



KONNECT: satellite broadband to bridge digital divide in Tanzania



Eutelsat Konnect 2022

CONFIDENTIALITY LEVEL | DISTRIBUTION 1



CONTENTS

1. EUTELSAT OVERVIEW

2. KONNECT: HIGH SPEED INTERNET ACCESS

3. HOW KONNECT CAN HELP ACHIEVE DEVELOPMENT GOALS

4. SERVICE OFFERS OVERVIEW

5. CASE STUDIES

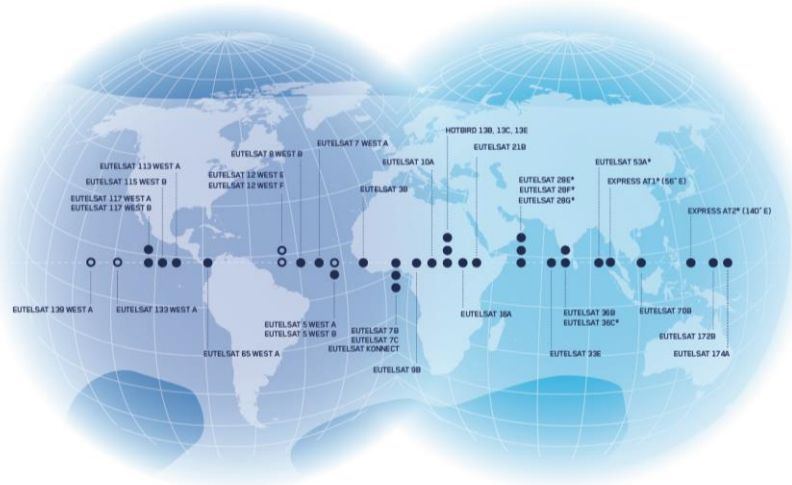
6. APPENDIX





Eutelsat : One of the largest players in the space business

SUPPORTING C, KU AND, KA BANDS



THE EUTELSAT FLEET
SEPTEMBER 2021

● stable orbit
○ inclined orbit
* capacity on third-party satellites

FUTURE SATELLITES: HOTBIRD 13F
HOTBIRD 13G
EUTELSAT CONNECT VHTS
EUTELSAT 10B
EUTELSAT 340

● EUTELSAT QUANTUM in orbit raising

36 SATELLITES
CONNECTING ALL CONTINENTS

TOP 3 PLAYER IN SPACE BUSINESS



1 OF THE 3 COMMUNICATIONS
SATELLITE OPERATORS
WITH A GLOBAL FOOTPRINT



THE ONLY GLOBAL OPERATOR
TO ADDRESS THE FIXED
BROADBAND INTERNET MARKET



LEADING SATELLITE OPERATOR
ACROSS THE ENTIRE AFRICAN
CONTINENT

FINANCIALLY ROBUST



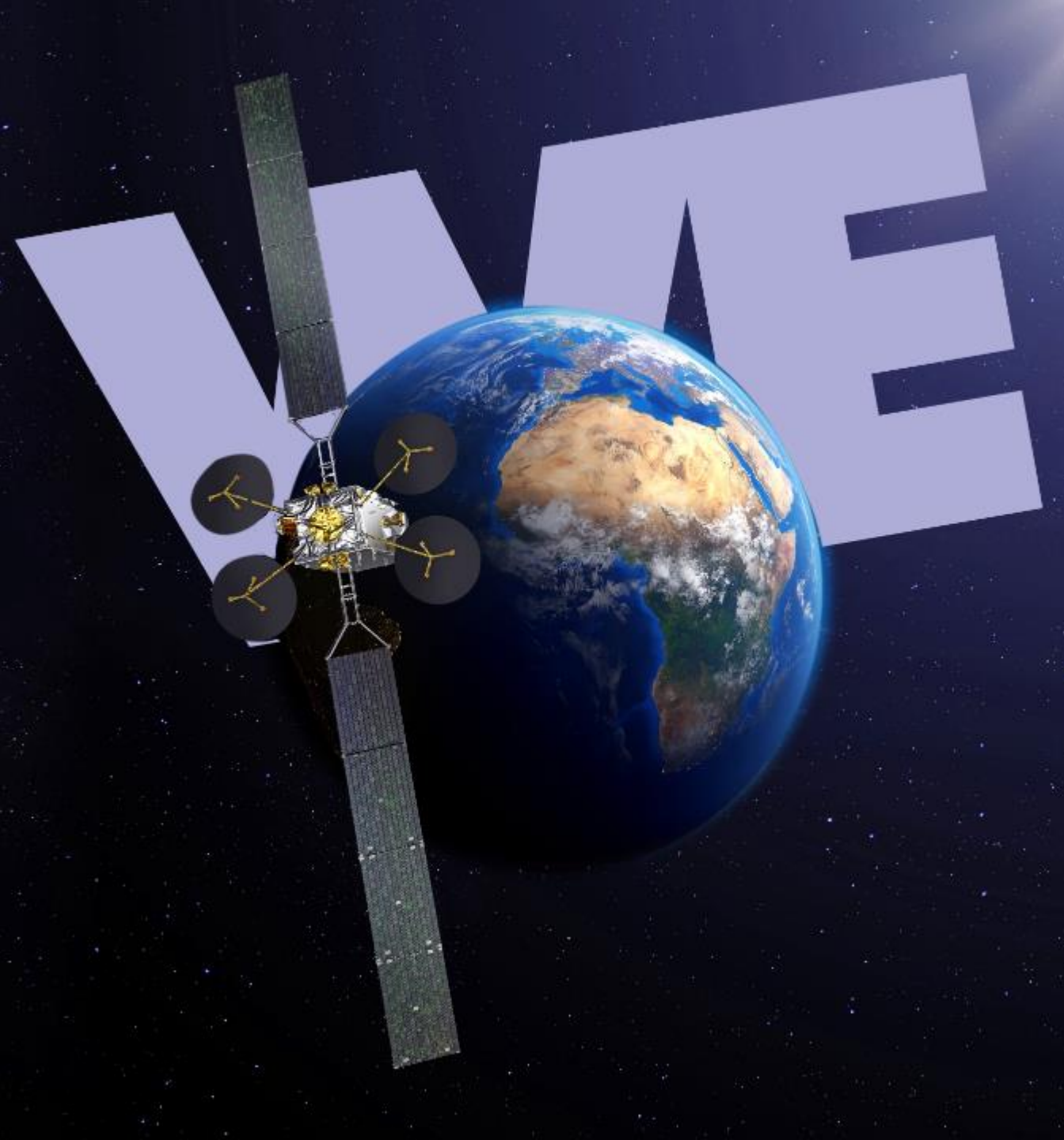
EUTELSAT IS LISTED ON THE PARIS
STOCK EXCHANGE

