

Enabling New Business Models by Cloud

THE VIRTUALIZATION OF THE NETWORK



Software Company

SMART SOLUTIONS FOR THE SATELLITE INDUSTRY

32

**Years of
Experience**

5 M €

Revenue Growth
30% in 2020

35%

R&D Investment **2
NEW Products** in
2020

57

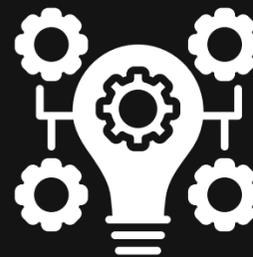
**Integrasys
Employees**

4

★★★★★
innovation
awards



Smart Solutions for Satellite
Network Automation



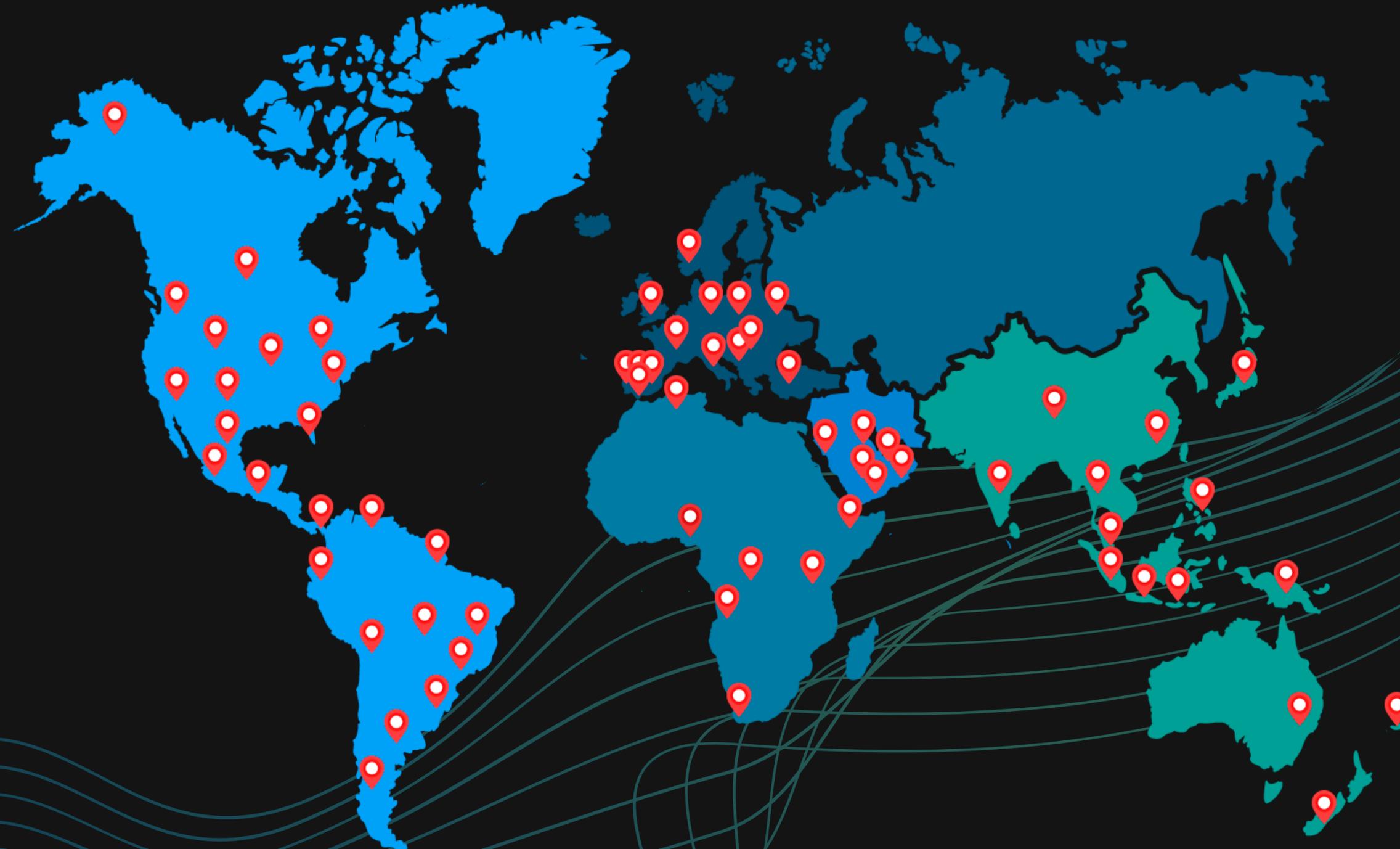
R&D Projects



