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A commitment to Innovation, Sustainability, and Global Leadership

Es'hailSat contributing towards Qatar's National Vision 2030

Ali Al Kuwari, President & CEO, Es'hailSat

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Editor's Note



Dear Reader,

Welcome to the latest edition of Teletimes International.

The month of April brings our attention to GISEC Global Dubai 2024. Taking place from 23 - 25 April 2024 at the Dubai World Trade Centre, GISEC will bring together Infosec industry leaders, innovative startups, and seasoned experts, igniting a revolution in cybersecurity advancement. Teletimes is a media partner and exhibitor at the event. We look forward to meeting our customers, partners and contributors over there. Meetings and interviews can be booked by email to khalidathar@teletimesinternational.com

This edition of Teletimes features an exclusive interview with Ali Al Kuwari, Es'hailSat's President & CEO who talks about Es'hailsat's commitment to innovation, sustainability, and global leadership in its efforts to support Qatar's National Vision 2030. You will also find another interesting interview with Sebastian Shi, CEO of Huawei Cloud UAE and Mohanna Al Mheiri, Chief Operations Officer at Emirates Foundation who speak about the ongoing cooperation between the two entities to support the UAE's socio-economic development.

As always, you will find the latest news and updates from all major ICT players in Teletimes. Your feedback is welcome on info@teletimesinternational.com

Enjoy Reading!

Khalid Athar
Chief Editor



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Regulation remains the strongest multiplier to cybersecurity growth

Newly Frost & Sullivan report ahead of GISEC Global 2024 offers deep dive into current conditions of region's cybersecurity industry



In 2023, the United Arab Emirates (UAE) actively repelled more than 50,000 cyberattacks daily, according to the UAE Cybersecurity Council. In the first three quarters of the same year, the country successfully prevented over 71 million attempted attacks in total.

These findings, highlighted in a report from analysts Frost & Sullivan (F&S), show the exponential growth of the region's cybersecurity landscape – and serve as a sobering reminder of the rising threats that accompany it.

As the GCC (Gulf Cooperation Council) cybersecurity industry continues to grow – with F&S estimating it to triple in value by 2030 to reach US\$13.4 billion – countries like the UAE and Saudi Arabia continue to reduce their dependence on oil exports and are instead opting for digital tools and technologies.

This shift in economic agenda has made

businesses increasingly prone to escalating cyber threats, with regional geopolitical instability further driving vulnerability across key sectors.

The detailed report, titled 'Middle East Cybersecurity: Exploring the Middle East Cybersecurity Market Potential', was released ahead of GISEC Global 2024 – the Middle East and Africa's largest and most impactful cybersecurity super-connector, which returns to Dubai World Trade Centre from April 23-25. In collaboration with Frost & Sullivan, it aims to identify the challenges and opportunities facing the region's expanding industry.

The Middle East braces for escalating cyber threats

In the UAE and Saudi Arabia, specifically, there has been a dramatic uptick in the adoption of technology across the finance, healthcare, and manufacturing sectors, further boosting the need for cybersecurity

and robust regulatory frameworks.

Contributing to the existing challenges with increased reliance on technology are issues around awareness and a scarcity of skilled professionals, as well as a lack of clarity among businesses regarding proactively combating cyberattacks.

In response to these industry-wide shortcomings, and as the region continues to navigate the global overhaul of technology, countries in the Middle East are taking measurable steps to enhance their cybersecurity posture.

Setting up cyber-specific departments and innovation centres, driving awareness through educational campaigns and training programs, and promoting entrepreneurship through cybersecurity conferences are just some of the ways that the region is equipping the next generation and bridging the existing skills gap.



Bashar Bashaireh

In fact, as per the ITU Global Cybersecurity Index 2020 highlighted in the report, Saudi Arabia has ranked second, and the UAE fifth, among 194 participating countries, indicating that both countries have taken extensive measures in terms of regulatory approaches.

As a result, they have become destinations of choice for academics, businesses, research, and innovation, with the UAE government launching the first national Cyber Pulse Innovation Centre aimed at upskilling professionals at Abu Dhabi Polytechnic.

GCC countries take confident steps towards building cyber resilient posture

Saudi Arabia, the UAE, and Bahrain have also established the National Cybersecurity Authority, the National Electronic Security Authority, and the National Cybersecurity Centre, respectively, to oversee ongoing industry efforts.

