSS / BSS / Portal / APIs
- Ground Network Infrastructure, PoPs
- QoS / DPI Systems

### DELIVERING

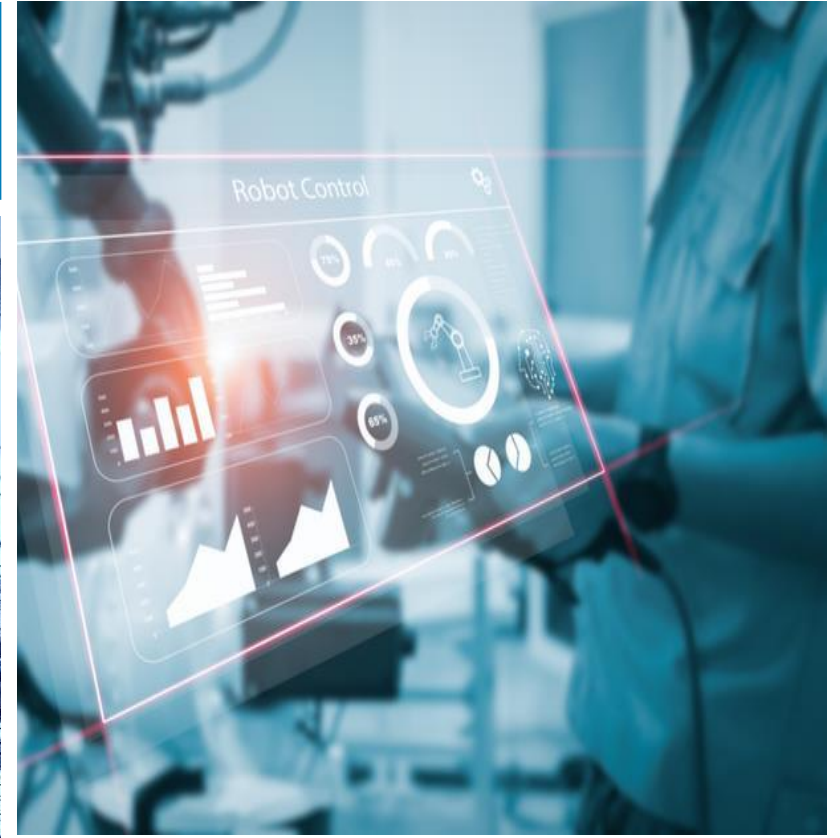
Beam VNOs	Terminal Packages
Region VNOs	Ku, Ka & Hybrid

# ROBUST, RELIABLE SERVICES WITH 24/7 SUPPORT



**Reliable Redundant  
Services Ecosystem**

**24/7 Support  
with expert NOC**



**Automation & Streamlined  
Operational Support**



# EUTELSAT ADVANCE MARITIME

## Eutelsat ADVANCE MERCHANT

Packaged and VNO SLA-based services  
designed for optimal data assurance

## Eutelsat ADVANCE CRUISE & FERRY

High Mbps focused VNOs,  
used on a multi-regional basis

## Eutelsat ADVANCE YACHTING

Predefined high performance  
And flexible VIP packaged plans

## Eutelsat ADVANCE OFFSHORE

High QoS packaged Plans  
tailored for Offshore platforms

### Coverage

Multi-Regional or Global

Multi-Regional

Regional / Multi-Regional

Global

### Needs

Wide range of levels of service  
(Best Effort to High QoS 50% CIR)

High QoS and Bandwidth

Wide range of high-performance plans  
(up to 15/5 100% CIR)

High QoS /  
symmetrical services

### Business Drivers

Resilient Connectivity  
(i.e. Satellite Redundancy)

Flexible & Scalable Solutions which  
allow to increase and/ or port capacity  
across vessels/ regions

Flexible & Scalable Solutions which  
allow to accommodate seasonal  
changes/ volume

CIR for critical comms,  
reliability

# EUTELSAT ADVANCE IN A NUTSHELL



## FLEXIBLE

- Highly flexible solution
- Full Management & Control
- Multiple Markets



## SCALABLE

- No CAPEX for clients
- Bandwidth can be increased or decreased
- Services scalable UP and DOWN



## GLOBAL

- ONE SINGLE integrated platform
- Seamless connectivity (Eutelsat & 3<sup>rd</sup> party)



## EASY TO IMPLEMENT

- Fully AUTOMATED CATALOGUE management
- Minimum time-to-market



## HIGH PERFORMANCE

- Reliable, resilient, high-capacity, high-speed communications across regions

# THANK YOU

We hope to see you soon!

## MORE INFORMATION:

- ▶ Website: [www.eutelsat.com](http://www.eutelsat.com)
- ▶ Blog: [www.eutelsat.com/blog](http://www.eutelsat.com/blog)
- ▶ Contact: [events@eutelsat.com](mailto:events@eutelsat.com)