

Affordable Growth for a Business-Critical Network

Globecomm Europe Connects Sogea-Satom Across Africa

Sogea-Satom is part of the Vinci group, an international construction firm with 192,000 employees at work on construction projects in 20 nations around Africa. Vinci is the world leader in concessions and the construction industry.



Operating in a continent of sharp contrasts, Sogea-Satom cannot depend on local operators for its communications and information technology. The company needs to bring its own network along wherever it goes, to provide the voice and data communications that is the lifeblood of a modern company. But ensuring a reliable quality of service at a reasonable cost was a never-ending challenge. The company heard many promises and tried many suppliers, but nothing lived up to its expectations – until they met an executive from Globecomm Europe.

From SCPC to MCPC

Sogea-Satom initially accepted Globecomm's proposal for two single-channel-per-carrier (SCPC) links from Europe into Africa. SCPC is a reliable technology but – as we explained to our new customer – it can be expensive to implement in and not very bandwidth-efficient in large networks. Globecomm proposed an alternative that SOGEA SATCOM was quick to accept.

A multiple-carrier-per-channel (MCPC) network would allocate a single block of bandwidth on the downlink side amongst all the network sites and significantly reduce total bandwidth requirements. With Sogea-Satom's approval, we designed and engineered the network and trained the company's field engineers to do installations and IT management onsite.

The result: an expansion from just two sites to the entire Vinci network in Africa.

Sign of Success

The mark of a successful network is that users come to depend on it, make new demands and soon exceed its capabilities.

Users on the Sogea-Satom network grew dissatisfied with voice and data service only and began to request videoconferencing between sites to reduce travel time and costs. The original MCPC design could not support the bandwidth requirements of video in the same amount of satellite capacity. To meet the new need, we proposed and implemented a Vipersat solution that changed out modems throughout the network and freed up enough capacity to support videoconferencing at an affordable cost.



But demand for communications knows no boundaries. With 28 sites in place and further growth on the horizon, the network began to reach the design limit of the new modems. We reviewed with Sogea-Satom the options and costs for upgrading the technology, and recommended installing a second overlay network that could support up to 32 sites. We supplemented this with a managed 2Mb terrestrial link to Bata in Equatorial Guinea, where a major customer site is located. By managing the two VSAT networks and the terrestrial network as one, we ensure users a seamless, uninterrupted quality of service for their business-critical applications.

"Working with Globecomm," says Adriaan Buhmann, Sales Director of Globecomm Europe, "I think Sogea-Satom has changed from a

customer using satellite services as a last resort to a happy customer making use of well-managed, cost-effective VSAT satellite services. It makes all the difference to Sokea to work with a company that knows how to get the most out of a technology." ■



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