



PRESS RELEASE

Eutelsat and OneAccess launch innovative technology for advanced enterprise services on KA-SAT satellite

New generation of performance-enhanced satellite-based VPN services immediately available across entire KA-SAT coverage in Europe, the Middle East and North Africa

Paris, 12 March 2013 - Eutelsat Communications (Euronext Paris: ETL) and OneAccess, the leading manufacturer of multi-service routers and Carrier Ethernet access devices, have joined forces to develop the first performance-enhanced platform for businesses designed to deliver services operated on Eutelsat's KA-SAT High Throughput Satellite in a secure VPN environment. Set to launch in March 2013, and immediately available across KA-SAT's entire footprint, the new service makes satellite communications even more affordable for businesses by delivering DSL-like service at DSL-like prices.

Since 2011, Eutelsat's KA-SAT has been steadily transforming the market for satellite-based broadband services for consumers and enterprises in Europe, North Africa and the Middle East. To enhance and extend the scope of enterprise services, OneAccess has worked in collaboration with Eutelsat to develop a dedicated One1520 satellite router that incorporates integrated traffic acceleration, IP routing and IP-VPN secure transport to deliver 20Mbps download and 6Mbps upload. This One1520 single embedded box solution dramatically decreases the total cost of ownership for both users and operators. The resulting new business services based on this innovative platform are ideal for delivering Internet access to businesses with dispersed networks of offices where maintaining a high-speed, secure, inter-branch communications network is critical. The most advanced uses of ultrafast broadband private networks are now possible, enabling new possibilities, in particular fast implementation of integrated backup or traffic offload solutions in highly secure environments.

Speaking about the partnership, Jean-François Fenech, General Manager of Eutelsat's Broadband Business Unit, said, "Through our cutting edge KA-SAT technology, we have demonstrated our ability to provide broadband access to businesses with unmatched quality and capacity across the extended service area of our KA-SAT multibeam satellite. The partnership between Eutelsat and OneAccess takes our professional services to the next level, enabling us to deliver a truly next-generation VPN solution for enterprises using our KA-SAT satellite technology combined with OneAccess innovative router technology."

Bertrand Meis, CEO at OneAccess added, "This partnership is unique and a major development for the communications services sector. Our custom-engineered dual-core routers, incorporating specialized WAN optimisation and standards-based security software, enable reduced latency and dynamic traffic optimization. The One1520 is a fully integrated solution that delivers accessibility, transparency and performance. When combined with the power of KA-SAT, the result is a one-box solution for business and a high quality secure service which is a genuine alternative to any business DSL service in operation today."

Meet us at [CABSAT](#): Eutelsat Hall 1 - Stand E1-10

ENDS

About OneAccess

Incorporated in 2001, OneAccess is a leading manufacturer of multi-service routers and carrier Ethernet access devices enabling major telecoms service providers to deliver business-grade managed services profitably. OneAccess supplies routers to over 140 service providers including 4 of the top 5 largest telecoms operators in Europe.

By using mass customisation techniques OneAccess router solutions can be precisely tailored to meet the stringent demands of the business managed services market enabling superior performance, management, reliability and services innovation. For more information please see www.oneaccess-net.com.

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About Eutelsat Communications (www.eutelsat.com)

Eutelsat Communications is the holding company of Eutelsat S.A. With capacity commercialised on 30 satellites delivering reach of Europe, the Middle East, Africa, Asia, significant parts of the Americas and the Asia-Pacific, Eutelsat Communications (Euronext Paris: ETL, ISIN code: FR0010221234) is one of the world's leading satellite operators. As of 31 December 2012 Eutelsat's satellites were broadcasting 4,500 television channels to over 200 million cable and satellite homes in Europe, the Middle East and Africa. The Group's satellites also provide a wide range of services for TV contribution, corporate networks and fixed and mobile broadband markets. Headquartered in Paris, Eutelsat and its subsidiaries employ over 780 commercial, technical and operational professionals from 30 countries.

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