Leading Customers within
the Satellite industry

Our Customers & Projects

WORLDWIDE COMPANY



Addressable Markets

SATELLITE COMMUNICATION MARKETS

Leading smart solutions for the satellite industry



Oil & Gas



Defense & Government



Aero



Broadcast & Media



Land Mobility



Broadband & Enterprise



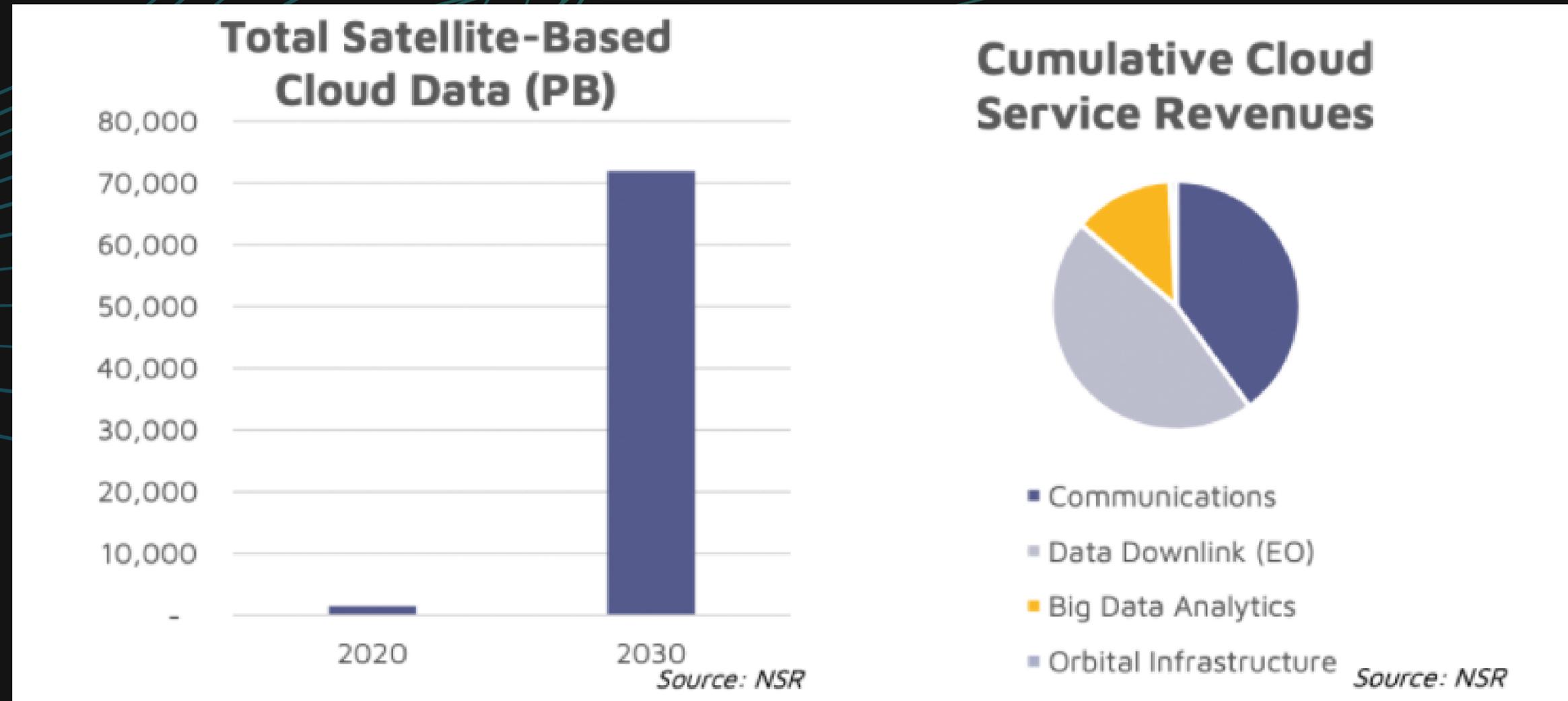
Maritime



Earth Observation

Some Figures

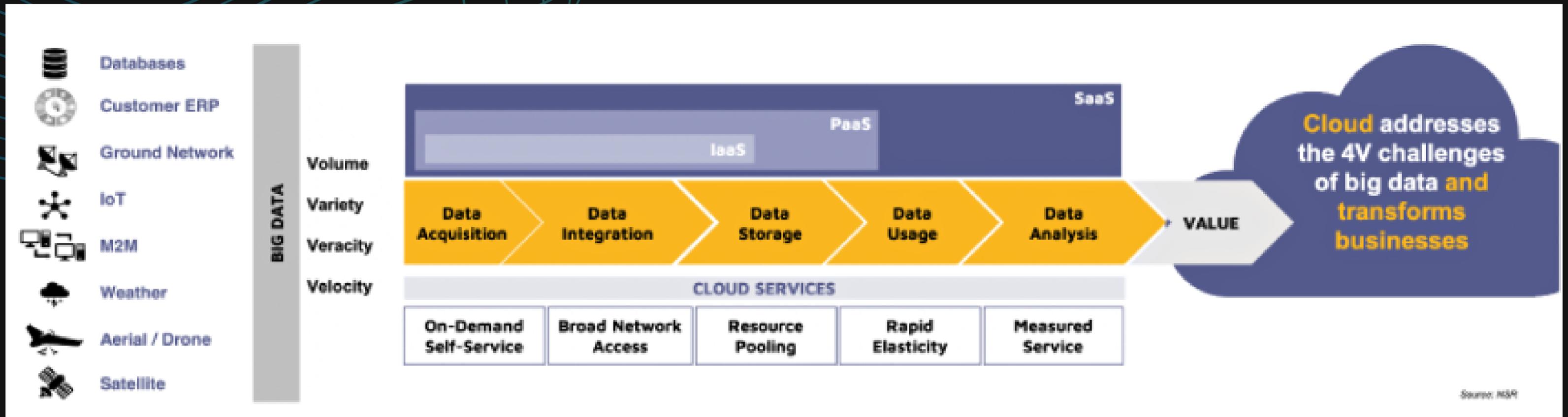
CLOUD DATA FIGURES 2020 - 2030



\$21 billion cumulative cloud services revenues by 2030 across four key market segments

Some Figures

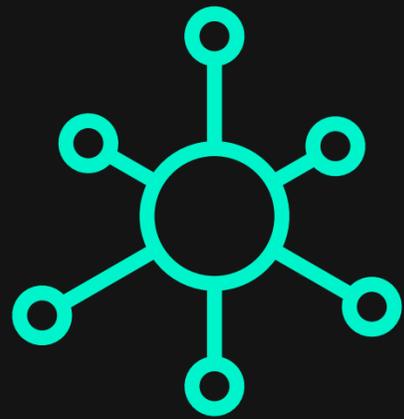
CLOUD DATA FIGURES 2020 - 2030



Cloud resume SaaS the leading Trend

The Cloud Opportunities

FOR THE SATELLITE INDUSTRY



NETWORK
DISTRIBUTION



SCALABILITY OF
USERS



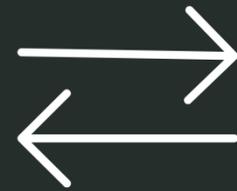
RELIABILITY AND
RESILIENCY



NEW SUPPORT FOR
NEW BUSINESS
MODELS

The New Cloud Business Models

WHAT DO THEY BRING?