Distribution of capital

66%
Floating capital and
others

20%
Bpifrance¹

1. French public investment bank.



**KONNECT,
DELIVERING HIGH
SPEED INTERNET
ACCESS**





Eutelsat: a broadband pioneer



2010

**1st generation
satellite launch
KA-Sat**

First full Ka-Band
High-Throughput
system over Europe &
MENA



**1st generation
KONNECT Africa
small scale
service, launched
on Yahsat**

Broadband
connectivity service
deployment in DRC
and Nigeria



2020

**2nd generation
satellite: KONNECT
full scale roll out of
services**

The most efficient satellite
system to date over
extended Europe & Africa



2023-2025

**3rd generation
satellite launch
KONNECT VHTS Europe
/ Superconnect Africa**

Much more capacity for
the whole continent,
even higher performance
and even lower cost



Eutelsat KONNECT covers 38 countries across Africa

KONNECT capacity

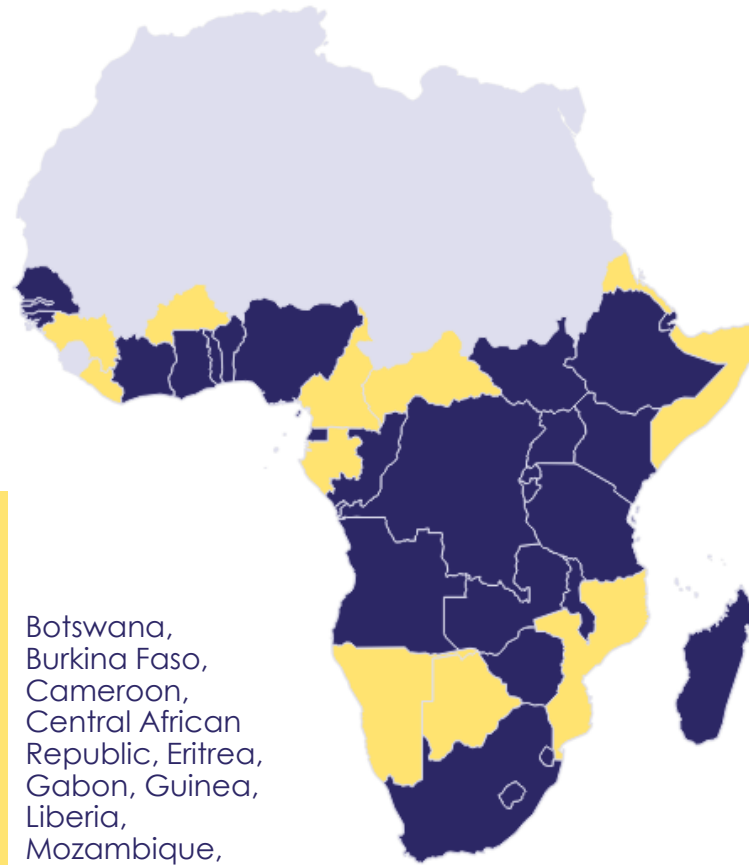
- **38 countries** covered or partially covered in Sub-Saharan Africa
- Total capacity **60 Gbps**
- Speeds of **up to 100 Mbps** for B2C and B2B applications
- Flexibility: **20 to 25%** of the capacity of a beam can be reallocated to another beam

