Mobile Reach®|Manage

Connect More People, Places and Things Everywhere

The Demand for More Coverage

By 2025 there will be 5.9 billion unique mobile subscribers, with mobile internet and smartphones driving most of the growth[1]. In addition to mobile subscribers, GSMA predicts the number of Internet of Things (IoT) connections (cellular and non-cellular) will reach 25 billion by 2025, with industrial connections overtaking consumer IoT connections in 2023.

Unique Mobile Subscribers
5.9 Billion by 2025

Internet of Things Connections
25 Billion by 2025

According to ITU, 47 percent of the world's population still lives in areas without access to 4G, with most of that population living in rural areas. So, it should come as no surprise that now more than ever mobile network operators (MNOs) are experiencing greater pressure from consumers, businesses, competitors, and even regulators to provide reliable 2G/3G/4G coverage in more places including rural and remote areas. And as the world moves closer to 5G, greater demand will be placed on MNOs to reach further, connecting more people, places and things.

Challenges to Reaching Further

Expanding network coverage to meet growing demand for connectivity and taking advantage of new market opportunities often comes with challenges, especially in rural and remote areas. One of the biggest is cost associated with running terrestrial backhaul over long distances to multiple new sites, specifically when they involve difficult terrain such as mountains, valleys, or heavily forested areas. Additionally, smaller population density in these areas can mean slow return on investment (ROI). These challenges alone often lead to MNOs not expanding coverage into rural and remote areas, resulting in missed opportunities for increasing market share or remaining competitive.

Benefits At-A-Glance

- **Global Space-based Network:** Expand coverage anywhere reaching 99% of the world's populated areas.

- **Multiple Use Cases:** Complete solution for connecting people, places (e.g. farms and parks) and things (IoT sensors and devices) without geographic limitations.

- **Expert Services:** Rely on industry experts for complete cellular backhaul managed services and 24/7 support.

- **Economical & Efficient:** Acquire only needed capacity to cost-efficiently provide reliable 2G/3G/4G coverage across hundreds or thousands of remote sites.

- **Reliable Quality of Service (QoS):** Bandwidth distributed to every site based on network traffic needs and voice and data QoS requirements.

- **Advanced Technologies:** High-performing space-based technologies providing signal optimization and acceleration.

INTELSAT
Envision. Connect. Transform.

An Alternative to Terrestrial Backhaul

The business challenges associated with expanding coverage by connecting hundreds or more sites in rural and remote areas using traditional terrestrial backhaul are real.

But what if you could:

Provide network coverage to connect more people, places and things anywhere in the world without geographic limitations?

Connect an entire network of remote sites using a cost-effective alternative to traditional cellular backhaul to provide that coverage?

Do all this while relying on highly-knowledgeable and skilled experts to provide complete cellular backhaul managed services and 24/7 technical support?

Wouldn't this enable you to increase your market share, provide a competitive network, grow your subscriber base, and ensure your existing subscribers have a reliable network experience everywhere they live, work and play?

Mobile Reach Manage for Cost-efficient Network Expansion

Mobile Reach Manage is Intelsat's high-performing space-based cellular backhaul solution that enables MNOs to quickly and cost-efficiently expand 2G/3G/4G coverage into rural and remote areas previously considered unreachable due to the cost, ROI and geographical challenges of traditional backhaul implementations. Mobile Reach Manage offers MNOs an end-to-end connectivity service from any Radio Access Network (RAN) site to the MNO Core with a guaranteed Service Level Agreement (SLA) without investing in any satellite infrastructure. Intelsat's team of expert engineers, working in collaboration with the MNO's engineering team, help design the network of remote sites and determine just the capacity needed to support network traffic to minimize costs without compromising the QoS. We will work with the MNO to deploy and install the solution, and upon completion, Intelsat's team will provide ongoing managed services and 24/7 support.

With Intelsat, MNOs can now expand their network coverage to better serve their subscribers in more places, reach new consumer and business customers, and remain competitive in a highly competitive marketplace.

You Need to Reach There. We're Already There.