INTUITION

FLEXIBLE GO-TO-MARKET STRATEGIES

REACH MORE CUSTOMERS WITH THE WIDEST RANGE OF BUSINESS MODELS

The satellite industry is undergoing a major transformation, thanks to the massive influx of capacity from multi-orbit constellations and a broad convergence with the global telco ecosystem. This transformation promises new potential to capture additional markets in a cost-effective way, provided the right ground system is in place. Cloud-native and software-defined, Intuition builds on the best technologies to provide the world's satellite operators and service providers with the flexible networking functionality to excel in all markets.

With Intuition, operators and service providers can evolve as the industry advances using our flexible business models, our industry-leading QoS and bandwidth allocation technologies - all enabling a variety of go-to-market strategies ranging from wholesale, to managed and multi-tier VNO service offerings on HTS and SDS satellites.

HOW CAN YOU CAPTURE MORE OPPORTUNITIES?

Multi-Service: A Single Platform for All Markets

Industry-leading Mx-DMA MRC is an efficient and self-organizing multiple-access waveform which enables service providers to share satellite capacity among terminals more efficiently. Combined with the widest range of modems, Intuition enables advanced, market-specific feature sets and supports a variety of use cases. For example, Intuition has a host of mobility features such as automatic beam switching and acquisition signaling channel and defense features such as SWaP-optimized military-grade modems featuring FIPS and TRANSEC (transmission security).

Highly differentiated service models create many paths to revenue

Global Bandwidth Management (GBWM) enables service modes and network-wide bandwidth allocation tailored for virtual network operator and service provider models. Satellite operators can use GBWM to precisely design the right service model each customer while supporting many customers and networks within the same pool of bandwidth. In turn, service providers and VNOs have similar flexibility for their own services and customers. GBWM fulfills Service Level Agreements (SLA) without the need to over allocate bandwidth which results in lower total cost of ownership and faster revenue recognition.

Simplify and control your technology journey with Tech Ops

Our Technology Operations (TechOps) service offerings allow operators to focus on their core business by offloading the satellite network operations to our platform experts. This means lower and predictable costs, improved service quality and responsiveness, and enhanced scalability and flexibility.

Business and operating services integration

Opensource APIs and MEF standards streamline integration across network types, and work with existing OSS/BSS systems to automate functions like billing, provisioning, and general management. Automating back-end and front-end business functions provides the agility to differentiate service offerings while managing networks on a much larger scale.

Go beyond all expectations of traditional QoS

GBWM's universal configuration and congestion management eliminates beam-based QoS silos, ensures that SLAs are fulfilled, and that operational and revenue efficiency are maximized. GBWM optimizes the capacity from high throughput satellites and satellite-defined satellites and enables complex networks and service level agreements. Operators can assure wholesale CIR/MIR (committed/maximum information rate) and hierarchical QoS management. In GBWM, the aggregate demand of all customers on the network is satisfied by a single pool of bandwidth which is dynamically allocated. Regardless of how many levels of hierarchy in the network GBWM plan, all customers' demand is factored in and accounted for without manual manipulation or complex planning per beam.

Looking ahead, resource and service orchestration will serve to amplify capacity and revenue even further. APIs will assure that space and ground resources are used to their fullest potential.

TECH OPS SUPPORT SERVICES

- ✓ Control and predict costs associated with ever changing demands
- ✓ Accelerate technology adoption, integration, ownership and time-to-market
- ✓ Optimize long-term resource allocation, minimize re-training and attrition cost
- ✓ Reserve your valuable human resources to focus on additional strategic initiatives
- ✓ Reduce escalations and restoration time of customer service impacting events
- ✓ Leave behind concerns of infrastructure technology changes, management, monitoring and operational overheads
- ✓ Leverage a Trusted Advisor with decades of experience

FAST-TRACK YOUR GO-TO-MARKET PATH

Intuition is the advanced satellite networking ground system to serve all markets. Thanks to virtualized, cloud-based infrastructure, operators can easily scale services and orchestrate resources to support the widest range of go-to-market strategies.

Our flexible business models give operators the confidence to move forward to maximize their assets and take full advantage of the innovations inherent in Intuition. Go-to-market strategies will remain effective in the future enabling operators as long as opportunity abounds—and Intuition will be there to incorporate to technologies and standards, propelling satellite communications fully into the global telecom ecosystem.