Full Coverage

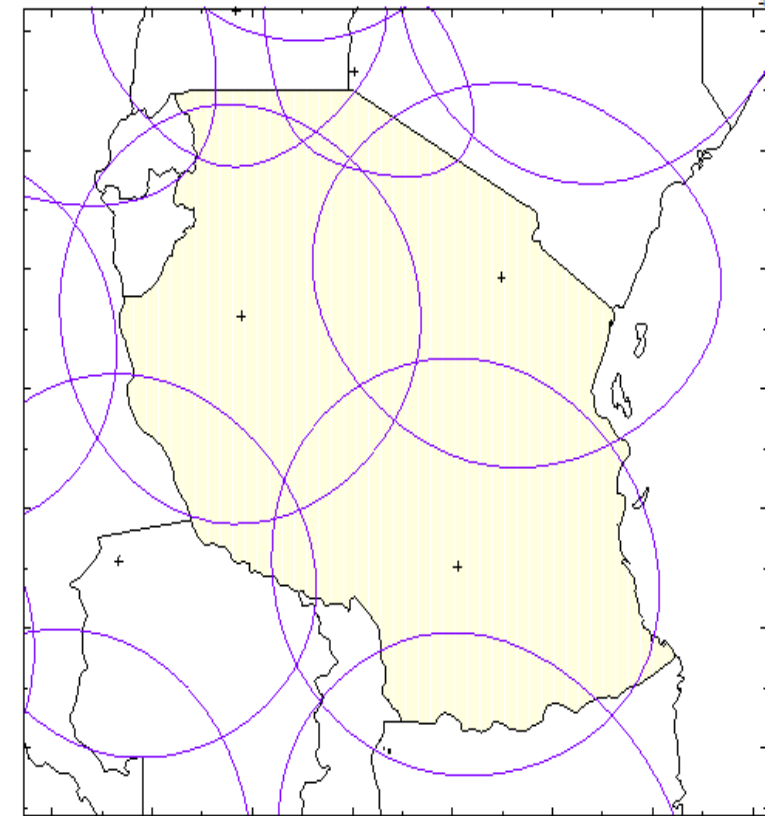
Angola, Benin, Burundi, Congo, Cote d'Ivoire, Djibouti, DRC, Equatorial Guinea, Eswatini, Ethiopia, Gambia, Ghana, Guinea-Bissau, Kenya, Lesotho, Madagascar, Malawi, Nigeria, Rwanda, Senegal, South Africa, South Sudan, South Africa, Togo, Uganda, Zambia, Zimbabwe

Partial Coverage

Botswana, Burkina Faso, Cameroon, Central African Republic, Eritrea, Gabon, Guinea, Liberia, Mozambique, Namibia, Somalia



Tanzania coverage by KONNECT satellite



Two possible distribution models



Packaged service managed by KONNECT **based on our telecommunication licences**



The reseller sells KONNECT packages and **receives a commission** (based on acquisitions and renewal)



KONNECT manages packages' pricing with respect to market and competition by country



The reseller increases its visibility with **KONNECT branding** and marketing communication managed by us



KONNECT subsidises the terminal pricing

Retail

Wholesale

Packaged service managed by KONNECT **using the distributor licences**

The distributor buys KONNECT packages and sales it **with its mark-up**

End-user pricings are managed by the distributor

The distributor uses **own branding**, and manages its marketing campaigns

Terminals at full price



HOW KONNECT CAN HELP ACHIEVE AFRICAN DEVELOPMENT GOALS

Main benefits of high-speed Internet through satellite



EVERYWHERE
Universal coverage



Connect **rural and remote areas** instantly regardless of where the end user is : the satellite provides **100% coverage**



RELIABLE
High Quality Service



Providing **high-quality, reliable broadband services** to direct consumers and businesses



FAST
High-speed Internet



Ensure high-speed Internet access similar or above ADSL speeds to users in **unserved or underserved areas**



ACCESSIBLE
Competitive prices



Ensure **affordable and accessible broadband services** without compromising quality at prices comparable to ADSL access



EASY TO INSTALL
Plug&Play equipment



Easy to install with a **simple system** requiring a compact outdoor antenna and an indoor modem provided by KONNECT

How KONNECT can help achieve development goals

Quality Education



- Ensuring that all teachers have **access to the national program**
- **Enforcing teachers' confidence** by giving them a continued access to internet know-how
- **Decreasing school absenteeism** and giving parents access to the student curriculum and communication platforms

Good health & well-being



- **Supporting practitioners** with e-training and online access to scientific papers
- **Increasing health center efficiency** with digital agendas, medical records and communication improvement between health centers
- **Increasing access to health services** through generalization of telediagnosis and teleconsultation

Enhance quality of life in rural areas



- **Improving education quality in rural areas** by giving everyone access to the national program and global online knowledges
- **Increasing local employment in remote areas** by supporting the development of SME's, online jobs and teleworking
- **Improving communication with relatives** and increasing **access to online entertainment**



**SUSTAINABLE
DEVELOPMENT
GOALS**



KONNECT : quantifying the economic and social impact



1. Better access to information, knowledge, culture and entertainment for all the citizens



2. Better governance : the development of electronic administration (e-gouv services) allows an easier and less expensive access of the population to public services, a better transparency and a greater efficiency of the state's activity.



3. Improvement of economic productivity : thanks to the use of innovative sectorial applications in all fields: agriculture (harvest, breeding), trade, etc...



4. Job creation in new sectors : e-commerce, start-ups, data centers, mobile applications, satellite equipment maintenance technicians...



5. Better financial inclusion : better access to online banking services for unbanked rural populations and access to micro-credit, promoting the development of the formal economy



KONNECT : quantifying the economic and social impact



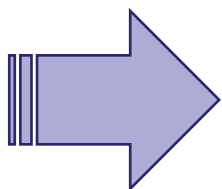
6. Better quality of education : access to educational platforms (e-learning, teacher training, program distribution, etc.) and to administrative management interfaces for schools (management of absences, relations with parents, etc.)



7. Better productivity of companies : access to larger markets thanks to better communication and better integration in exchanges, optimization of relations with suppliers, all of this allowing an increase in turnover; development of new ways of working adapted to unexpected situations (pandemic): teleconferencing, teleworking.



