

# Intelsat and MNO to Bring High-Speed Mobile Connectivity to Rural and Remote Parts of Germany



## About the MNO

- » Consumers rely on connectivity to access everything from healthcare and education, to work and entertainment. They need a mobile network provider that can keep them connected no matter where they live, work, or play.
- » Providing reliable high-speed connectivity was always a priority for this mobile network operator (MNO), one of the largest in the world and a leading operator in Germany. But cost-efficiently delivering connectivity to citizens in every corner of the country can present a challenge.

## Customer Challenge

### Providing High Speed Mobile Service in Hard-to-Reach Areas

This Mobile Network Operator (MNO) already offers LTE service to approximately 95% of the German population. But over 800,000 Germans who live outside easy-to-connect areas don't currently have access to high-speed mobile service. With the goal of connecting every subscriber with reliable, high-speed connectivity (in compliance with the targets set by the Bundesnetzagentur, the German regulator for telecommunications), the MNO needed a reliable alternative to network backhaul technologies like microwave and fiber. They needed a solution that would be cost-effective and easy to deploy, no matter how challenging the terrain.

## How We Helped

### With Intelsat CellBackhaul, MNO Enables 4G Expansion and Delivers for Customers in Germany

Intelsat provided the MNO with CellBackhaul, a fully managed, end-to-end solution powered by our secure, reliable, worldwide integrated network. The solution included the following components:

- Best-in-class operations and flexibility for variable demand
- Fully managed end-terminal installation, remote management, maintenance, performance monitoring, reporting, training, and more
- Self-service access to Intelsat's Service Management Portal providing the MNO with visibility to efficiently manage and monitor their services

## Results

### MNO Subscribers Stay Connected Anytime, Anywhere

With Intelsat's fully-managed CellBackhaul solution, the MNO was able to deliver positive social and economic impacts to consumers and businesses throughout Germany.



**The solution delivered:**



High-speed, high-quality 4G mobile broadband coverage across rural and remote communities, roads, tourist and recreation areas, farms, and any other place where connectivity is needed.



Fiber-like connectivity and speeds, enabling subscribers to stay connected anytime, anywhere.



Compliance with local regulations requiring reliable voice and data services to reach 99% of households by the end of 2021.



A competitive advantage as it pertains to the MNO's coverage area.

Learn more: [intelsat.com/cellbackhaul](https://intelsat.com/cellbackhaul)



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