

Intelsat

Building the solutions that connect the world—by land, sea and air

Intelsat

www.intelsat.com

- Founded in 1964 as an intergovernmental consortium to provide international telecommunication and broadcast services.
- Responsible for broadcasting the US moon landing in 1969
- Manages 55+ in-orbit satellites and 100+ teleports and PoPs
- 2,000+ employees worldwide



Challenges

- Enhancing the speed, scale and reliability of their terrestrial network
- Ensuring capacity has the ability to handle new customers without compromising service
- Reducing unnecessary capital and ongoing operational expenditures
- Preparing to sunset dated technologies

Solutions

- [Lumen® Wavelength Solutions](#)
- [Lumen® High Speed IP Service \(HSIP\)](#)

Results

- Upgraded its backbone from 10 GB to 100 GB
- Saved hundreds of thousands of dollars by sunsetting dated technologies
- Reduced capital costs and optimized recurring operational expenditures to refocus on customer service opportunities
- Collaborated with Lumen to support 200K+ fiber miles and 650 TB of daily IntelsatOne traffic



90%

increase in network capacity

200k

Supports 200k fiber miles

650+

TB of daily traffic

LUMEN®

Challenge

Pushing the envelope with modern connectivity

Intelsat has been building a hyperconnected world since its humble beginnings in 1964. Whether it's in-flight Wi-Fi or precision farming, they've been pioneering solutions for the world's greatest connectivity problems.

The company continues to push the boundaries of what's possible, and they wanted to help their customers deliver more value in their services. To do that, they had to enhance the speed, scale and reliability of their terrestrial network. This project would involve sunsetting unnecessary technology while expanding network capacity, and they needed a proven partner who could also help them maintain high network quality during the process.

"We had the air covered with satellites, but we needed something more on the ground. We also needed an easy way to do it. Lumen provided that for us," said Dan Pitts, Senior Manager of Service Engineering at Intelsat.

Solution

Network upgrades provide connective tissue and enhance performance

Lumen owns approximately 170,000 on-net fiber locations, providing security and reliability and easing the Intelsat team's minds. Lumen's network ownership would also open the door for additional connectivity down the road.

"We rely on high-quality physical infrastructure, so we expect it to be diverse and bulletproof," said Vinit Duggal, SVP of Networks and CISO at Intelsat. "That's why we have a relationship with Lumen—because their network is well-built with good diversity, and that's exactly what we're looking for."

Intelsat primarily leverages two Lumen products: [Lumen® Wavelength Solutions](#) and [Lumen® High Speed IP Service \(HSIP\)](#). These products allow Intelsat to tie their teleports (also known as satellite ground stations) back to their PoPs, connecting all of their facilities. They can then quickly carry content back to the customer, enhancing the speed and quality of the service.

“Lumen provides significant value, enabling our terrestrial network to deliver cost-effective, high-performance connectivity solutions.”

— Vinit Duggal
SVP of Networks and CISO

Results and Future Plans

Continuously developing a more connected world

Working with Lumen allowed Intelsat to enhance the capabilities of its terrestrial network, jumping from 10 GB to 100 GB and expanding the capacity to handle even more customers.

They also gained the confidence to sunset dated technologies.

"Lumen plays a crucial role in enabling our IntelsatOne terrestrial network to deliver cost-effective, high-performance connectivity solutions to our customers," Duggal says.

Intelsat continues to make the impossible possible, working side-by-side with Lumen to connect even more people and places around the world—and beyond.

Lumen Solution Set

- [Wavelength Solutions](#)
- [Lumen® High Speed IP Service \(HSIP\)](#)

866-352-0291 | lumen.com | info@lumen.com

Current Lumen customer compensated for their endorsement.

Services not available everywhere. Business customers only. Lumen may change, cancel or substitute products and services, or vary them by service area at its sole discretion without notice. ©2024 Lumen Technologies. All Rights Reserved.

LUMEN®