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# Creating a sustainable economy for communities

Robert Suber | Asia-Pacific Sales, Oceania

Day Month Year



## **Intelsat's satellite connectivity used to create a sustainable economy for communities and accelerate digital inclusion**

It all starts by developing an economy. Too many good Samaritan projects fail after a short time as funding evaporates.

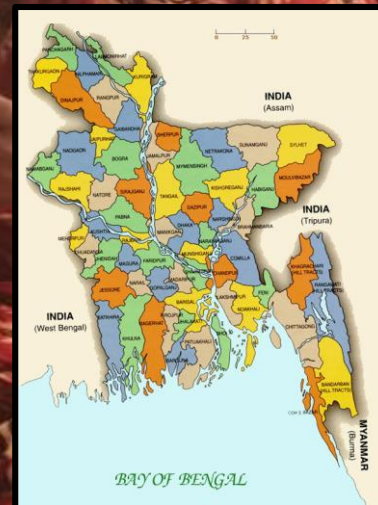
Intelsat is working across the globe to create sustainable economies by helping to build a solid foundation.

Which ultimately leads to connectivity requirements that support and empower sustainable infrastructure for the community.



# Women Business Center Stores

The story of five women in Bangladesh





# Women business center stores

In most cases the store is started in the homes of one of the five founding women. To accommodate the growing business they extended the house in some cases, and in other they built a new building





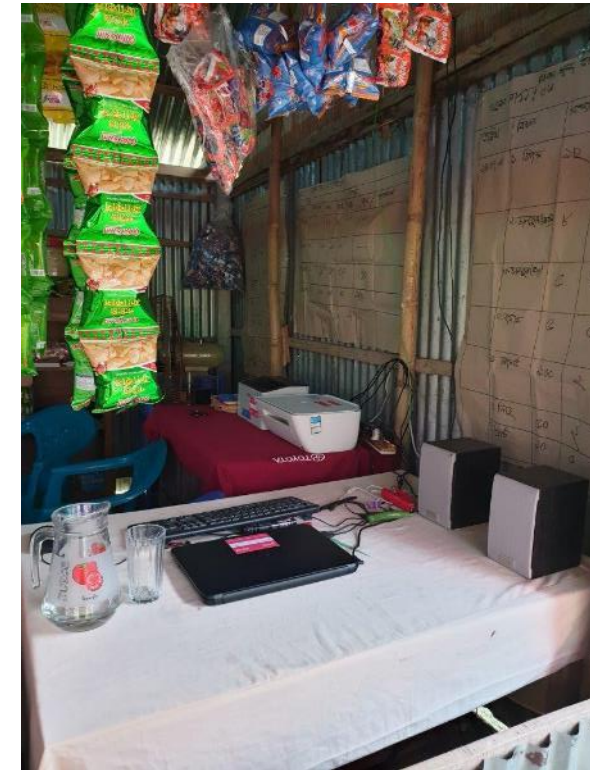
# The WBC entrepreneurs

The five founding women have to contribute around \$50 each to join the WBC core group. A WBC generates around \$20/per month operating profit



# Demand for internet connectivity

Internet access is one of the key services the WBC store offers. In all cases it is a 3G/4G service broken out into a Wi-Fi hotspot





**Elsewhere**



# Renewable energy & internet for communities in Uganda

Providing electricity, wi-fi, water pumping and cold storage services to households, schools, health centers and businesses





