

The Market for Satellite IoT

c21-virtual


JMR




ST Engineering iDirect- Quick Facts & Stats

- Owned by ST Engineering
- Over 35 years of innovation
- Acquired Newtec in 2019
- 1,000 employees globally
- Centers of Excellence in USA, Singapore and Belgium
- Product portfolio branded under **iDirect** and **Newtec**
- Leader in Enterprise, Mobility, Broadcast and Government/Military Markets
- iDirect Government, wholly owned subsidiary, leader in US DoD

Newtec  iDIRECT

 ST Engineering

 ST Engineering

IoT – The Smart Future

IoT allows physical objects to be sensed and controlled remotely across existing network infrastructure, creating opportunities for direct integration between the physical world and computer-based systems, and resulting in improved efficiency, accuracy and economic benefit.



Real-time Monitoring



Optimise Operations



Improve Efficiency



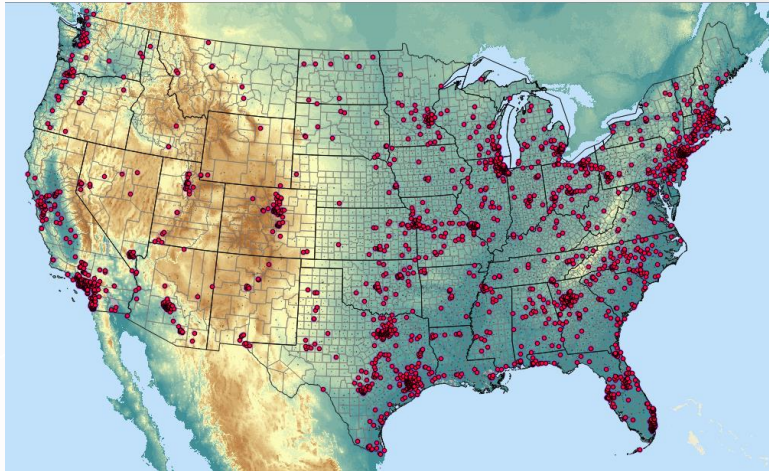
Increase Safety



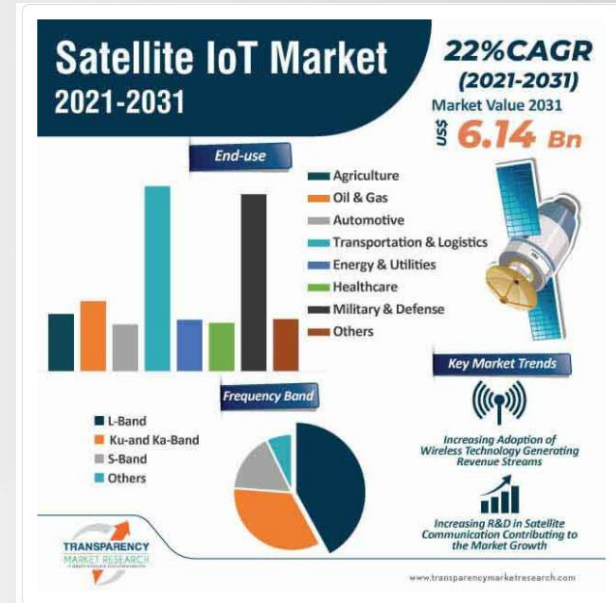
Impact the Bottom Line

IoT and satellite

A must to provide connectivity outside urban area



Penteon Lora coverage Map



Use Cases

The biggest benefit is in process and productivity improvements

Transportation & Logistics

- Real-time tracking of vehicles and mobile assets
- Equipment utilisation
- Cold chain, cargo tracking

Environmental Monitoring

- Air and water quality
- Weather and environmental monitoring

Smart Energy

- Real-time visibility of generation and transmission network enabling responses to unexpected spikes or drops in the availability of energy
- Smart Metering

Asset Management

- Real-time monitoring assets in mining and construction
- Location tracking and optimisation of usage

Smart Agriculture

- Cattle Tracking
- Proactive monitoring of environmental conditions to improve yield
- Farm automation

