

# Accessibility Grows Markets

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## Kacific Broadband Satellites

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## The New Trend: Accessibility

Fast, easy and low-cost service activation is driving new growth



# Driving The Trend: Private, Public And Corporate Entrepreneurship

## Young entrepreneurs drive small business future in Asia-Pacific: survey

SMALL BUSINESS

ENTREPRENEURS

21 Mar 2017



**The Prime Minister's Pacific Youth Awards recognise excellence and outstanding achievement by Pacific youth in New Zealand**





**Densely populated  
urban centres**

**High levels of  
consumption**

**Cost-effective and  
low-risk to address  
for large ISPs**



**Smaller and remote  
communities**

**Stretched operations**

**Higher ramp up risk for  
ISPs to service**

**But once installed,  
consumption will grow**



With a high throughput  
satellite signal above you,  
all you need is ...



... a channel to sell, install, support, monitor and bill the end-user

# GigStarter

*Connect your connections*

## Innovatively fast

20/2 Mbps Access Speeds

Excellent 250Kbps CIR

Unlimited Data

## Low cost per site

US\$700 start up cost

US\$125 per month

(wholesale)

Can be solar powered



## Managed service

Start-of-the-art

teleport in

Queensland

## Pay-as-you-grow

# Low CAPEX and Low Risk

- **Entry-level package**
- **Simple set-up**
- **Sell to your local communities**
- **Commit only when you sell:**
  - Low risk
  - Scalable

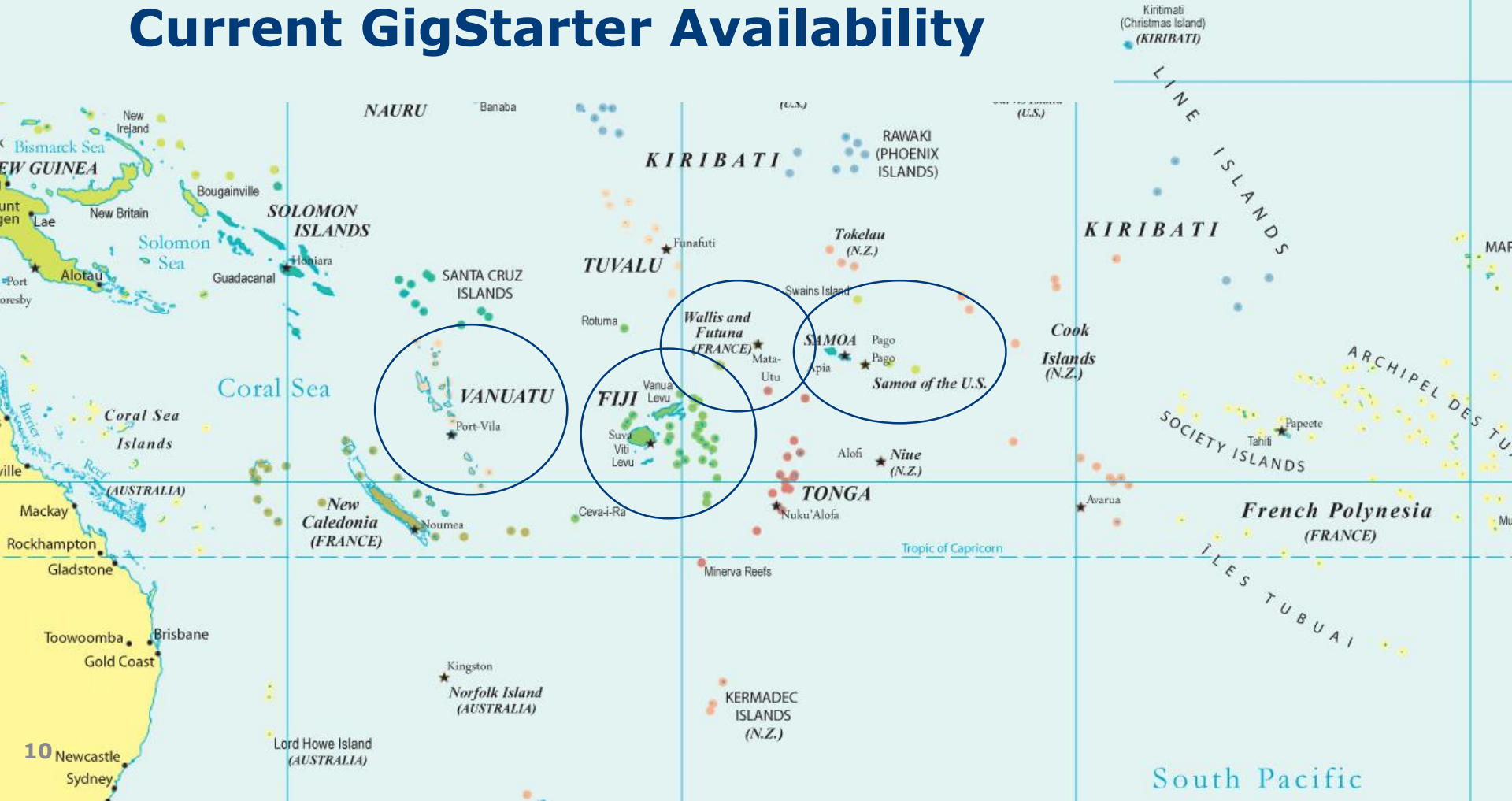


# Easily Deployed, Supported Service



- **Training on setup**
- **Guidance for first installation**
- **Remote monitoring and technical support**
- **Usage reports**
- **Simple billing framework**

# Current GigStarter Availability



# Locals Know The Local Market



**Empower community-led internet,  
local businesses and ISPs**



**Utilise local knowledge, relationships  
and networks**



Local and established ISPs



Agency led

# The GigStarter Customer



Community groups



Small business owners

# Planting the Seeds in Micro Markets

- 1. Learn about GigStarter**
- 2. Gain local customers - connect your connections**
- 3. Order, import, install and activate terminals**
- 4. Collect revenue from diverse customers**
- 5. Grow number of hotspot sites and daily traffic per site**
- 6. Convert to a dedicated bandwidth contract**



# Servicing the Eco-system

Partner contract	Share of profit	Ramp-up business risk	Control	Flexibility	Volume /Size	Commitment	Enterprise
<b><i>GigStarter</i></b>	Good	None	Shared bandwidth pool	Pre-packaged product with no VNO access	Small	Pay as you grow (commit to new sites when signed up)	Entrepreneurs and ISPs exploring micro markets
<b>Kacific Satellite Capacity Service contract</b>	Outstanding	By nature of contract	Dedicated bandwidth, satellite agnostic	VNO access to configure pool	Medium to large	Medium to large bandwidth commitment on the medium to long term	local ISPs, national ISPs and telcos

# Kacific-1: Physical Integration Underway



**THE KA-BAND REVOLUTION IS COMING TO EACH ISLAND OF THE PACIFIC**



# Innovation in Accessibility Powers Next Connectivity Wave

- **Gigstarter:** Kacific innovation empowering ISP partners to **connect their connections NOW** at low risk and unseen prices.
- **Hundreds of sites connected to the Kacific interim network** in Vanuatu, Fiji, PNG, Timor-Leste, Tonga, Kiribati, Niue, New Zealand, American Samoa. **Join the revolution.**
- **Kacific-1 Ka-band satellite on track** for widespread deployment of fast, affordable bandwidth to the Pacific in H2 2019.



# Thank You



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