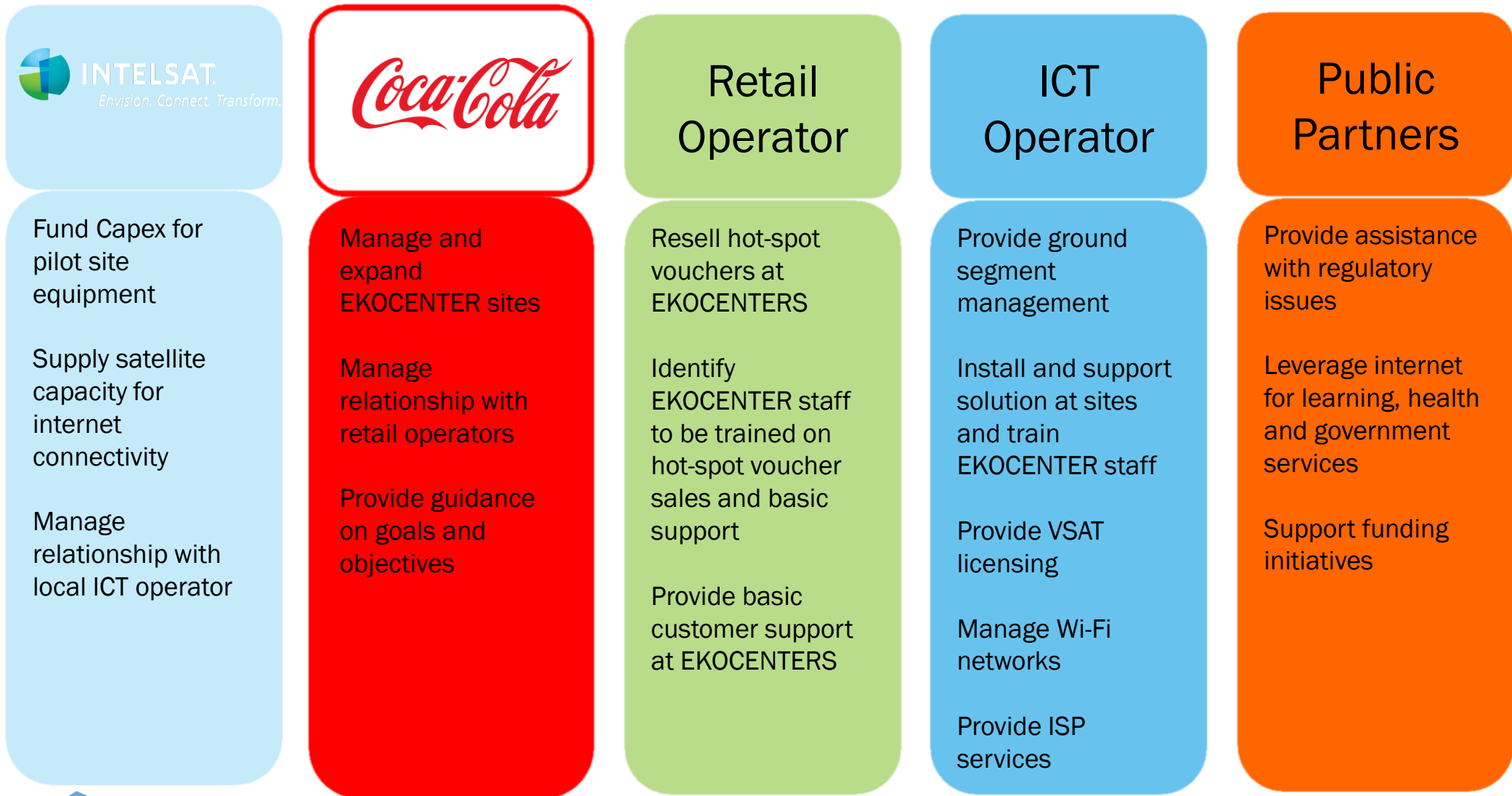
# Ecosystem empowerment for communities in Ghana

Building an IT center equipped with 15 computers (will grow to 25). Some people got to enjoy connectivity for the first time!





