



PR/22/04

**EUTELSAT PROVIDES SATELLITE BROADBAND ACCESS THROUGH ITS SKYLOGIC  
SUBSIDIARY TO NETHOPE'S WORLDWIDE MEMBERS**  
**Aid organisations in Europe, Africa, Asia, Americas gain uniform broadband access  
through Skylogic's Turin platform**

Paris, 20 July 2004

Eutelsat, one of the world's leading satellite operators, announced today that it has been selected by NetHope as a supplier for 2-way satellite broadband connectivity for aid organisations in over 100 locations in Europe, Africa, Asia and South America. NetHope is a collaborative organisation formed by the world's largest humanitarian aid organisations that provides IT equipment and solutions in countries where its members execute their programmes and projects.

Skylogic, a 100 percent broadband affiliate of Eutelsat, based in Turin (Italy) will coordinate logistics, installations, operations, after-sales service, and QoS management for NetHope's participating member sites in more than 40 countries, from Paraguay to Nepal. From its location in Turin, Skylogic will provide a turnkey broadband access solution to NetHope members through the extensive coverage it can supply through Eutelsat's fleet of satellites. The network will use capacity on four satellites and coincides with the commercial entry into service of the African beam on Eutelsat's recently launched W3A satellite, which is operated through a new IP hub located at Skylogic's Turin premises.

NetHope's member organisations will also benefit from commercial conditions pre-negotiated with Eutelsat/Skylogic, for broadband 2-way access deployment, as well as project management for the entire rollout and maintenance of their sites for a term of three years.

Commenting on the agreement, Giuliano Berretta, Eutelsat CEO and President of Skylogic said: "Through this ground-breaking contract with NetHope, which necessitates the deployment of a uniform 2-way broadband access solution across four continents, Eutelsat is validating its objective to build one of the world's largest and most efficient satellite IP infrastructures at its Skylogic affiliate. NetHope members will be able to benefit from true

one-stop-shop broadband access with no restrictions due to geography or distance from terrestrial communications. We welcome NetHope to our family of clients.”

Dipak Basu, Executive Director, NetHope commented: “Through this agreement we will establish the concept of a ‘NetHope Store’ with Eutelsat and Skylogic, where our members can avail themselves of pre-negotiated rates for a 2-way broadband equipment and services, regardless of where their sites are located. We believe demand for broadband Internet will grow strongly among our membership as Information and Communication Technologies become entrenched in their humanitarian work in developing countries. We are extremely pleased to count Eutelsat as a strategic partner in this important venture.”

“This agreement means more to Save the Children than just improving communications with our staff in some of the remotest areas of the world,” said Save the Children’s Chief Technology Officer, Edward Granger-Happ. “It also means we are one step closer to creating real and lasting change for many children who now live in communities with little or no access to modern communications technologies.” Save the Children, a founding member of NetHope, is a leading independent humanitarian organisation that works in 40 countries worldwide including the United States.

Robert Feierbach, Executive Director, Skylogic explains: “Skylogic has built a successful business through its impressive multiple-satellite IP platform coverage from Turin, Italy, using the same economical D-Star system across a significant part of the Eutelsat satellite fleet. This unique IP hub configuration allows us to offer NetHope members a one-price, one-stop solution, where our company is responsible for the turnkey broadband service delivered to underserved areas worldwide.”

#### **About Eutelsat**

With capacity commercialised on satellites that provide coverage from the Americas to Far East Asia, Eutelsat is one of the world’s leading satellite operators. This satellite infrastructure gives the company the flexibility to offer direct-to-home broadcasting, video distribution and contribution services, corporate network solutions, positioning and communications services for mobile users and a portfolio of IP applications which include broadband Internet access and Internet backbone connections. Eutelsat has developed a range of turnkey broadband products (D-STAR, D-SAT, OPENSKY™) for local communities, SMEs, SoHos and consumers beyond ADSL access. It has also set up a subsidiary called Skylogic Italia to market and operate broadband services through its multimedia platform in Turin (Italy). Eutelsat’s satellites broadcast more than 1,400 television and 700 radio stations to an audience of 110 million cable and satellite homes.

[www.eutelsat.com](http://www.eutelsat.com)

#### **About Skylogic Italia**

Turin-based Skylogic Italia, a wholly owned subsidiary of Eutelsat, operates one of Europe’s leading satellite broadband IP platforms. Opened in 2002, Skylogic Italia’s Turin operational centre is equipped to offer a complete range of broadband services, from multicasting audio, video and data, broadband Internet access (as a two-way satellite service, or in hybrid mode with requests sent

through dial-up modem), and for interconnecting local, regional or world-wide remote sites with secure virtual private networks. Skylogic offers off-the-shelf broadband services for resellers, as well as tailored solutions for wholesalers and integrators for the enterprise markets.

[www.skylogic.com](http://www.skylogic.com)

### **About NetHope**

NetHope is a consortium of fifteen of the world's leading humanitarian organizations with combined revenues of over \$3.5Bn. Headquartered in San Jose, California, NetHope empowers its members to offer better services to their beneficiaries by developing innovative IT solutions, negotiating pricing discounts, providing program management services and a forum for sharing knowledge and experiences. In its three years of existence NetHope has successfully completed deployment of a pilot network of 21 monitored satellite locations including an Internet Telephony trial. Broadband solutions for fixed and mobile relief sites in disaster-affected regions of Iraq, Iran, Liberia, Afghanistan and Sudan are in place or approaching completion.

[www.nethope.org](http://www.nethope.org)

### **Press contact at NetHope:**

Dipak Basu, [dbasu@nethope.org](mailto:dbasu@nethope.org)

Tel: +1 408 526 4514

### **Press contacts at Eutelsat**

Vanessa O'Connor, [voconnor@eutelsat.fr](mailto:voconnor@eutelsat.fr)

Frédérique Gautier, [fgautier@eutelsat.fr](mailto:fgautier@eutelsat.fr)

Tel: +33 1 53 98 38 88