8. Development of a health offer for all : the advent of e-health allows better access to health care: teleconsultations, remote diagnosis, monitoring of chronic illnesses, pregnancy monitoring, vaccination monitoring, prevention...



**Internet access increases of 10%, can deliver 1.4% increase in economic growth
(according to the World Bank)**



OFFERINGS

- KONNECT Standard
- EXPRESS WiFi, for shared access between multiple users



KONNECT Standard

key benefits of our standard package offering



➤ High-speed internet

With KONNECT our packages can reach **up to 100Mbps !**

➤ Reduced-speed / No hard data caps

Even after the exhaustion of the data allowance, the connection is not interrupted

➤ Extended Monthly night time zone

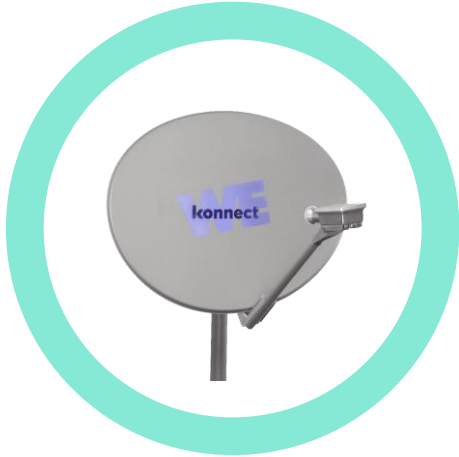
Between 10pm to 6am, a generous and dedicated data allowance is included with the package, in addition of the subscribed offer.

➤ Loyalty bonus

We reward customer loyalty with data bonuses
(+20% of additional data)

Packages are available to suit different needs !

KONNECT Standard : The equipment you need to be connected !



Outdoor equipment

- **Size of the dish :**
74cm, 90cm or 120cm
- **Transceiver LNB+BUC:**
1W/2W/3W amplifier



Indoor equipment

- **Hughes Modem HT2000**
- **Dimensions (cm) :**
6.6 x 14.7 x 18.3
- **1 LAN port**

Example Kit pricing including: 74cm dish - Modem HT2000 - Tria 1W - Cable IFL 30m

Wholesale Price

Without subsidies by KONNECT:

- Equipment sold between **\$254 and \$322** HT depending of Ex-Work : Abidjan or Kinshasa

Retail Price

With KONNECT subsidies :

\$149*
End-user price including VAT

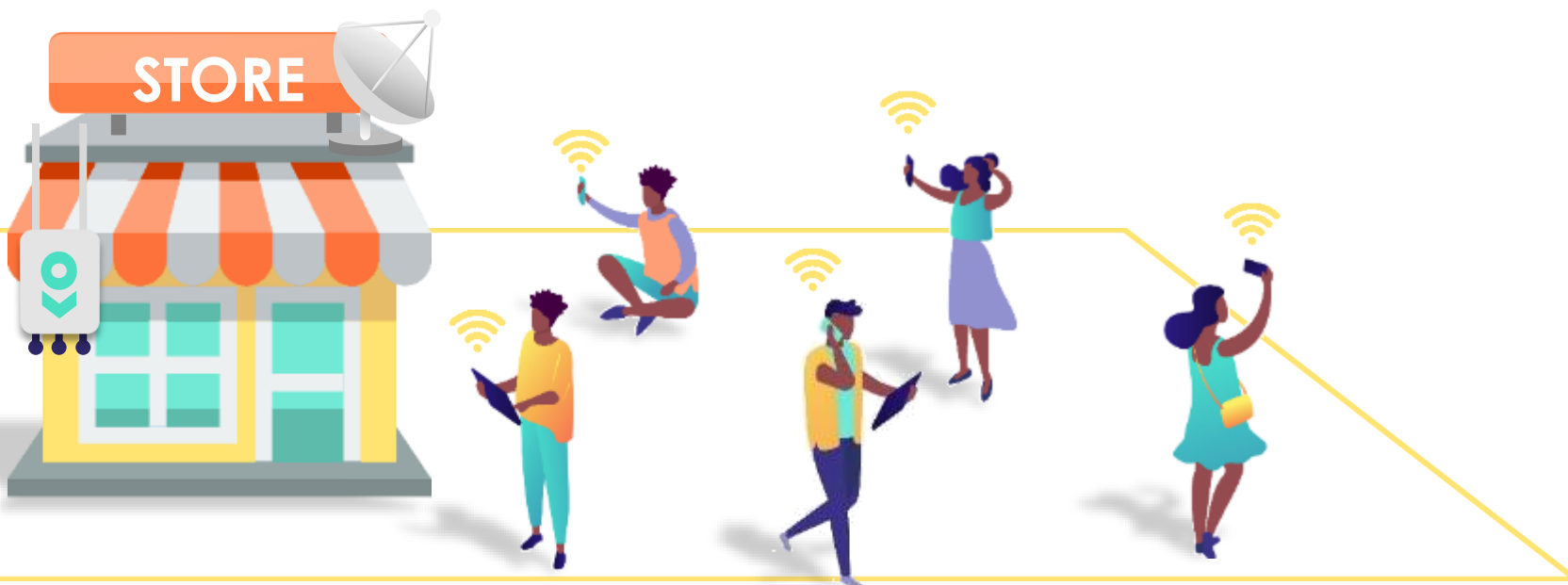
Prices do not include installation (installer network available in retail countries)



EXPRESS WiFi : a digital opportunity for all

Internet access becomes affordable for everyone

- **Wi-Fi Hotspot solution** that relies on satellite broadband and allows everyone to become a reseller :
 - With prepaid Internet pass and **no investment in equipment**



Ideal for :

Shops
Restaurants
Hotels
Schools
Individuals
...

