Global Connectivity Without Limits

Lumen's on-demand networking solutions empower MTN to deliver flexible, high-performance connectivity for the world's most demanding environments—driving innovation, reliability, and global reach.

MTN

https://www.mtnsat.com/

- Global provider of best-in-class satellite and wireless solutions
- Subsidiary of FMC Globalsat, serving maritime, energy, enterprise, and government sectors
- Specializes in hybrid connectivity using Low Earth Orbit (LEO) and Geostationary (GEO) satellites, near-shore Wi-Fi, and terrestrial networks
- Supports mission-critical operations for cruise lines, oil platforms, retail chains, special events worldwide, and more

Challenges

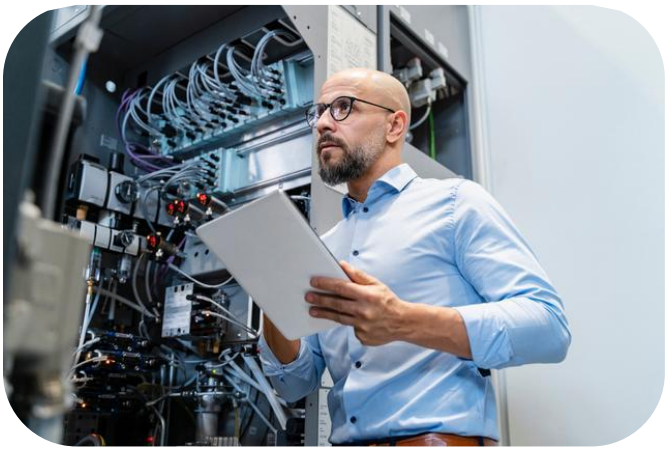
- Unpredictable bandwidth requirements for short-term events and government contracts
- Latency issues with GEO satellites (600ms+) impacted real-time applications for critical operations
- Need for a terrestrial partner to deliver flexible, high-speed connectivity at global PoPs to complement satellite infrastructure

Solutions

- Lumen® Network-as-a-Service (NaaS): Flexible, on-demand bandwidth that scales instantly to meet changing needs
- Scalable bandwidth: Ability to move from 20 Mbps to multi-gigabit speeds without hardware changes or long-term commitments
- Hybrid connectivity: Seamless integration of Lumen's terrestrial services with MTN's satellite infrastructure for operational continuity

Results

- Operational agility: Reduced lead times from weeks to minutes for provisioning connectivity
- Cost optimization: Pay-as-you-go model aligns expenses with actual usage and reduces spend
- Transition from GEO VSAT (600ms latency, 10–20 Mbps) to LEO + Lumen terrestrial links (30ms latency, 200–300 Mbps)



MTN
Connected. Trusted. Secured.

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Outages on Lumen-provided IP transit

10 Gbps
Bandwidth delivered with sub-5ms latency

Fast scalability
with on-demand network provisioning for global events and critical operations

Challenge

Advancing Modern Connectivity

MTN operates in some of the most demanding environments on earth—cruise ships in the middle of the ocean, oil platforms hundreds of miles offshore, and government agencies requiring secure, real-time connectivity. These scenarios present unique challenges. Traditional terrestrial circuits, locked into 12-to-36-month contracts, could not accommodate MTN's need for rapid provisioning and de-provisioning for short-term projects like trade shows or special events.

The technology landscape was evolving quickly. MTN needed to integrate new LEO satellite services, near-shore Wi-Fi, and 5G into its existing GEO VSAT infrastructure without disrupting service continuity. Latency was a critical pain point: GEO satellites introduced delays of 600 milliseconds or more, which was unacceptable for real-time applications such as video streaming or operational monitoring.

With MTN's plans to expand globally—from North America to Europe, Latin America, Africa, and soon Asia—the company required a terrestrial partner capable of delivering flexible, high-speed connectivity at global points of presence.

Solution

Leveling Up the Connectivity Game

Lumen delivered a solution built for speed and flexibility: **Network-as-a-Service (NaaS)**. Through Lumen's IoD and EoD capabilities, MTN gained the ability to provision high-speed connections within minutes using a self-service portal. This helped eliminate the delays associated with traditional provisioning and allowed MTN to respond quickly to customer needs. Bandwidth scalability was a game-changer. MTN could move from 20 Mbps to multi-gigabit speeds—up to 10 Gbps—without hardware changes or long-term commitments. Lumen's global backbone enabled sub-5 millisecond latency on terrestrial links and zero outages at MTN's teleports, delivering the reliability required for mission-critical operations.

By combining Lumen's terrestrial services with MTN's satellite infrastructure, the partnership created a hybrid connectivity model that supports both legacy and next-generation technologies. This approach enabled MTN to integrate LEO satellites, near-shore Wi-Fi, and 5G seamlessly, enabling operational continuity and positioning MTN as a leader in mobility communications.

Solution Set

- Lumen® Network-as-a-Service (NaaS)

> " With Lumen NaaS, we can turn up a port in minutes and scale bandwidth as needed. That flexibility is game-changing for special events and government clients." — **Brian Govanlu**, Director of Engineering, MTN

Results and Future Plans

MTN Has its Eyes Set on AI Expansion

Looking ahead, MTN plans to deepen its technology leadership by integrating new LEO constellations and advanced networking capabilities to deliver even greater bandwidth and lower latency. A key strategic initiative is the adoption of artificial intelligence (AI) for network management and predictive analytics.

MTN aims to leverage AI to optimize bandwidth allocation dynamically based on real-time demand, predict and prevent network performance issues, and enhance customer experience through automated troubleshooting and proactive service recommendations.

By combining Lumen's on-demand networking solutions with AI-driven insights, MTN is building a smarter, faster, and more resilient connectivity ecosystem—one that will continue to meet the evolving demands of global mobility and mission-critical operations.

Current Lumen customer compensated for their endorsement.