

Fastest Ever Broadband



With many Guyanese soldiers, mining companies and schools in remote locations in the Amazonian Jungle, a solution was needed in Guyana to enable connectivity between multiple locations. iNet Communications chose Newtec's broadband satellite technology to provide the Guyanese people with up to 10Mbps for the first time ever; InterComms talked to iNet's CEO, George Melville



George Melville, CEO, iNet

Q: With Internet Service Providers (ISPs) looking at providing faster broadband across their service areas this is causing both technical and cost issues in deployment to rural communities and areas. This is not just a problem in developing countries but also those with large rural communities, how are you helping address these problems?

A: That's very true for however small a geographical area or developed nation; every Telco has a problem with 100% penetration, as discussed earlier in the interview with ITU-D. Providing services to remote communities isn't just a communications solution, it's a life solution. We will be talking later about the solutions that Newtec are providing in Guyana. But by providing VSAT based systems we can provide broadband services virtually anywhere there is a power source to take the equipment.

The ability to connect rural communities provides access not only to the Internet, but other business markets for sale of goods, tele-medicine, tele-education and also allows people to talk to other rural communities, to save time in

travel that can be spent more productively in generating income and feeding families.

The benefits of the Sat3Play® broadband technology by Newtec consisting of hubs and terminals really start with the ease of use which, along with low operational cost and the fact that it's a carrier grade platform, means it's efficient, quickly available and deployed allowing service providers to cost effectively grow their networks. The fact that it works with Ka and/or Ku Spot beams means it has huge accessibility.

Q: Could you talk to us about the deployments you have completed in Guyana, the achievements in speed but also the rural communities you have helped and the services that are being provided by having high speed access so remotely?

A: Well Guyana has been a huge success: in this South American country we have produced a new high speed broadband service. This enables download speeds of 10 Mbps at affordable prices using the IP Easy service operated through the EUTELSAT 8 West A satellite. With a focus on customers with offices in multiple locations where satellite connectivity is the only option, we at iNet have already





- deployed the satellite broadband connectivity solution for several key markets including government and defense, mining, small businesses and residential consumers. The main work we had to look at was upgrading a previous broadband infrastructure, Newtec's cost effective broadband equipment was selected. This included their VSAT Broadband Platform (Sat3Play®) and terminals (MDM2200 IP satellite modems, dishes and interactive LNBs). The key reason why we have selected Newtec as we discussed before is that the equipment is simple to install, versatile and robust, providing an affordable satellite network. The high bandwidth solution provides the Guyanese people with services to improve economic sustainability and growth.

The solution has been so successful that the Guyana Defence Force has confirmed their order for the iNet solution to be installed at four of their major remote locations in the Amazon Jungle. The first installation was successfully completed at the New River Triangle base, with the remaining installations due to be completed soon.

Guyana has a large number of mines in the Amazon Rainforest and so providing the service to the mining community was an important priority for the project. Despite the continent being prone to heavy rainfall, the satellite service has minimal disruptions and can withstand heavy rain thanks to Newtec technology.

Q: How do you see the uptake in VSAT technology increasing and how will Newtec look to lead in this area?

A: With a focus on customers with offices in multiple locations where satellite connectivity is the only option, iNet has already deployed the IP Easy satellite solution for several key markets including government and defense, mining, small businesses and residential consumers. With strong

“ To be able to offer all Guyanese an affordable 10 Mbps connection over satellite for the first time is something we are really proud of. We are now the only telecommunications provider with this capability and we are growing the network with several installations per day. Having an affordable satellite network that is simple to install, versatile and robust is a milestone for Guyana. ”

*George Melville, CEO,
iNet Communications*

demand from these key sectors we have been very pleased with the uptake so far and see this continuing.

We selected Newtec's cost effective broadband equipment to upgrade the previous broadband infrastructure. Newtec's equipment is simple to install, versatile and robust, providing an affordable satellite network. The high bandwidth solution provides the Guyanese people with services to improve economic sustainability and growth.

For more information please visit:

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