End users access the Internet without satellite equipment but directly on their tablet or smartphone.



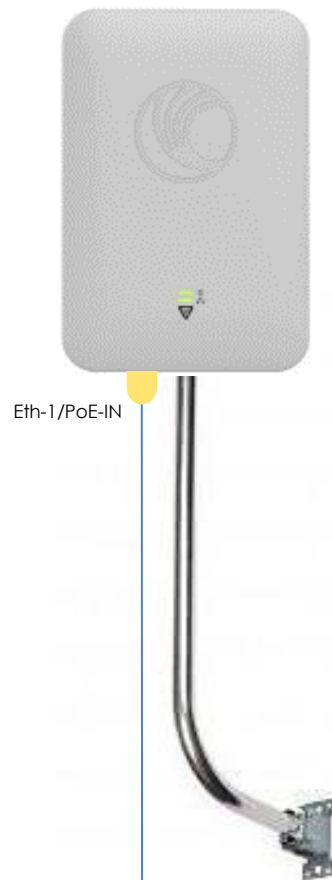
EXPRESS WiFi : the Kit (Cambium version)

Outdoor equipment

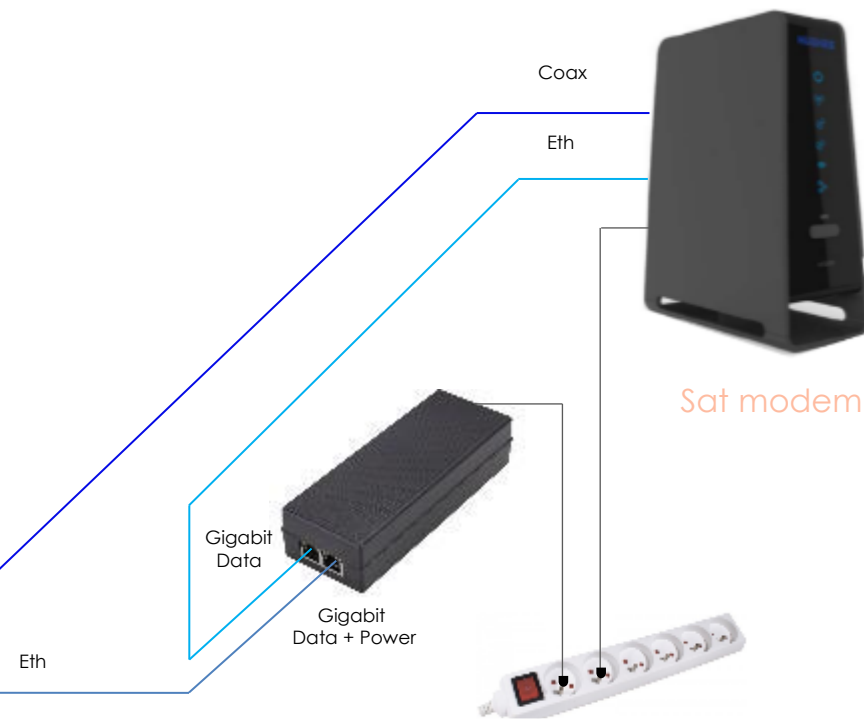
Indoor equipment



Sat Antenna



Cambium AP



PoE Injector
(Power over Ethernet - 100-240V, 50/60 Hz)

EXPRESS WiFi for shared access between multiple users



Deployable Everywhere

Powered by satellite, Express WiFi can be deployed even in the most remote areas

Reaching markets that no one else can address



Simple Set-Up

All necessary hardware & management software is included

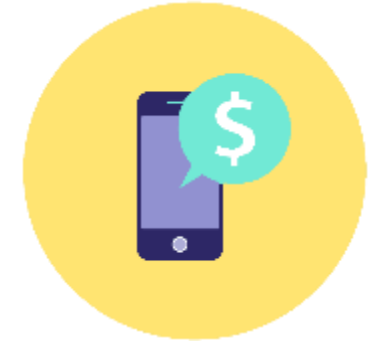
Anyone is a potential hotspot reseller, no expertise or equipment required



Affordable Pricing

Express WiFi plans are for all budgets and tailored to local market conditions

Rural populations should not pay more for internet access than the urban populations



Easy Payments

Payment can be made in cash at the hotspot or via mobile/e-payment

Purchasing is easy and cash collection processes are simple



CASE STUDIES

Health

Konnected COVID response coordination offices in the Democratic Republic of Congo



INRB (Institut National des Recherches Biomedicales)

During summer 2020, the government of the Democratic Republic of Congo implemented coordination offices gathering local authorities, medical experts and OMS representatives. The goal was to implement an efficient response to the Covid-19 crises.

Challenges

Tens of these offices were not covered by terrestrial telecommunication infrastructures or had access to unreliable connectivity service. The government was looking for a reliable, high speed solution to improve communication between the offices.

Our solution

Konnnect provides a reliable and movable internet solution, including :

- Free satellite dishes and routers in ten coordination offices;
- Free installation and technical support
- High speed data plans, free of charge during the Covid-19 crisis.

