Gilat

Case Study: Leveling the Field for Broadband Access

A Partnership for National Progress

Executive Summary

The Challenge
Close Peru's broadband connectivity gap in rural areas

The Solution
Gilat took full responsibility for network design, implementation, operations, and service continuity

Benefits of Gilat
Gilat's turnkey solution includes:

- Delivery on time, within budget and within scope
- Vast experience in rural connectivity projects
- Single point of contact for all aspects of the project
- Guaranteed service availability

FITEL
FONDO DE INVERSIÓN EN TELECOMUNICACIONES

To solve Peru's rural coverage gap, Gilat embraced the challenge of delivering broadband to the most remote regions of the country.

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Gilat is a company highly committed to the rural development of Peru.

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Luis Montes,
Fitel Executive Director

The Challenge: Provide Broadband Access Throughout Peru

Peru is one of the most stable countries in South America, with a long history of democracy and a robust economy. It receives high marks for its business-friendliness and investment potential.

However, its rate of broadband implementation was among the lowest in South America. This was largely due to topographic constraints in the outlying regions and a largely dispersed rural population – 80% of rural Peruvian villages have less than 100 inhabitants. But the Peruvian government was committed to closing the connectivity gap.

Fondo de Inversión en Telecomunicaciones (FITEL), the government agency tasked with leading the national broadband connectivity plan, needed a partner who could design, manage, and implement a large-scale solution.

"Gilat is a company highly committed to the rural development of Peru," said Luis Montes, Fitel Exectuive Director. "Historically, Gilat has participated in and won more FITEL projects than any other company; this makes Gilat our main ally."

In four of eight rural regions, FITEL selected Gilat to provide network transport and access, projects whose budgets totaled US$400 million. In the regions of Ayachuco, Apurimac, Huancavelica and Cusco, Gilat was tasked with creating the network, deploying towers, laying fiber-optic cable, connecting government institutions and providing ICT end-user training.

The Solution: Gilat's Managed Services for Rural Connectivity

The plan was for Gilat to take responsibility for extending infrastructure to reach remote areas, establishing a point of presence at the edge of the network that communicates directly with end users, and ensuring integration with the core network.

From the earliest project stages FITEL benefited from Gilat's expertise. Leveraging its vast experience in Universal Service Obligation projects, Gilat was able to estimate costs, offer technical solutions, anticipate legal issues, and suggest business models appropriate for rural communications. Efforts then proceeded to network design, in which the transport and broadband access solutions were determined.

In the implementation phase, these plans become a reality. To integrate and interconnect the newly created transport network with Peru's national fiber network, Gilat is installing fiber-optic cable and nodes, and interconnected fiber-optic and network equipment, management systems and OSS/BSS. To integrate the broadband access network with the transport network, Gilat took responsibility for manufacturing self-support towers and masts, installation within government institutions, installation of microwave and networking equipment, provisioning of end-user equipment, and many other tasks.

Once the network is up and running, it needs to be monitored and maintained, ensuring that agreed-upon service levels are met. Operations ensures that any failures in the network infrastructure are swiftly discovered and handled. The Network Operations Center (NOC) includes a Helpdesk, network surveillance, end-to-end service responsibility and OSS/BSS activities. In addition, Gilat's Field Operations team provides onsite maintenance for issues that cannot be handled remotely.

A key service Gilat provides throughout the project life cycle is Internet Computing Technology (ICT) end user education. By teaching basic computer literacy on a large scale, Gilat ensures that new broadband consumers maximize the benefits of Internet access.

By project's end, Gilat will have laid 6,600 km of fiber-optic cable, built 1,534 towers, and connected 2,805 government institutions. These efforts are bringing broadband connectivity to 600,000 Peruvians.

The Gilat Advantage

Gilat leverages nearly 30 years of experience in large rural projects. We design, implement and operate networks with a variety of technologies and business models. Our experts assist in service definition, recommend technical solutions, and can help navigate the financial and legal aspects of these types of projects. We deliver on time, within cost and within scope, and we ensure service availability and sustainability throughout the project lifecycle.

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