From our origins over than 30 years ago covering the European market, Eutelsat has massively expanded its footprint to serve clients across the globe. Today, our network of high-performance satellites is located between 117 degrees West and 172 degrees East. This unique portfolio of C, Ku and Ka-band resources, connected to a network of fully-owned and partner teleports, is configured to deliver regional, intercontinental and global connectivity.

Video distribution is one of our core competences. We have over 30 years of experience in Direct-To-Home (DTH) broadcasting and content delivery to other networks, such as cable, IP and DTT. Long-term relationships with key players, strong experience in established and emerging markets, steady channel growth (including HD and Ultra HD), attractive video neighbourhoods developed for specific-targeted markets and a portfolio of customer-centric innovation make Eutelsat a leading global player in satellite communications.

Reaching a total of more than 274 million homes (either directly by satellite or via other networks), in Western and Central/Eastern Europe, the Middle East and North Africa, Eutelsat is incredibly well placed to partner and serve global operators and local broadcasters. We also offer direct access to the highly attractive Russian and Chinese markets, Asia-Pacific and the Americas.

Connecting the World

38 satellites

Reaching more than 274 million homes

Over 50 teleports throughout the world

Data and broadband services represent our second largest activity. They cover capacity leased to telecom operators and service providers for internet connectivity, cellular backhaul and corporate networks, as well as Value Added Services that bundle capacity with user terminals and network management.

We also have longstanding experience in the VSAT market. Our satellites manage regional, continental and intercontinental networks operated by key vendors and service providers. These VSAT networks provide communication in remote areas and difficult terrains where terrestrial connections cannot be established.

Eutelsat’s C and Ku-band resources are also used for backhaul solutions for many of the world’s leading 2G, 3G, and LTE service providers, providing rapid and cost-effective service expansion into rural or hard-to-serve markets.
Six satellites to launch by 2017

REACHING INTO FIVE CONTINENTS
Eutelsat’s fleet of satellites covers the five continents, taking in almost all countries and 99% of the world’s population. The fleet currently numbers 38 operating in geostationary orbit between 117° West and 172° East.

These premium orbital locations include a number of major video hotspots, including the dynamic and sought-after TV markets of Europe, the Middle East, North Africa and Sub-Saharan Africa. Eutelsat also operates Europe’s first all-Ka-band satellite, KA-SAT at 9º East, and a powerful platform for delivering high-bandwidth services to users beyond the range of terrestrial networks.

We have also created significant extra capacity in the Americas and Asia-Pacific regions, following the acquisition of Satmex (now Eutelsat Americas) and the EUTELSAT 172A satellite.

The Eutelsat fleet is also expanding significantly over the coming years, with six launches scheduled up to 2017. This new capacity is targeted at the fast-growing markets of the Middle East, Africa, Asia-Pacific and Latin America, while reinforcing our presence in long-standing European markets.

ENSURING SERVICE QUALITY 24 HOURS A DAY

Eutelsat’s Operations Centres ensure the continuity and quality of services on our satellites. With four main control centres worldwide – in France, Italy and Mexico, we are able to constantly monitor and control our entire fleet of satellites, guaranteeing the best quality reception and transmission of your services, 24 hours a day, 365 days a year.

CONNECTING YOU AND YOUR MARKETS
USE OUR EXTENSIVE NETWORK TO CONNECT YOU AND YOUR AUDIENCES

Thanks to the extensive network of our own and partner teleports you have access to our satellites from almost any geographical location around the globe. The teleports are complemented by a fibre-based terrestrial network and a number of Points of Presence (PoPs) located in major European and American cities.

We own and operate teleports in France (Rambouillet/Paris), Italy (Turin and Cagliari), Madeira and Mexico (Iztapalapa and Hermosillo Sonora), offering the highest technical and security standards.

Internet access is provided via three major Tier 1 ISPs, and Eutelsat has access to a network of dedicated leased lines, PoPs and dark fibre.

