

## TAILOR-MADE SOLUTIONS TO MOBILE NETWORK OPERATORS

In areas where terrestrial communications are unavailable and too costly to deploy, satellite communications are an ideal complement to mobile network operators to roll out cellular networks.

A lot of people living in rural areas or remote locations have no access to cellular service nevertheless they need to be linked to the world.

Satellite-based cellular networks are easy to deploy, secure resilient and reliable communications and are cost and time effective solution for operators, especially when they have to offer communications to low population density areas or when the landscape characteristics present barriers to deploy terrestrial infrastructure.

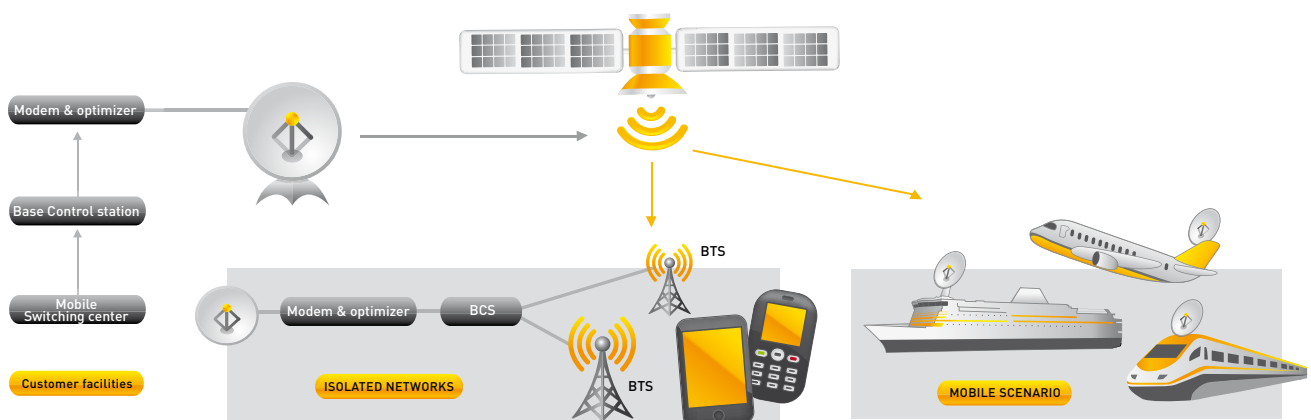
HISPASAT high power beams, covering underserved areas from 30°W and 61°W are the choice for mobile network operators to build up and expand cellular networks.

HISPASAT satellite fleet offers to mobile network operators a fast track infrastructure roll out for their networks, connecting cell sites in order to provide both temporary and permanent satellite based cellular networks in remote or inaccessible locations.

The solution allows to reduce the number of base stations required to deploy the network, thus reducing network investment while achieving the capillary required by cellular networks.

The number of cell sites to connect is easily scalable so that network dimensioning can be easily adapted to each client particular needs.

The service can be offered to cover either fixed or mobile cell sites, allowing the extension of mobile phone coverage to vessels.



Rounding off this cellular service, HISPASAT is able to offer to its client base a complete offer for network built-up, including backbone connections and IP access, depending on the needs of every project.

HISPASAT has a proven track record providing satellite cellular networks in countries such as Brazil (VIVO network), Ecuador and Morocco (Meditel). HISPASAT also provides access to telephony service to the vessels between the Iberian Peninsula and Balearic and Canary Islands.

### A PROVEN CASE

HISPASAT is providing satellite capacity on its AMAZONAS-1 satellite to Telefónica in Ecuador, allowing the deployment of a national mobile phone network, both in the Continent as well as in Galapagos islands. The network comprises a hub located in Quito and more than 60 small remote VSAT, 1,8 m diameter, offering a high quality service to Movistar clients.