

SATEL

Case study

SATEL Propels Mission-Critical
Connectivity Across Industries,
with the Power of
Tata Communications MOVE™



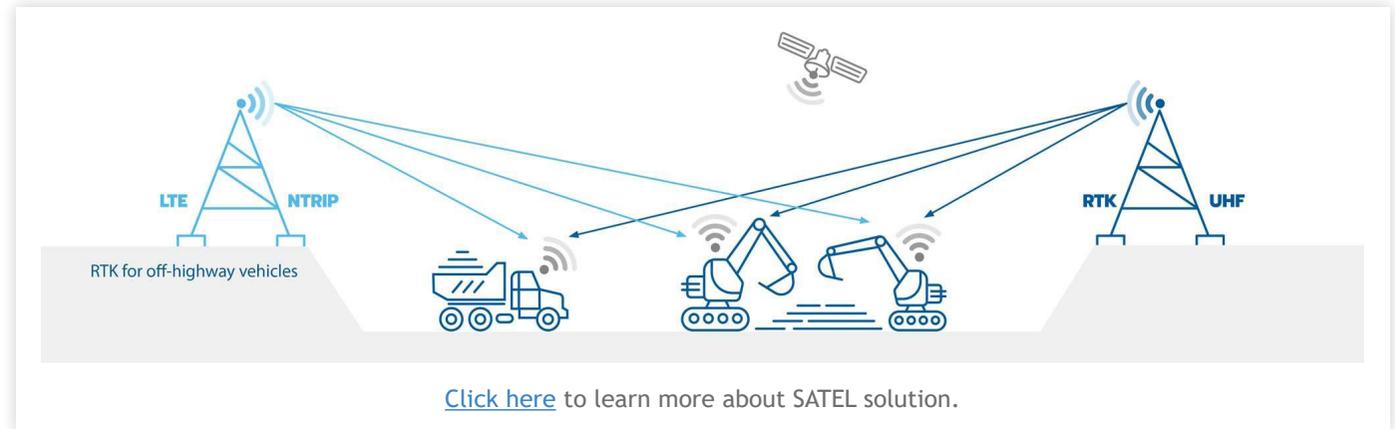
In an era characterized by rapid technological advancements, the importance of seamless integration of disparate systems and precise data transmission cannot be emphasized enough. Across various industries, these capabilities are fundamental to driving innovation, efficiency, and overall growth. As businesses grapple with increasingly intricate environments, the demand for reliable connectivity solutions has surged. It is within this landscape that a dynamic alliance among key players is positioned to revolutionize IoT connectivity. Delve into how this alliance is driving towards a horizon of endless opportunities, fundamentally reshaping the ways in which entities connect, interact, and collaborate.

SATEL: Innovating Wireless Solutions Since 1986

SATEL is the world's leading expert and innovator in radio networking technology. SATEL focuses on the development, manufacturing, and sales of high-quality wireless connectivity solutions. Their goal is to provide secure and reliable connections for worksite machines, solutions that meet the requirements of mission-critical operations.

A significant portion of SATEL's business revolves around manufacturing radios for Global Navigation Satellite System (GNSS) applications, particularly focusing on precise positioning for heavy vehicles, mining, and land surveying. Their products enable centimeter-level accuracy, which is crucial for applications such as 3D machine control systems and auto-steering.

Their SATEL MCCU-20 device, specifically designed for GNSS applications, enables users to receive Real-Time Kinematic (RTK) signals from local stations using UHF and mobile networks (LTE). It simplifies connectivity by integrating multiple options into one device, eliminating the need for separate connectivity units. With a global customer base, SATEL sought a partner capable of delivering a comprehensive mobile network connectivity platform for the SATEL MCCU-20 and upcoming devices worldwide. After thorough evaluation, Tata Communications emerged as the ideal partner, meeting all the criteria.



SATEL's Partnership with Tata Communications

With the introduction of the SATEL MCCU-20, featuring LTE integration, the challenge of managing SIM cards and ensuring connectivity across diverse regions became apparent. Tata Communications MOVE™, with its extensive worldwide partnerships of over 600 Mobile Network Operators (MNOs), ensures robust network availability globally, perfectly aligning with SATEL's global business scope. MOVE eSIM capability allows SATEL users to connect without the need for new roaming contracts or physical SIM cards, enhancing user experience and simplifying connectivity management. This is made possible as MOVE enables users to embed connectivity within devices with soldered eSIMs and facilitates remote reprogramming through Remote SIM Provisioning.