In addition to Eutelsat’s own teleports, a network of partner teleports has been established, consisting of over 50 teleports of which more than 20 are already fully connected to the Eutelsat global fleet. These teleports maximise the number of uplink points to our satellites. Our partner teleports cover Europe, America, the Middle East and Africa and Asia-Pacific, and are operated by a range of companies with whom we have close ties.

Based on own and selected partner teleports, Eutelsat provides a full range of services including video broadcast, content distribution and data services on a global basis.

TELEPORT PARTNERS

We are actively seeking as many partner teleports as possible to maximise solutions for our customers to access Eutelsat global fleet. These teleports must sign self-certification approval according to pre-defined Eutelsat criteria.

A full list of our teleports can be found on our website www.eutelsat.com/technical-support/eutelsat-teleports.html

ISO 27001 certifications Rambouillet Teleport
ISO 9001 certification for all operations: Rambouillet, Cagliari, Turin and Eutelsat Americas Teleports.
Eutelsat has launched a new Field Support Service to help our customers launch and grow their networks. This service is based on three pillars: training, a comprehensive field support network; and innovation. We have created a dedicated System Integration Team that offers true turnkey solutions to our customers throughout our fleet’s footprint.

**TRAINING**

The System Integration Team has now trained over 6,700 engineers in classroom situations across four continents. This is the largest training scheme ever undertaken by a satellite operator. We can develop tailored product and technical training programmes as part of a sales promotion campaign. Coupled with this training programme, Eutelsat has developed a suite of training tools:
- Classroom courses in 6 different technologies
- Installation films in 8 languages
- 4 x Installation apps
- Roadshows to create installation and Point Of Sales networks
- On-line university with courses in SNG, VSAT, Maritime, etc.
- Dedicated NGO training scheme

These tools and our experience in training allow us to offer a complete service to our clients throughout the world.

In addition, we have launched the “satëlite” training programme to ensure installation quality across our product portfolio for DTH installations. We ensure the highest training standards and have also implemented a certification process to guarantee the highest levels of performance. Roll out started in Africa, where more than 1,000 satellite professionals attended the programme, and the training is being expanded globally. We will now launch our dedicated NGO training scheme to enable satellite comm’s to fill its role in humanitarian aid.

**FIELD SUPPORT NETWORK**

Our network of trained engineers is coupled with a network of Field Support Partners who have been carefully chosen to offer the highest level of service and customer care backed by Eutelsat standards and quality guarantees. Eutelsat has joined forces with a network of preferred local partners that covers four continents, who can offer DTH, VSAT, Data and Broadcast RF services tailored to your markets. Eutelsat has invested more than any other satellite operator in creating a network that offers this depth of service across such a wide geographical footprint.

**INNOVATION**

We continue to create innovative new ways to make your life easier when working with us. We have developed an app to point satellite antennas, allowing installers to programme and point a VSAT system using their smartphone or tablet. This app can also send a secure installation report to the distributor confirming the installation and is also being adapted for DTH roll-out to alleviate the need for analyzers. All our apps are available on iTunes and Google Play.

We have also developed the first economically priced Dichroic sub reflector which can be adapted to any VSAT. We have eight dedicated multi-feeds for the Tooway system, allowing us to offer Triple-play to our distributors and we have developed a Ka/Ku circular universal LNB for DTH.

**LOCAL FIELD SUPPORT**

The Field Support Team is responsible for the successful installation and troubleshooting procedures for over 280,000 transmitting terminals across 5 continents.
In addition to an international sales team based at our Paris headquarters, Eutelsat continues to expand its regional offices to provide customised local support to clients in Europe, the Middle East, Africa, Asia and the Americas. Wherever you are in the world, we are committed to making it easier than ever before to get your services online with Eutelsat.

