



## CASE STUDY: CONNECTING MILLIONS OF PEOPLE IN MEXICO

Hispasat, AXESS and Gilat have a shared goal of assisting in bridging the digital divide to better the lives of people in Mexico as well as in other regions in Latin America.



### EXECUTIVE SUMMARY

#### THE CHALLENGE

- Provide cellular service and internet connectivity to the millions of people in Mexico without service
- Build a solution which overcomes inaccessible terrain and is cost effective for MNOs and system integrators

#### THE SOLUTION

- Deploy a Cellular Backhaul over Satellite system capable of reaching the most remote and hard to reach regions in Mexico
- Partner with Hispasat and AXESS to enable Altán La Red Compartida to deliver quick and efficient service across rural Mexico

#### BENEFITS OF GILAT

- Vast experience working with MNOs around the world
- Superior end-to-end solution includes state-of-the-art VSAT hubs and terminals designed to provide the benefits of true LTE performance
- VSAT platform is future-ready (5G) based on its cloud-based architecture



Gilat is a long-time partner of Hispasat, and we are most pleased to use their state-of-the-art technology to fulfill the requirements of Altán La Red Compartida in this strategic project which aims to expand service to the most remote areas of Mexico. ”

Ruben Levcovitz, Business Director for North and Central America at Hispasat

## THE CHALLENGE:

In Mexico, approximately 30% of the population still does not have access to the internet. For the 3 out of 10 people in Mexico who live without internet, the pandemic only served to exacerbate the problem to an extreme; the 30% is comprised primarily of people living in rural areas who were in a precarious and vulnerable situation even before the pandemic began.

Altán's Red Compartida is a 20-year concession granted by the Mexican government to Altán Redes, which aims to promote the development of a wholesale, universal, continual, neutral and nondiscriminatory 4G LTE network that covers 92.2% of the Mexican population by 2024, including 15% of coverage in towns with less than 10,000 inhabitants. It is a modern broadband wireless 4.5G voice and data network, whose infrastructure and connectivity enhance the 700 MHz spectrum with more coverage and capacity, at optimal prices.

Altán is committed to promoting the vision of more and better-connected residents in Mexico. However, due to difficult terrain, laying out land-based infrastructure is unfeasible or would require exorbitant expenditures. Mobile Network Operators (MNOs) cannot easily roll out individual backhaul networks; the cost is several times the amount compared to urban areas.

## THE SOLUTION:

Satellite backhauling to extend mobile networks represents an exciting solution for telecommunications companies that need to extend their connectivity in areas where land-based infrastructure deployment faces geographic challenges or is not viable economically. Satellite technology makes it possible to connect remote areas to mobile networks quickly and efficiently. In turn, this makes satellite communication an ideal solution for reaching the billions of people throughout the world who still do not have access to the internet and with it all the life sustaining services that they require.

To connect millions of people in Mexico, Gilat, along with our partners Hispasat and AXESS, are providing a complete cellular backhaul (CBH) solution to Altán, which serves as a wholesale MNO.

Gilat's SkyEdge II-c platform, with its flagship VSAT Capricorn, over Hispasat's Ka-band Amazonas 5 satellite and the Eutelsat Ku satellite operated by Axess provides the most reliable, quick solution to meet Altán's demanding requirements. Gilat's CBH platform provides a user experience similar to terrestrial technologies, using patented GTP acceleration, traffic optimization techniques and excellent spectral efficiency. This enables MNOs to expand 4.5G LTE coverage to underserved areas so that people can enjoy high-quality mobile broadband voice and data services. SkyEdge II-c is also 5G ready and able to deliver new levels of satellite connectivity when applicable.

In addition to providing satellite capacity, Gilat's SkyEdge II-c platform allows Hispasat and AXESS to offer Altán a comprehensive managed service that includes the satellite equipment and the installation, operation, and maintenance of the service.

## THE GILAT ADVANTAGE:

Gilat has been an active player in the Latin American Telecommunications sector for many years.

Gilat's cellular backhaul solution makes it possible for MNOs to rapidly and cost-effectively expand their services. Our end-to-end solution includes state-of-the-art VSAT hubs and terminals designed to provide the benefits of true LTE performance. Patented embedded acceleration techniques were built to overcome the inherent latency in satellite communications, which is critical for ensuring the required user experience.

And since it was designed to operate with HTS multi-spot beam satellites, Gilat's VSAT platform is future ready. The cloud-based architecture will enable easy migration to 5G.

Gilat is proud of our efforts around the world, and particularly in Mexico, to help bring connectivity to billions of people.