# Strategic partnership model – internet access





# Customer data bundles

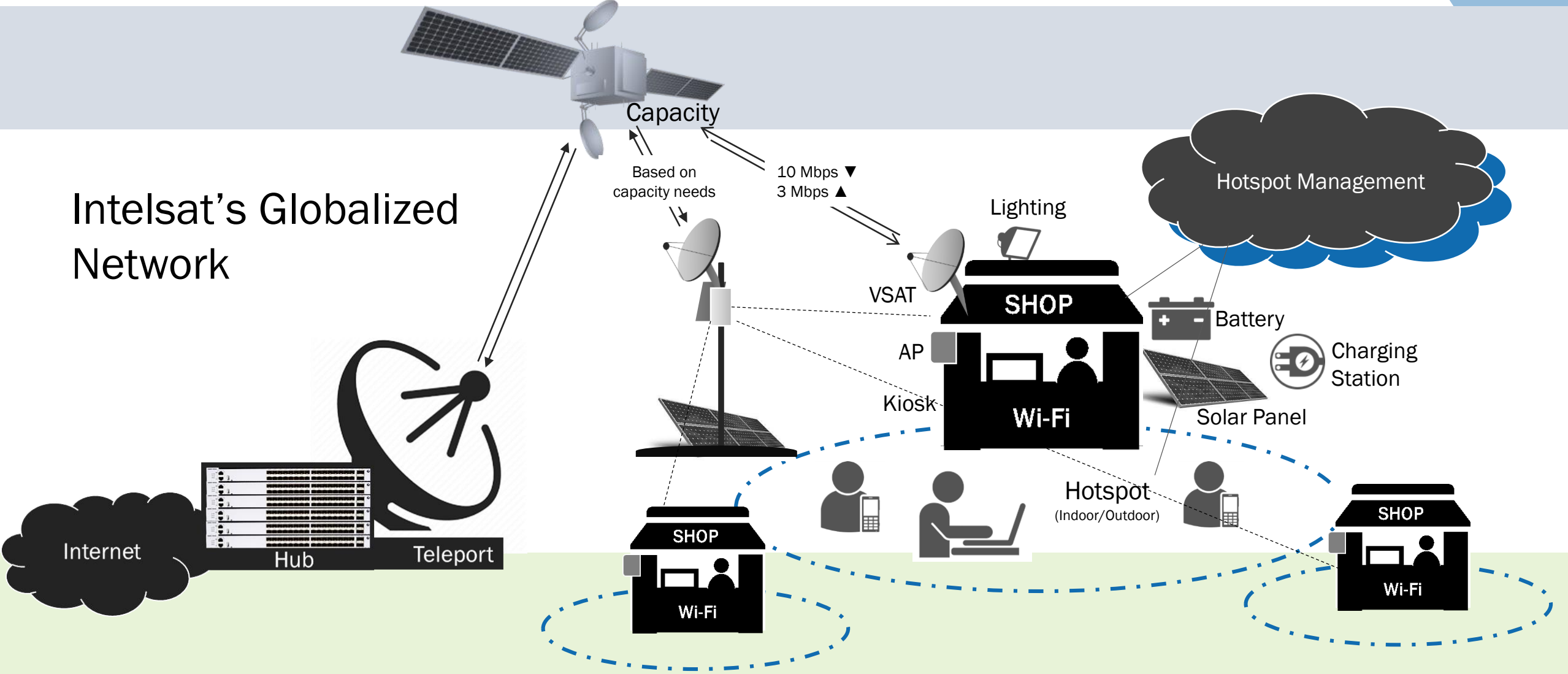
- Customers buy prepaid vouchers from the EKOCENTER
- Variety of data bundles tested.
- Entry price equal to a 300ml bottle of Coke soft drink
  - Others recycle
- Vouchers allow the user to access internet via Wi-Fi hotspot
- The data bundle is valid for a specific data capacity and fixed period of time