Parminder Kaur, Director and Head of Security Advisory, MEASA, Frost & Sullivan, said: "Compliance and regulation remain the strongest multipliers for cybersecurity growth. The proliferation of technology has greatly increased organisational exposure to complex cyber risks, while the surge in e-commerce and digital banking across the Middle East has generated a heightened need for security. As a nerve centre for the oil and gas industry – as well as several large financial institutions and fintech startups – the region is fast-becoming a preferred provider of next-gen cybersecurity products



Parminder Kaur

and services worldwide, requiring a stringent approach to cybersecurity solutions that protect both financial dealings and personal data."

As the Middle East continues to develop a robust cybersecurity infrastructure and economy, it remains one of the most promising global regions for industry growth; its commitment to regulation, cybersecurity training, and supply chain security set it apart as an industry leader with an ambitious vision to integrate technologies and meet evolving client needs.

Organised by DWTC and hosted by UAE Cybersecurity Council, the upcoming GISEC Global 2024 exhibition is a testament to the UAE's prioritisation of collaboration, innovation, and talent development.

"GISEC is the ultimate cybersecurity event in the region," said Bashar Bashaireh, Managing Director of Cloudflare, which is set to participate in the exhibition for the third time. "GISEC is the ideal place to meet present and future customers and partners and engage in new conversations around cybersecurity with relevant audiences.

"We are in a very dynamic and innovation-hungry region and are witnessing an increase in cybersecurity awareness and leadership across the UAE, Saudi Arabia, Bahrain, Qatar, and Oman. Organisations will need to accelerate their digital transformations and undergo modernisation efforts through the adoption of technologies that can counter



Kenneth D'Souza

increasingly sophisticated cyberattack attempts."

Spire Solutions, a proud partner of GISEC since its inception, will also be attending the super-connector event with one of the largest stands in the exhibition. Kenneth D'Souza, Marketing Manager of Spire Solutions, commented on current industry conditions, saying: "The GCC cybersecurity market is poised for growth, with areas such as identity access, IoT, and cloud security – which were merely debated earlier – have developed into major challenge areas for organizations across the region.

"Several Middle Eastern countries, most notably the UAE and Saudi Arabia, are at the forefront of achieving their cybersecurity objectives. Bolstered by government initiatives and massive awareness for a safer digital expansion, organizations in the region are investing heavily in cybersecurity measures to establish efficient, measurable, and sustainable business frameworks."

The Middle East and Africa's largest and most impactful cybersecurity event

GISEC Global 2024 will welcome over 20,000 visitors and 750 of the world's foremost exhibiting companies, such as Huawei, Honeywell, du, Microsoft, Google Cloud Security, Kaspersky, Cloudflare, Qualys, Spire Solutions, and Pentera. More than 350 global cybersecurity speakers, and over 1,000 ethical hackers from 130-plus countries will come together at the 13th edition of the Middle East and Africa's largest and most impactful cybersecurity event. ■

Huawei's Liu Kang: Embracing 5.5G to unleash industry dividends

During MWC Barcelona 2024, Liu Kang, President of Huawei ICT Marketing & Solution Sales, delivered a keynote speech titled "Embracing 5.5G to Unleash Industry Dividends" at the 5G Advanced: Completing the Enterprise Opportunity conference. Liu Kang said that 5G has become a must for industry digitalization and that upgrading to 5.5G is expected to enhance network capabilities by 10-fold. This, he noted, will drive industries to accelerate intelligent digital transformation and further unleash industry dividends.



Supported by 5.5G's key features, such as 10 Gbps downlink, 1 Gbps uplink, deterministic network, support for 100 billion IoT connections, and native intelligence, operators can provide enterprise users with better connectivity services and a wider range of integrated ICT services. Such services will effectively support the core production processes of enterprises and enable the all-scenario connection of things and more reliable intelligent transportation, thus accelerating both social and economic development.

Providing better connectivity services to enhance SME connectivity

Supported by 5.5G, FWA will continue evolving towards FWA², which features 20-ms low latency and high reliability. Operators will replace microwave lines and low-speed copper lines with better connectivity services, extending FWA services from home to enterprise scenarios, enhancing the connectivity of SMEs, and maximizing network value.

Offering a wider range of integrated ICT services to accelerate industry digitalization

With its enhanced capabilities, 5.5G provides guaranteed speeds of 300 Mbps

and 20-ms latency at 99.999% reliability. Furthermore, by supporting additional industry demands, such as networking, computing, cloud, and IoT, 5.5G will create "X capabilities" for industries, driving the digitalization and automation of more application scenarios in the future.