MOVE empowers users with seamless communication and data transmission capabilities, offering uninterrupted connectivity in any location. Amid dynamic conditions, MOVE ensures that the SATEL MCCU-20 can operate optimally, driving efficiency, innovation, and productivity across industries. Building upon these capabilities, the SATEL MCCU-20 is set to transform operations by integrating RTK correction data, enabling precise navigation, and facilitating efficient workflow management.



TATA COMMUNICATIONS MOVE™

We are thrilled to witness the transformative impact of our collaboration with Tata Communications MOVE™. Together, we are pioneering a new era of connectivity solutions that transcend industries. By seamlessly integrating cutting-edge technology into our devices, we're empowering businesses worldwide to achieve unparalleled levels of precision, safety, and efficiency. This partnership extends beyond connectivity; it drives innovation, shapes the future, and empowers industries in a hyperconnected ecosystem.

Johan Korin,
Director, Business Development,
SATEL

SATEL MCCU-20 with Tata Communications MOVE™: precision, safety, and efficiency redefined.

In agriculture, the SATEL MCCU-20 facilitates precision farming, revolutionizing agricultural practices. By integrating RTK correction data into auto-steering systems, the technology ensures precise navigation, enabling farming equipment to maintain straighter driving lines and minimize overlaps in field coverage. This optimization leads to significant savings in fuel, time, and fertilizer. Furthermore, the ability to precisely target areas for fertilization and irrigation translates into more efficient resource usage and ultimately higher crop yields.



In the domain of mining, SATEL is reshaping safety and productivity standards with the innovative SATEL MCCU-20 technology. This system empowers mining vehicles to navigate precisely in challenging environments, bolstering safety measures, and enhancing operational efficiency. This capability is particularly significant in semi-autonomous mining machinery, where the technology guarantees centimeter-level accuracy. The outcome is considerable savings in fuel, time, and resources, ultimately optimizing operational effectiveness.

Enhancing Customer Convenience: “SATEL CONNECT” Powered by Tata Communications and H2C Hâpy Services.

SATEL aimed to provide a seamless user experience for its customers, ensuring ease of device use, including eSIM activation. To simplify this process, SATEL developed the “SATEL CONNECT” platform, powered by Tata Communications, and managed by H2C Hâpy Services. This platform offers a global prepayment plan, with activation being straightforward: customers receive a QR code with their SATEL MCCU-20 device box, guiding them to the SATEL CONNECT Website to purchase and activate the global plan online, including top-ups. This approach sets SATEL apart from other device manufacturers, eliminating the need for customers to purchase local subscriptions and physically install SIM cards.

SATEL
| **CONNECT**

Powered by:

TATA COMMUNICATIONS

Managed by:



Navigating Tomorrow: Vision for Future Technological Advancements.

With a continued focus on intelligent off-highway vehicles connectivity solutions and work-site digitalization, SATEL is diligently expanding its product portfolio to incorporate a broader spectrum of connectivity options, including UHF, Wi-Fi, Bluetooth, LTE, 4G, 5G, and anticipating advancements in 6G technology. As SATEL progresses, its upcoming devices will not only support these advanced connectivity standards but also boast enhanced Telematics capabilities. With this evolution, the company is committed to offering larger data packages and flexible top-up options to cater to the evolving needs of its customers. Tata Communications stands out as an exceptional partner for SATEL in this endeavor, leveraging the MOVE platform’s robust network infrastructure, comprehensive 5G offerings, diverse data packages, and global reach to ensure reliable connectivity solutions for SATEL’s expanding product line.



At SATEL, we believe in forging enduring partnerships built on trust, reliability, and mutual growth. Our collaboration with Tata Communications exemplifies this commitment to long-term success. As we look ahead, we envision a future where our partnership continues to evolve and thrive, driving innovation and delivering exceptional value to our customers. With Tata Communications as our trusted supplier and partner in mobile connectivity, we are confident in our ability to meet the evolving needs of our customers for the next decade and beyond.

Johan Korin,
Director, Business Development,
SATEL

Build your future through a digital customer experience

If you are an enterprise looking to transform the way your customers experience your product, talk to your Tata Communications representative about your company's digital transformation.

- How you can reach your high value customers in the most convenient way?

Transform Now

About Tata Communications

A part of the Tata Group, Tata Communications (NSE: TATACOMM; BSE: 500483) is a leading global commtech (communications technology) player powering today's fast-growing digital economy in more than 190 countries and territories. Leading with trust, it enables digital transformation of enterprises globally with collaboration and connected solutions, core and next gen connectivity, cloud hosting and security solutions and media services. 300 of the Fortune 500 companies are its customers and the company connects businesses to 80% of the world's cloud giants. For more information, please visit www.tatacommunications.com

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