**Americas**
- Mexico City, Mexico
- Miami, Florida, USA
- Rio de Janeiro, Brazil
- Tampa, Florida, USA
- Washington DC, USA

**Asia**
- Beijing, China
- Singapore

**Middle East**
- Dubai, UAE

**Africa**
- Sandton, South Africa

**Europe**
- Cologne, Germany
- Istanbul, Turkey
- London, UK
- Madrid, Spain
- Madeira, Portugal
- Moscow, Russia
- Paris, France
- Rome, Italy
- Turin, Italy
- Warsaw, Poland
Thanks to Eutelsat space resources, we allowed every citizen in the world to share the Popes’ canonisation everywhere.

Mons. Dario Edoardo Vigano
Director of Televisiva Vatican Centre (CTV)

GLOBAL PARTNERSHIPS, LOCAL DELIVERY

2012 SUMMER OLYMPICS TRANSMITTED WORLDWIDE

For the 2012 Summer Olympics in London, capacity on four Eutelsat satellites was booked by broadcasters from Europe, the Middle East, Asia and South America to transmit live coverage of 300 events, as well as official ceremonies, interviews and breaking news. Eutelsat worked closely with the broadcast community to maintain the highest signal quality during the Games, in particular through the introduction of Carrier ID (CID). The CID is a stamp on uplink signals that enables satellite operators to efficiently identify transmissions to their satellites, accelerate coordination with earth station operators and minimise interference. Eutelsat has taken the lead among major satellite operators in introducing CID on its transmissions, and as result, the 2012 London Olympics were virtually interference-free.

POPE’S CANONISATION RELATED IN HD

Eutelsat satellites were a core component of the broadcast infrastructure mobilised to deliver live worldwide coverage of the canonisation ceremony on April 27 2014 of Popes John XXIII and Jean Paul II. Vatican Television Center (CTV), the national broadcaster of Vatican City State, selected capacity on Eutelsat satellites in order to offer broadcasters the opportunity to cover this historic event presided over by Pope Francis direct from St Peter’s Square in Rome. The High Definition broadcast by CTV in DVB-S2-MPEG4 was uplinked by Globecast direct from St Peter’s Square to the EUTELSAT 5 West A satellite. In order to ensure global distribution, Eutelsat coordinated immediate redistribution across nine satellites: a HOT BIRD satellite, EUTELSAT 5 West A and EUTELSAT 8 West A for Europe, EUTELSAT 36A and EUTELSAT 16A for Africa, EUTELSAT 7/9W and EUTELSAT 117A for Asia and Australia and EUTELSAT 12 West A and EUTELSAT 117 West A for the Americas.

SOCCER FROM BRAZIL TO EUROPE IN ULTRA HD

Eutelsat retransmitted live 2014 FIFA World Cup™ matches in 4k Ultra HD from Rio de Janeiro to Europe. Working with partners Sony, Vue Entertainment, DSAT Cinema and IDC, two matches from the iconic Estadio Jornalista Mario Filho (Maracana) stadium in Rio were transmitted across the Atlantic on EUTELSAT 10A to the Rambouillet teleport west of Paris, where it was re-encoded in Ultra HD HEVC at 60 fps and retransmitted to the EUTELSAT 5 West A satellite for direct distribution to Vue’s state-of-the-art multiplex at Westfield, London. In the run-up to the FIFA World Cup™, Eutelsat upgraded the satellites that provide full coverage of the Americas, including Brazil, to also handle Carrier ID (CID) technology. Working with Siemens Convergence Creators, Eutelsat upgraded its teleport in Mexico City with Siemens CVC’s SIECAMS® – which is equipped for CID as well as interference localisation functionality for further improving signal integrity.
Eutelsat is one of the world’s leading and most experienced operators of communications satellites. The company provides capacity on 38 satellites to clients that include broadcasters and broadcasting associations, pay-TV operators, video, data and internet service providers, all sizes of enterprises and government agencies. Eutelsat’s satellites provide ubiquitous coverage of Europe, the Middle East, Africa, Asia-Pacific and the Americas, enabling video, data, broadband and government communications to be established irrespective of a user’s location. Headquartered in Paris, with offices and teleports around the globe, Eutelsat represents a workforce of 1,000 men and women from 37 countries who are experts in their fields and work with clients to deliver the highest quality of service.