



"It is wonderful to see our happy clients throughout many countries. They are grateful for the reliable and fast communications they receive via the Newtec Dialog platform. From hardware purchase to installation and activation, they have experienced a hassle-free project, and many of them intend to widen their services with us. For the project, we evaluated possible scenarios and concluded that Newtec technology paired with CETel's operation excellence represents the ideal fit for our sophisticated clients."

Abbas Ghanem, CEO of Ultrasat

CLOSING THE CONNECTIVITY GAP

As we continue to work to bridge the digital divide, we are proud to announce that Ultrasat, a dynamic leader in GPS, VSAT services and wireless location-based software development, has signed a long-term contract with CETel to deliver broadband connectivity into rural areas in the Middle East via the Newtec Dialog® VSAT platform.



By **Sergey Raber,**
Chief Operations Officer
at CETel

Maximum Return on Investment

Installed near Cologne, Germany, the Newtec Dialog multiservice platform will initially provide services to Ultrasat's existing customers, with these including hospitals, banks, e-learning centers and corporate businesses in rural areas in the Middle East.

These clients represent the ideal target market for the Newtec Dialog hub due to the low investment required and the system being 'Plug'n'Play-ready.'

Ultrasat supports its clients in the field by installing and activating sites and, in the longer-term, intends to grow its client numbers and satellites to provide services in additional vertical markets.

Flexible, Scalable and Efficient

For CETel, a leading provider of global satellite, fiber and wireless-enabled communications solutions, the scalability, flexibility and efficiency Newtec Dialog provides are hard to beat.

The integration and set up was managed flawlessly and, with the support of Newtec's dedicated engineers, was achieved within a minimal timeframe. The operation of the Newtec Dialog hub is straightforward and our Network Operations Center (NOC) and engineering teams are ready to widen the service to other satellites when required.

It is particularly great to see one project bring together three successful operating companies, with each one providing its expertise and excellence accordingly.

World-class Operations

As of today, the service operates in Ku-Band on the Middle East and Europe beam of SES Satellite NSS-12. Extension of the services to further satellites, for example, for maritime communications, are currently being evaluated.

CETel teleport has just recently acquainted full certification under the World Teleport Association (WTA), becoming the 15th teleport worldwide and the 10th teleport in Europe to be fully certified by WTA. In 2017, we also received the title of "Service Provider of the Year" from the Global VSAT Forum (GVF) for outstanding service excellence and customer satisfaction.



Fltr: Pradeep Asthana (Presales Manager at Newtec), Rami Alkhatib (Sales Director at CETel), Guido Neumann (Managing Director at CETel), Shivan M. Abdulrahman (CTO at Ultrasat and Abbas Ghanem (CEO at Ultrasat)