Benefits

The offices were able to communicate through videoconference, exchange best practices and send crucial information on time.



8 coordination offices
connected to internet



Free of charge
During the pandemic crisis



Konnected hospital in Nigeria



Sokoto isolation centers

Located in the north-west of Nigeria, Sokoto is suburb is out of telecommunication coverage. 3 isolation centers welcomed covid patients during the Covid-19 crises.

Coolink our partner

is a Nigerian ISP with its head-office located in Lagos and a nation-wide presence. Coolink offers solutions to provide customers with value-added services, support, focus on their business instead of their network internet connection.

Coolink is an historical Eutelsat's partner & signed a partnership agreement with Konnect-Africa set up by Eutelsat in 2015, to expend our Ka-band services across the continent.

Challenges

3G bad coverage. Located in an uncovered area, the isolation center was looking for a reliable solution to coordinate with the central disease control agency.

Our solution

Konnect provides a reliable and movable internet solution, including :

- 3 Satellites dish an routers
- Installation and technical support
- Free data plans tailored for the hospital

Benefits

Konnect offers free broadband internet service. It will enables real-time center communication. The telecommunication improved the coordination of medical services.

Konnected hospitals in South Africa



Mpumalanga clinics

Located in the north-east of South Africa, Mpumalanga is a rural region facing digital divide challenges.

Logical Wireless our partner

is a Private Company, which was established in 2004. The Company endeavours to provide integrated satellite communication solutions to enterprises across all industries, as well as private individuals.

Challenges

Ten clinics and hospitals of Mpumalanga are poorly covered by terrestrial internet. They are unable to efficiently communicate and transmit crucial information during the Covid-19 crises.

Our solution

Konnnect provides a reliable and movable internet solution, including :

- Free satellites dish and routers;
- Free installation and technical support
- Data plans tailored for the hospital, free of charge during the Covid crisis.

Benefits

Konnnect offers free broadband internet service. It will enable real-time center communication. Practitioners are informed about the best practices and able to coordinate effort during the Covid-19 crisis.



8 hospitals and clinics
connected to internet



Free of charge

The first 6 months, during the pandemic crises

Schools

Konnected schools in the Democratic Republic of Congo



Schoolap

- **A digital educational platform**, developed by a startup based in Kinshasa, it offers :
- **National online programs**; exercises and homework platform; Schoolap TV with learning content; school management platform, to manage attendance and scholarship payments.

Challenges

- The DRC is a rural country where more than 35% of the schools are not covered by 4G. Schoolap was looking for an internet provider offering reliable, affordable and a scalable solution all over the country.

Our solution

- Connectivity service, with a tailored product range;
- Free Konnect antennas installed by our partner FLASH;
- Schoolap provides the educational platform;
- **A Konnect team** dedicated to the project which supports schools.



1,000 schools have signed, to be connected before June 2022.



1.7 Million children will have access to the internet



20 000 teachers will benefit from Schoolap partnership

Administrations



Konnected post-offices in Côte d'Ivoire



La Poste Cote d'Ivoire

La Poste of Cote d'Ivoire is one of the most important public service organisations of the country, providing not only mail delivery. It has also the mission of facilitating access to the internet for rural population.

Intersat our partner

Integrator of technological solutions. Intersat has invested in women's development, with the installation of connected kiosks in remote villages. Intersat also provides service to companies (SMEs and big corporates).



Challenges

La Poste needed a broadband solution to connect those offices out of reach of terrestrial networks as well as to provide internet access to rural populations.

Our solution

Our solution met the key requirements in terms of speed, security, value for money and rapidity of deployment.

- › Satellites dishes and routers;
- › Installation and technical support
- › Data plans tailored for administrations
- › WiFi hotspots;

Benefits

Rural post offices able to receive updates and new information on-time, communicate effectively with the central post office as well as with other remote post offices. The WiFi hotspots give access to free internet to locals helping them carry out administrative procedures online.



167 post offices
to be connected



Affordable solution

Vouchers of less than \$1 for local population



Konnected railways stations in the Democratic Republic of Congo



SNCC

The National Railway Company of the Congo (SNCC) is the national railway company of the DRC. With more than 4,000 km railways the company covers the entire territory.

Espoir our partner

Espoir is our premium partner in the DRC. With a large installers network and 6 shops spread all over the territory, Espoir provides installation service and dedicated support to its clients.

Challenges

The SNCC relies on telecommunications to manage the train traffic. It is looking for an internet solution to provide internet access in 74 uncovered and poorly covered remote train stations.

Our solution

Our solution met the key requirements in terms of speed, stability, affordability and rural deployment.

- Satellites dish an routers;
- Installation and technical support
- Data plans tailored for administrations
- WiFi hotspots

Benefits

The first tests have started in the headquarter of Lubumbashi, in the train stations of Sakania and Mwene Ditu.



74 train stations
to be connected



Hundreds of trains/days
traffic managed thanks to Konnect

NGOs

Konnected Mozambique government after a cyclone

World Food Program

The World Food Programme (WFP) is the world's largest humanitarian agency fighting hunger worldwide. One of its mandates from the UN is to coordinate the restoration of communications in emergencies. Eutelsat is a signatory member of the UN Crisis Connectivity Charter which makes satellite capacity and equipment available to the WFP and other NGOs.

