

# GRC Unlocks High-performing Connectivity in Hard to Reach Places With Intelsat FlexMove



## About GRC Ltd. (Global RadioData Communications Ltd.)

- » Specialist in mission critical communications
- » Saw the need to provide advanced solutions that would satisfy a range of customer requirements
- » Their goal was to offer high-quality, reliable connectivity services that could easily be set up in remote and hostile locations to support civil defense, first responders and industrial operations.

## Customer Challenge

**By 2023, the Land Mobile HTS opportunity will reach \$1.3 billion<sup>1</sup>**

Increasing demand for data-intensive applications such as video streaming and real-time data transfer continue to put pressure on legacy service providers. Current solutions lack the optimal mix of bandwidth, coverage and pricing, hampering GRC's ability to effectively serve their customers.

## How We Helped

**FlexMove simplifies satellite service integration and delivers ubiquitous, reliable, HTS connectivity that is easy to access**

Intelsat FlexMove is a high-throughput satellite (HTS) managed service that provides high-quality video and broadband connectivity for communications on-the-move and on-the-pause. Complexity inherent to satellite network management has been rigorously streamlined. And with a portfolio of pre-configured terminals that feature easy-to-use controls and interfaces, GRC's customers can access reliable, high-speed connectivity in just minutes from any location around the world minus any specialized training.

Service plans are sold by the gigabyte (GB) with speed up to 20x faster than legacy networks. FlexMove is ideal for recurring users and those who may need to deploy occasionally at a moment's notice. It also enables GRC to bundle their value-added services such as 24/7 support. With the power and flexibility of FlexMove, GRC continues to craft effective solutions on their terms, ensuring the right fit for their customers.

<sup>1</sup> Land Mobile Addressable Market Report, Harbor Research, November 2018.



"FlexMove is the service we've been waiting for. In the past the choice was either stay flexible with low speed, high cost BGAN solutions, or go for cheaper airtime with a fixed monthly "use-it-or-lose-it" bandwidth contract.

With FlexMove we can buy 100 GB of data and use it when we need it, allowing us to deploy satcom terminals, capable of 10 Mbps download, anywhere in the world, with zero notice."

– GRC Defense Customer

## Results



Up to 20x faster than legacy Mobile Satellite Service (MSS) solutions at a fraction of the cost



User-friendly Intelsat Service Management Portal allows GRC to configure and monitor terminal activity in real time



Flexible, cost-effective service plans without "use it or lose it" terms associated with many existing offerings



Highly reliable and secure connectivity for a variety of COTM and COTP use cases



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