MORE EFFICIENT
DATA EXCHANGE

Data traffic increase
due to the great
storage capacity



SEAMLESS
ACCESSIBILITY

Less barriers to get a
full control of the
business



GROWING TREND
FOR THE MARKET

The new cloud
business models are
in the spotlight for
investors with less
barriers for new
players



DIVERSITY OF
MARKETS

Cloud systems are
totally applicable and
a demand for all the
sectors within the
satellite industry

INTEGRASYS Cloud Business Models

OUR CASE

CAPEX LICENSES



Cost Per Licenses



SaaS LICENSES



Scalability



Own Server + Hardware

Storage



Flexibility



Ubiquity



KEY ADVANTAGES

INTEGRASYS ADAPTING TO THE CLOUD ECOSYSTEM



- No shipping, no logistics

- Virtualization of the satellite network

- No need of Hardware

BEAM BUDGET

LINK BUDGET CALCULATION AS A SERVICE



Pay as you grow or
Pay per use



Scalable based on
the number of users



 Microsoft

 aws



Different type of
Users and
Capabilities

BEAM BUDGET

LINK BUDGET CALCULATION AS A SERVICE

BEAM BUDGET BASIC

\$249

Per Month

1 user license
Full Duplex link budget
Network link budget
Graphical Reports
Footprints database

Select

Best Seller

BEAM BUDGET PRO

\$2,998

Per Year

1 user license
3 months free after your
purchase
Support and Training
Full-Duplex link budget
Network link budget
Graphical Reports
Footprints database

Select

BEAM BUDGET GOLD

\$10,990

Per Year

5 Users
3 months free after the first
year
Support and Training
Full-Duplex link budget
Network link budget
Graphical Reports
Footprints database

Select

CONTROLSAT

SATELLITE MONITORING AS A SERVICE



Monitor any sensor,
anywhere, anytime



Centralized data
management and
databases



API to third party
systems for
automation

VECTORSAT

INTERFERENCE DETECTION AS A SERVICE



Full Data Exchange
with Controlsat
Carrier Monitoring



Activate/Deactivate
on demand when
interference events
are



Alarm triggers, and
recording and
distributing for
solving any issue

SATMOTION POCKET/SNG/API

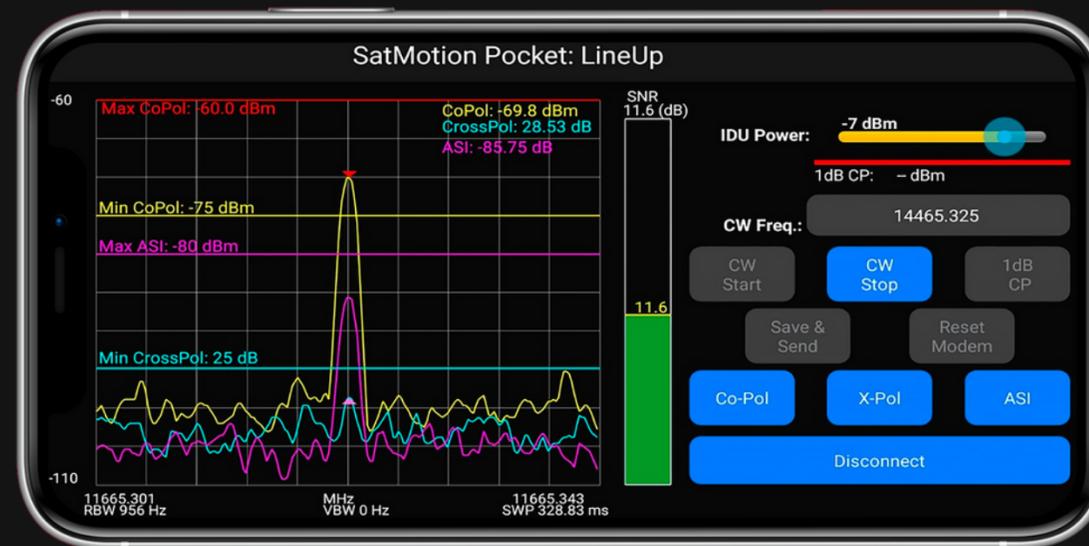
AUTO COMMISSIONING AS A SERVICE



Pay as you grow or
Pay per use



Streamline
Automation for
Maintenance with
Alusat



More M2M
automation

ALUSAT

NETWORK MAINTENANCE AS A SERVICE



Cloud enabled for Maintaining any or many networks



Easier integration with VSAT networks with hybrid cloud or fully cloud



SLA reports per network, sensor, satellite, region, customer



**Building
Success from
Innovation**



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