Providing effective support for enterprises' core production processes to increase production efficiency

5.5G enables uplink rates up to 1 Gbps, latency as low as 4 ms, and reliability as high as 99.999%. These capabilities can effectively support enterprises' core production processes, significantly enhancing their production efficiency. Taking production at coal mines as an example, many underground mines have a fully mechanized mining face over 100 meters. Thanks to 5.5G's ultra-large uplink capability, over 100 HD cameras can be deployed for real-time video uploading, and AI technology is employed to stitch panoramic videos from fully mechanized mining faces. This 5.5G smart mine solution realizes "see all, see clearly" for underground operations. This is how 5.5G

technology can contribute to health and safety regarding underground mining.

Adapting to IoT requirements across all scenarios to accelerate the development of a market of 100 billion IoT connections

5.5G enhancements can be seen in areas like uplink bandwidth, latency, positioning, and passive tagging, which can meet IoT requirements across all scenarios. The declining cost of RedCap and passive IoT devices is driving the IoT market to scale up faster and move toward achieving 100 billion IoT connections.

Enabling vehicle-road collaboration to improve driving safety and traffic management efficiency

By the end of 2023, the global connected vehicle count had reached 350 million. 5.5G Macro Sites enable the delivery of a low latency of 20 ms and high reliability of 99%, thereby accelerating vehicle-road collaboration for enhanced driving safety and traffic management efficiency. This solution has been verified from end to end in Shanghai and is projected to improve traffic management efficiency by 30% and reduce average commute times by 20%. Liu Kang noted that close industry partnerships are instrumental in unlocking the benefits of 5.5G. Huawei is committed to working with industry and ecosystem partners to explore the wide-ranging applications of 5.5G technology and bring about a new era of intelligent interconnection of industry applications. This will enable all participants to benefit from 5.5G development and enjoy shared success.

With the 2024 commercial launch of 5.5G, Huawei is collaborating with operators and partners around the world to pursue exciting new innovations in networks, cloud, and intelligence. ■



Sebastian Shi



Mohanna Al Mheiri

Interview: Gulraiz Khalid

Emirates Foundation's collaboration with Huawei is centered around leveraging technology to amplify community service initiatives

Sebastian Shi, CEO of Huawei Cloud UAE and Mohanna Al Mheiri, Chief Operations Officer at Emirates Foundation, speak with Teletimes International in an exclusive interview about the ongoing cooperation between the two entities to support the UAE's socio-economic development

Teletimes: Can you provide an overview of Huawei's strategic priorities, particularly concerning cloud technologies in the UAE and how these

priorities align with the company's vision for the regional market?

Sebastian: At the heart of Huawei cloud's

strategy is our commitment to driving digital transformation and enhancing the digital economy within the UAE and the broader region. Our efforts

are multifaceted, including significant investment in local infrastructure to make our cutting-edge technology readily accessible. For instance, the recent launch of our cloud services in Saudi Arabia is a testament to our dedication to bringing state-of-the-art technology to the region, ensuring our clients have seamless access. Furthermore, we are actively working to enrich the ecosystem by fostering collaborations, particularly with Chinese partners, to bolster the digital economy's growth in the UAE. This dual focus on technological advancement and ecosystem enrichment forms the cornerstone of our strategic priorities, guiding our actions for the foreseeable future.

TT: With the advent of 5G technology, how do you see its impact on the cloud market in the UAE and the broader region?

Sebastian: The advent of 5G technology is a game-changer for cloud services thanks to its promise of high-speed connectivity and low latency. In the UAE, where 5G deployment is notably advanced, this technology enhances our ability to provide superior cloud services. It enables swift, reliable access to data and applications hosted in our secure, local data centers. This synergy between 5G and cloud technologies is crucial for delivering exceptional service quality to our clients, making digital resources more accessible and efficient than ever before.

TT: From the perspective of telecommunications companies facing the challenge of migrating from legacy systems to cloud infrastructure, how is Huawei supporting this transition?

Sebastian: The transition from legacy systems to cloud-based infrastructures represents a significant evolution for telecommunications companies, necessitating a shift towards more flexible, scalable, and efficient models. Huawei is at the forefront of facilitating this transition, emphasizing the inherent

value cloud technologies bring to legacy systems. We leverage AI and big data capabilities, inherent to cloud infrastructures, to demonstrate the tangible benefits of migration. Our comprehensive support extends beyond mere technology provision to include end-to-end migration services, ensuring a smooth transition that not only preserves but enhances value for our clients. By prioritizing value addition and leveraging our global expertise, we aim to make the migration process as beneficial and seamless as possible.

TT: Could you shed some light on Emirates Foundation's history and its core activities?

Al Mheiri: Emirates Foundation, established over eight decades ago under the vision of Sheikh Mohamed bin Zayed, serves as a pivotal link between the private sector, government, and community for philanthropic efforts. Our mission spans various domains, with a significant emphasis on volunteerism. We manage the UAE's largest volunteer database, mobilizing resources and manpower to address community needs, especially highlighted during the COVID-19 pandemic. Our initiatives are not limited to immediate relief but extend to fostering a culture of contribution and engagement within the community, aiming to transform participants from beneficiaries to active contributors to the UAE's socio-economic development.