Challenges

When natural disasters or conflicts damage terrestrial telecoms infrastructure, or when displaced populations settle in territories where there's nothing, restoring communications is essential to organise the delivery of aid and ensure people can receive information and contact their families.

Our solution

Dedicated capacity is reserved for the WFP on four satellites, covering Africa and Latin America, and a number of terminals are stored at UN logistics depots in Dubai, Italy and Panama, so when disaster strikes, intervention is guaranteed in the shortest time. The first three months of capacity are always given free-of-charge.

Benefits

Recently we helped the WFP restore communication in Mozambique, after the Idai tropical cyclone in 2018, and in the Bahamas and Barbados after hurricane Dorian that caused widespread destruction in 2019. Satellite equipment, rapidly deployed from Panama, provided connectivity to humanitarian responders and the islands' residents who had been left with no other means of communication.



17 sites connected
in the most affected areas



Fast installation

with online installation training
and support



1,000 humanitarians
Connected in the teams on site.



Konnected MONUSCO peacekeepers in the DRC



MONUSCO

The United Nations Organization Stabilization Mission in the DRC is the UN peacekeeping force. 18,000 peacekeepers are working to increase population safety and improve governance in the Kivu and oriental provinces.

Challenges

The MONUSCO local entity of Beni, which gathers 300 peacekeepers, was looking for a reliable Internet solution to share information with the base located in Goma, as well as to improve soldiers welfare.

Our solution

Konnnect provides a reliable internet solution, including :

- › Satellites dishes and routers
- › Installation and technical support
- › Unlimited data plans tailored for the UN needs

Benefits

Thanks to Konnect, communications with the bases in Goma and Kinshasa were improved. The WiFi hotspot also allows affordable service for the staff to communicate with their families.



10 sites

to be connected (4 connected today)



300 peacekeepers

Connected to their family

Connected villages



Konnected villages in the Democratic Republic of Congo



Punia, Maniema

Punia is a mining city of 70,000 habitants, located in the Maniema region. The city is out of internet coverage, connected to a poor telecommunication network.

Malka our partner

Malka is our main Konnect WiFi distributor in DRC, which has already connected hundred of villages to internet with Konnect. Malka is implanted in the Eastern part of DRC and is specialized in remote and complicated installations.

Challenges

The city is out of telecommunication coverage and located at 380 km from large cities (Kisangani). SMEs and habitants were looking for an affordable telecommunication solution, to boost the city economy.

Our solution

Konnect provides a reliable and very affordable internet solution, including :

- › 5 WiFi hotspots with satellites dishes installed all over the city;
- › A tailored business model without entry cost and shared revenue;
- › Affordable vouchers at less than \$1

Benefits

The city population has now access to an affordable internet solution. Five SMEs generate additional revenue with vouchers sales. Mining Workers can communicate with their families after work.



70,000 habitants
have access to internet



5 SMEs
generating additional revenue



1,000 workers
can communicate with their families

Konnected villages in the DRC



Logu

Logu is a rural village of 5,000 habitants located on the road from Goma to Kisangani (150 kms away from Goma). The road is an important commercial axis, and Logu is a key transit point.

Malka our partner

Espoir is our premium partner in the DRC. With a large installers network and 6 shops spread all over the territory, Espoir provides installation service and dedicated support to its clients.

Challenges

The village isn't covered by terrestrial networks. The local bar located next to the road was looking for a telecommunications solution, as well as additional services to provide to its clients.

Our solution

Konnected provides a reliable and affordable internet solution, including :

- › 1 WiFi hotspot equipment (including dish and router)
- › A tailored business model without entry cost and shared revenue
- › Affordable vouchers at less than \$1 available to service users
- › Solar panels

Benefits

The village has now access to an Internet solution. The bar manager can communicate with suppliers, attracts new clients with additional services and generate new revenue.



~400 users
per months



~\$150 additional revenue
per month for the bar, directly
generated by the hotspot



5,000 habitants
can now have access to an
Internet solution

Banking

Konnected money transfer agencies in the DRC



Soficom

Soficom is a money transfer agency that operates throughout the whole of the Democratic Republic of Congo. Most of its branches are located in very remote areas that are inaccessible by terrestrial telecoms.

Espoir our partner

Espoir is our premium partner in Democratic Republic of Congo. With a large installers network and 6 shops spread all over the territory, Espoir provides installation service and dedicated supports to its clients.

Challenges

- In order to facilitate transactions, Soficom needed a stable and low-cost internet connection.
- After a call for tender directed to national ISPs, Konnect with its partner Espoir was selected to connect 5 Soficom sites in Bandundu and Tanganyika.

Our solution

Konnect provides a reliable and affordable internet solution, including :

- 74 cm satellites dishes and routers, one per site
- On the shelf high speed data plans (Max 100 – Speed 25/3 mbps)
- Our partner technical support

Benefits

- Espoir installed the 17 sites in a period of 1 to 2 days.
- Soficom have shown great satisfaction thanks to the network stability and high speed service. Espoir is now in charge of connecting all Soficom agencies throughout the DRC



17 sites
installed



Quality follow-up

thanks to the presence of Espoir stores throughout the country



1 to 2 days

installation and support time (even in remote areas).

Mining

Konnected mining exploration in the Democratic Republic of Congo



Mine of KIJIBA

Rulvis congo (RULCO) is a mining subcontractor managing the mine of Kijiba (owned by Frontier SPRL). 1,200 employees are working in the mine.

