

NORSAT PARTNERS WITH SES NETWORKS TO ACCELERATE A GLOBAL DIGITAL TRANSFORMATION

SES Networks enables high performance communication virtually anywhere. Norsat supplied a complete remote management solution enabling SES Networks to achieve breakthroughs in connectivity.



SUMMARY

SES Networks are built on a foundation of more than 57 satellites in Geostationary Earth Orbit (GEO), 16 satellites in Medium Earth Orbit (MEO), and an expansive ground infrastructure. Their network connects and enables broadcast, telecom, corporate and government customers, empowering the development of connectivity across the world. Norsat being the world leader in satellite components and custom products, offered SES Networks not only customized block upconverters for their applications, but also met their requirement of remote management and support.

Background

Since the past 40+ years, Norsat has been the leading provider of unique and customized communication solutions for remote and challenging applications. With the largest portfolio of O3b MEO microwave Block Upconverters (BUCs) and Low-Noise Block Downconverters (LNBS) for O3b MEO Network ground terminals, Norsat provides customers a single source for all their O3b MEO microwave component needs. The 7020BKA model and its customizable variants provide good amount of saturated output power, are extremely reliable and durable, and come with a class-leading 2-year warranty, delivering Norsat's standard high-quality, high-value product. The O3b MEO microwave BUC family also has products that are dual-band, which reduces logistics, maintenance and inventory costs for users. Purely considering product features, performance and price, SES Networks chose to partner with Norsat.

Challenges

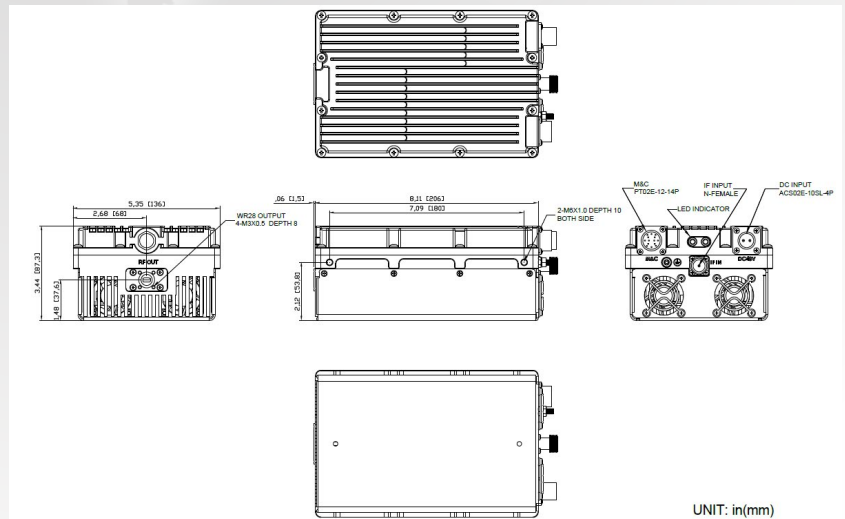
SES Networks, O3b MEO bridges the digital divide by delivering connectivity to people and industries in remote locations across the globe. To achieve this, they required custom Ka-band block upconverters, and a solution for remote monitoring and management of these BUCs. Additionally, they needed IT systems that could supervise and control the Norsat BUCs by means of locally installed agents that could be accessed by a management service provider.



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Solution

With respect to product requirements, Norsat provided a custom solution - 7020BKA-O3B A,B and ABS BUCs. Not only did Norsat manufacture the special product for this application, but also built the new, latest version for their requirements. With output frequency options ranging from 27.652 to 29.071 GHz, double frequency conversion, 20W output power, low weight, and operating temperature from -40 °C to +55 °C, the product was a perfect fit. Norsat also provided webserver and network fields to allow remote management of the BUCs. Hence, Norsat enabled SES Networks to deliver carrier-grade data networking solutions to ISPs, telcos, mobile network operators, governments and enterprises in the most remote and inaccessible places on the planet. Moreover, Norsat's quick turnaround time and speedy delivery of products and services helped SES Networks adhere to strict timelines.



Why Choose Norsat?

The role of satellite communications in an increasingly seamless global networking environment is expanding. Through its next-generation products and components, Norsat works with organizations to open up a world of digital opportunity for people regardless of their location or application requirements. Norsat holds a 'gold standard' industry status when it comes to customer collaborations and provides standard and customized solutions to meet the exact requirements of every application. Along with SES Networks, Norsat envisions an ecosystem of organizations that will collaborate and leverage the capabilities of SES Networks, O3b MEO to create the most compelling, cost-effective, end-to-end experience for customers.



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