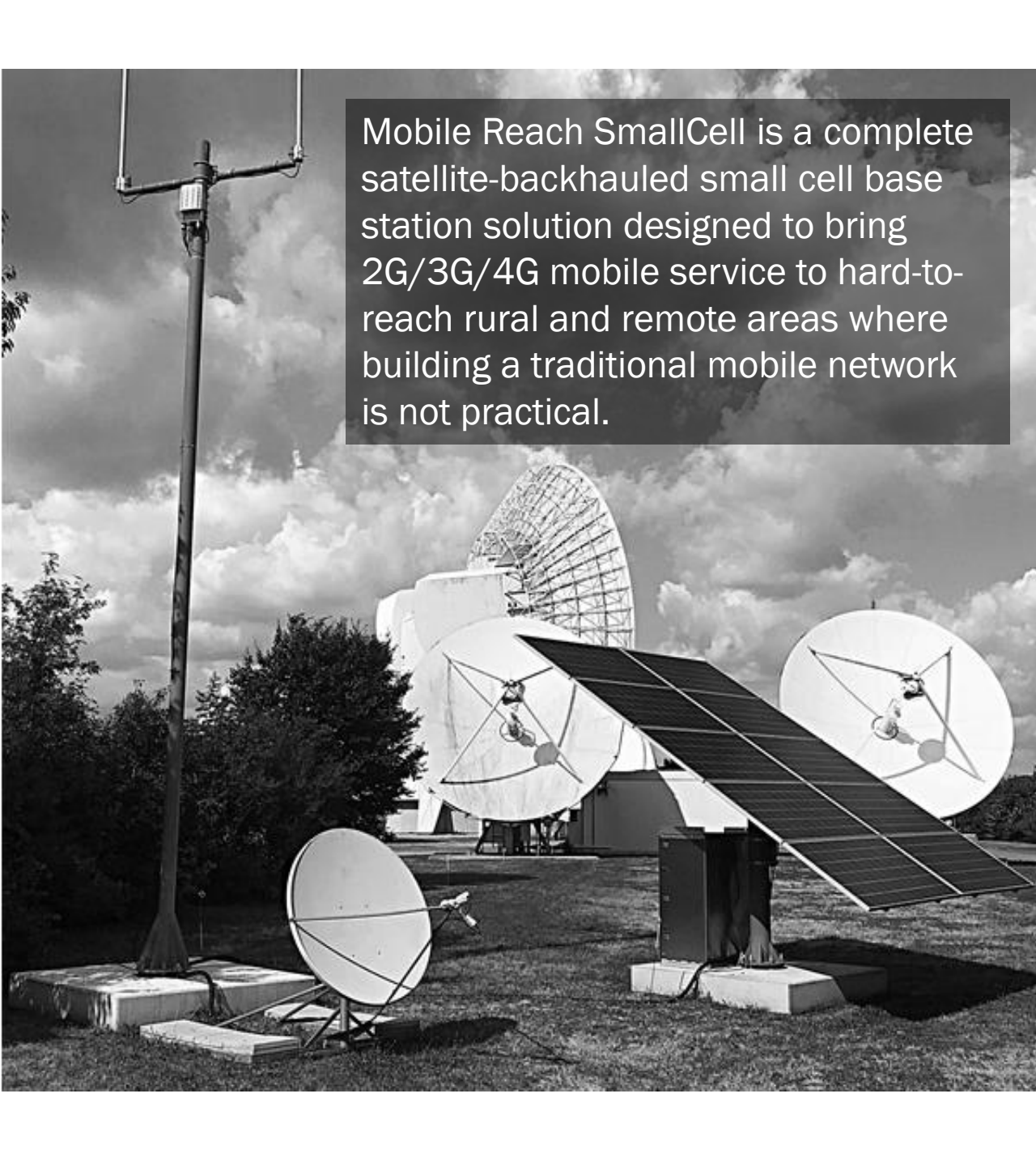
## Illustrative service quantities for ~50MB data

Service	Data Utilization
YouTube (SD)	10 min
Email	730(text based)
facebook	28 min
Skype to Skype voice call	19 min
Skype video call	2 min



# Mobile Reach Access and fixed Wi-Fi solutions





Mobile Reach SmallCell is a complete satellite-backhauled small cell base station solution designed to bring 2G/3G/4G mobile service to hard-to-reach rural and remote areas where building a traditional mobile network is not practical.

## Mobile Reach SmallCell

- A complete cost-efficient network coverage turnkey solution for expanding 2G/3G/4G network coverage into underserved and unserved markets in suburban edge, rural, and remote areas, powered by Intelsat's high-performing, globalized satellite and terrestrial network and ecosystem of trusted partners and vendors
- Available as a complete ready-to-install solution or customizable option for economical deployment of rural and remote mobile broadband coverage. Includes small-cell RAN equipment, solar panels and batteries, 20m monopole for serving a 2.5km radius, hub and remote VSAT equipment, Intelsat high-performing satellite connectivity and backhaul managed services





## AMN and Intelsat partner to connect ultra-rural sub-Saharan Africa

# Intelsat partnership to connect ultra-rural sub-Saharan Africa

Africa Mobile Networks ("AMN") provides MNOs with a network-as-a-service (NaaS) solution in which AMN will fund, build and operate the ultra-rural network for the operators












# Thank you

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