Espoir our partner

Espoir is our premium partner in Democratic Republic of Congo. With a large installers network and 6 shops spread all over the territory, Espoir provides installation services and dedicated support to its clients.

Challenges

The client wasn't satisfied with its Internet fiber solution, considered unreliable and too expensive.

He needed a stable solution to efficiently monitor all the mining sites.

Rulco launched a tender directed to all National ISPs, and won by Espoir and Konnect.

Our solution:

Rulco choose Konnect service for its stability and competitive price. The solution includes :

- Satellite dish and router
- Installation and technical support (even in this remote area)
- Data plans tailored for SMEs (Max 250)

Benefits

Thanks to hot spots solutions, all the sites are connected with one antenna. Konnect allows Rulco to control mines performance, with smart connected sensors. The client is satisfied with the solution and asked Espoir to connect its other mine in Kannfundwa.



1,200 employees
with a stable internet connection



1 antenna
covering all the mine



Better control
With connected sensors in all the mine sites

Konnekted villages in the DRC



Kalekwa

Kalekwa is an artisanal gold mining community of hundred of people living along Ulindi river. The community includes 500 workers and their families. They regularly move their camps along the river to increase productivity.

Espoir our partner

Espoir is our premium partner in Democratic Republic of Congo. With a large installers network and 6 shops spread all over the territory, Espoir provides installation service and dedicated supports to its clients.

Challenges

The river isn't covered by any telecommunication technology. The population had to walk 5 km to receive 2G signal. They were looking for an internet solution without entry price and business model adapted to a community.

Our solution

Konnekt express WiFi :

- › One WiFi hotspot with one satellite dish;
- › A tailored business model including shared revenue without entry cost;
- › Affordable vouchers at less than \$1
- › Solar panel kit

Benefits

People in the community are now able to communicate with their families and have access to entertainment after work.



1,000s peoples

benefits from a telecommunication solution



Moving solution

Espoir trained installers, to make the community able to move the solution with the camp.

Retail



Konnected hypermarket in the DRC



Jambo Mart

Located in Lubumbashi, Jambo Mart is one of the largest supermarkets in the DRC. It covers 8,000 m² over five floors.

Espoir our partner

Espoir is our premium partner in Democratic Republic of Congo. With a large installers network and 6 shops spread all over the territory. Espoir provides installation service and dedicated supports to its clients.

Challenges

The client wasn't satisfied with its internet solution. He relied on a fiber solution with satellite backup and considered the service not reliable. He was also looking for an Internet solution for employees's accommodation in suburb areas.

Our solution

Konnect provides a reliable and affordable internet solution, including :

- One satellite dish and router per site, including a 98 cm antenna in Jambo Mart
- On the shelf high speed data plans (300 GB)
- Our partner technical support

Benefits

- A more reliable internet solution enabling the administrative team to manage inventories and transactions.



5 floors hypermarket
covered with Konnect



50 employees
managing inventories and transactions



10 employees housing
connected to the Internet

Farming



Konnected farm in Côte d'Ivoire: Azaguié



Poussin d'Or

Poussin d'or d'Azaguié is specialized in animal nutrition and a branch of the Dutch group Koudijs. The hatchery covers 1200 m² and has a production capacity of 120,000 broiler chickens per day. Poussin d'Or is supported by the Ivorian government, as it contributes to the economic development of the country poultry production.

Open Service, our partner

Our first and premium distributor in Côte d'Ivoire. Open Service provides internet and mobile money services to a wide range of clients including banks, retail, industry and residential customers.

Challenges

- › Ensuring a reliable solution in a volatile 4G environment
- › Enabling secured transactions
- › Facilitating logistics and partners communications

Our solution

- › Standard kit including one 74 cm antenna
- › "Home unlimited" monthly plan

Benefits

- › Facilitates the daily work of the farm and the communication to the HQ
- › Guarantees the quality and stability of the Internet connection during transactions and operations for all the farm's teams



1 antenna
to cover all the facilities



110 employees
can be connected at the same time

Hospitality



Connected hotels in the DRC



Park Hotel

Located in the city center of Lubumbashi, Park Hotel has 80 rooms capacity. It is one of the most prestigious hotels of the city, hosting business travelers and tourists.

Espoir our partner

Espoir is our premium partner in Democratic Republic of Congo. With a large installers network and 6 shops spread all over the territory, Espoir provides installation service and dedicated support to its clients.

Challenges

The client wasn't satisfied with its internet solution. He relied on a fiber solution with satellite backup and considered the service not reliable and too expensive.

Our solution

Konnect provides a reliable and affordable internet solution, including :

- › Two satellites dishes and routers installed by our partner Espoir
- › On the shelf data plans tailored for SMEs (Konnect 300)
- › Our partner technical support

Benefits

- › A more reliable and affordable internet solution enabling 200 hosts to work and entertain.



200 hosts connected
at the same time with Konnect



80 rooms
covered by a reliable solution



- \$600 saving
on the internet bill per month



CONTACTS:

Philippe Baudrier

General Manager Konnect Africa

Eutelsat

Tel : +33 1 53 98 48 31

E-mail : pbaudrier@eutelsat.com

Astrid Bonté

Director of international affairs

Eutelsat

Tel : + 33 6 72 88 50 71

E-mail : abonte@eutelsat.com

Obafemi Agbanri

Konnnect Tanzania Sales Director

Eutelsat

Tel: + 33 7 88 07 92 10

+ 255 767 256 405

E-mail: oagbanrin@eutelsat.com