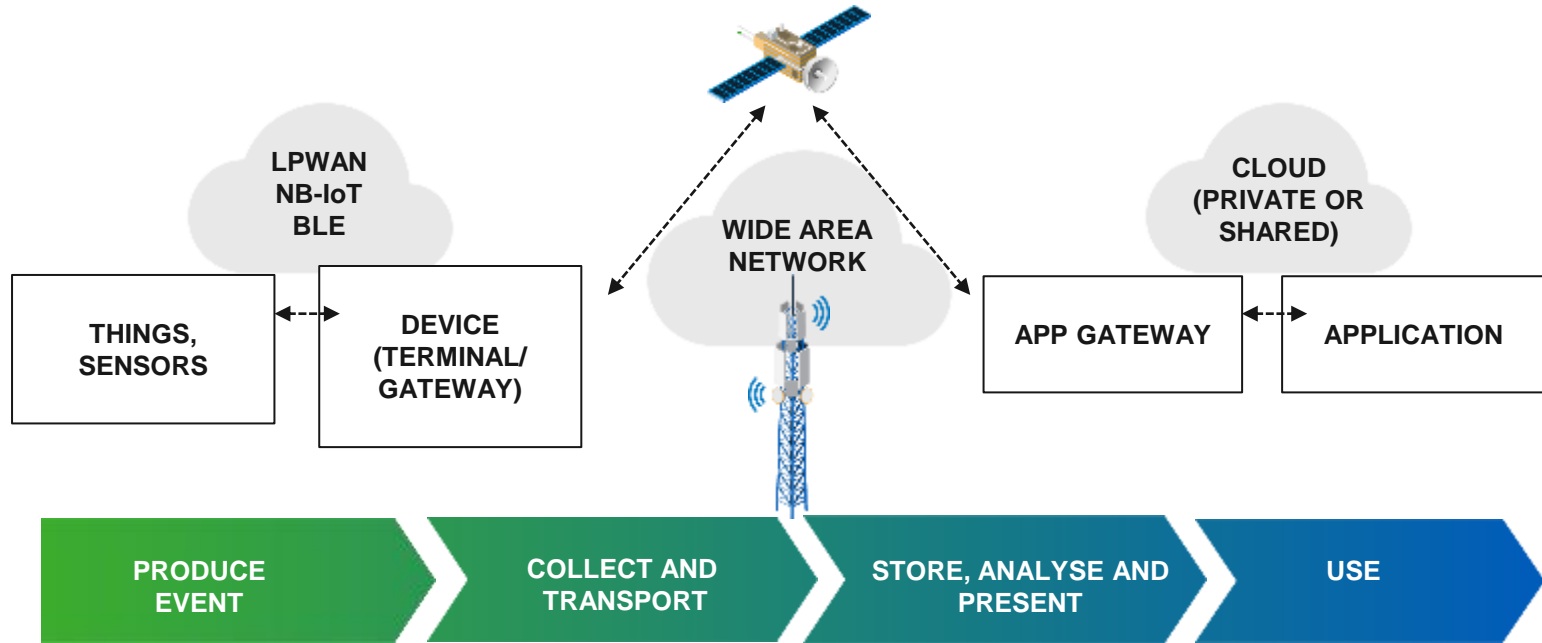
Maritime

- Real-time information on status and location of maritime assets
- Fishing catch reporting

Challenges with Global IoT Connectivity

- Availability
- Cost
- Power
- Interoperability
- Deployment

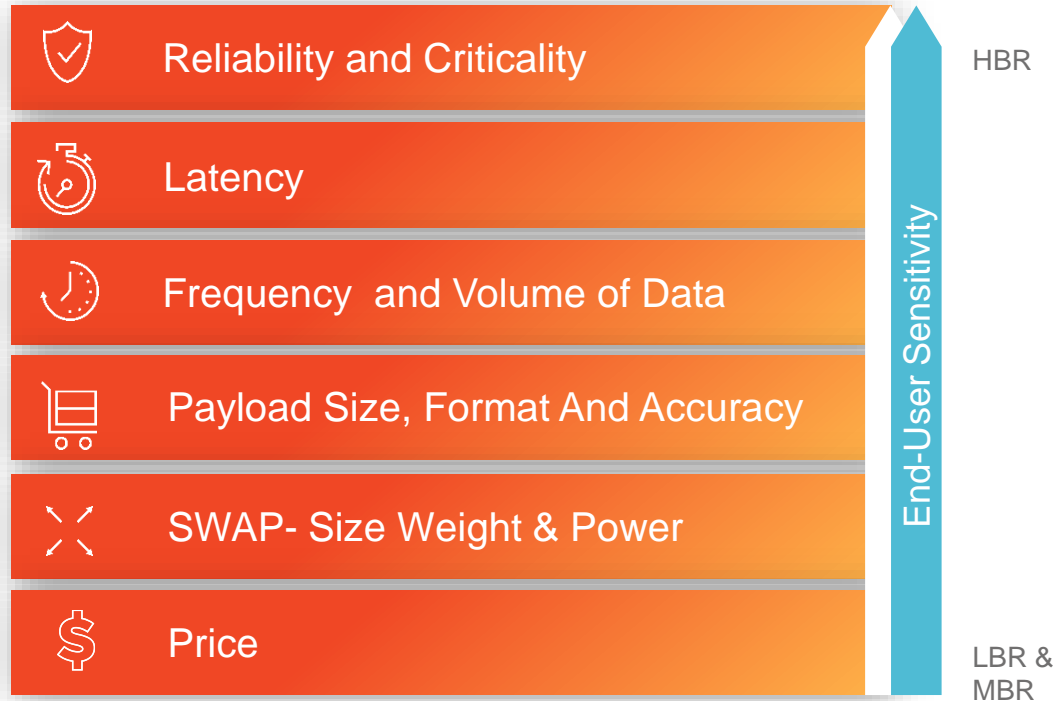
How does satellite IoT work?



Success Criteria

- Robust ecosystem of partners
 - Use case specific applications
 - Developers and integrators
 - Technology alliances
- Business Outcomes
 - Ease of use / integration
 - Measurable results
 - Return on investment

End Customer Sensitivity



Our IoT Offering



IoT High Bandwidth Rate

- Large amount of Data
- Sensors connected by LoRa, NB-IoT, etc...
- Edge Cloud possible for local C&C
- VSAT solution based on SETi MRC return.



IoT Low & Medium Bandwidth Rate

- Small or medium amount of Data
- Mobility
- Sensors connected by BT/WiFi/NFC or serial.
- One terminal per “site”
- Ku/Ka Band on a simple and easy to deploy formfactor.
- Leveraging iDirect Ground infrastructure.

IoT part of the Larger Satellite Connectivity Strategy



Questions?

Get in touch

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