TT: What are the goals of your partnership with Huawei, and how does technology play a role in achieving these objectives?

Al Mheiri: Our collaboration with Huawei is centered around leveraging technology to amplify our community service initiatives. Recognizing Huawei's global leadership in technological innovation, we aim to integrate their cutting-edge solutions to enhance our operational efficiency and impact. This partnership reflects our shared commitment to utilizing technology for

social betterment, focusing on deploying AI and other technological advancements to streamline our processes and achieve more significant, faster outcomes in our community service efforts.

TT: Can you provide more details on the specific projects Huawei and Emirates Foundation are collaborating on?

Al Mheiri: The partnership between Huawei and Emirates Foundation is focused on delivering substantial societal benefits, with a particular emphasis on financial literacy among young people. We aim to leverage Huawei's advanced technologies, such as the Arabic Language Model and digital human interfaces, to create an engaging and interactive educational experience. This initiative is a prime example of how our collaboration seeks to empower the younger generation with critical financial management skills, enhancing their ability to navigate the complexities of personal finance with confidence and competence.

TT: Regarding Huawei Cloud's commitment to sustainability, especially in data center operations, could you elaborate on your initiatives to minimize energy consumption and promote environmental responsibility?

Sebastian: Sustainability is a critical focus for Huawei, particularly in the context of data center operations, which are among the largest consumers of energy in the tech industry. Our commitment to reducing our environmental footprint has led us to innovate and implement energy efficient solutions, such as our pioneering water-cooling technology. This technology, especially effective in the UAE's harsh climate, significantly enhances our data centers' energy efficiency, achieving an impressively low Power Usage Effectiveness (PUE) ratio. Our efforts in this area underscore our dedication to leveraging advanced technologies to achieve greater energy efficiency and environmental sustainability in our operations. 🌱

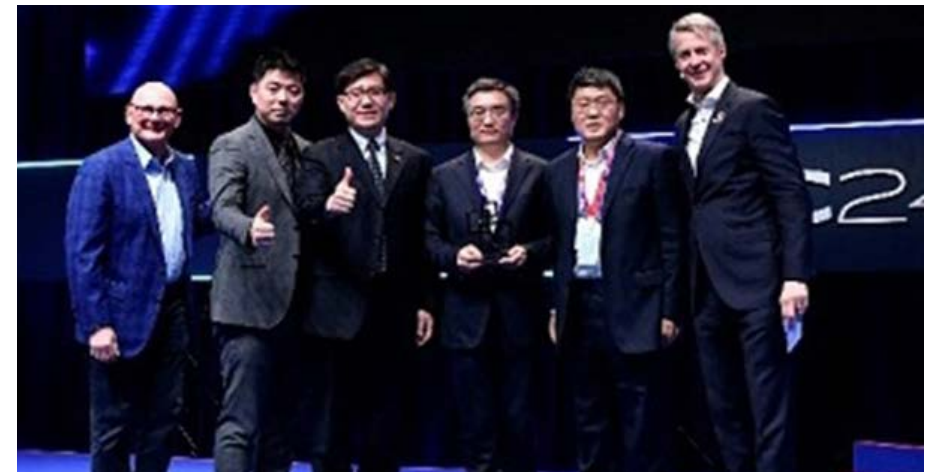
Leading the Charge in Telecom Innovation

Huawei secures top honors at MWC Barcelona 2024

During the Mobile World Congress (MWC) Barcelona 2024, Huawei took center stage with a series of impressive victories at the GSMA GLOMO Awards. With accolades spanning pivotal categories, including network software breakthroughs, private network solutions, mobile network infrastructure, and collaborative excellence, Huawei reaffirmed its position as a frontrunner in driving transformative advancements within the telecommunications landscape. These wins underscored Huawei's unwavering commitment to pioneering innovation and delivering cutting-edge solutions that empower operators worldwide to navigate the complexities of modern connectivity demands.

The RAN Digital Twin System (RDTs) within Huawei's IntelligentRAN has clinched the GSMA GLOMO "Best Network Software Breakthrough" award. This accolade underscores Huawei's commitment to customer-driven solutions, as RDTs empowers 5.5G native intelligence, minimizing costs while maximizing network efficiency. In collaboration with State Grid, China Unicom, and TD Tech, Huawei has also received the GSMA GLOMO for the "Best Private Network Solution" for their 5G smart grid solution. This innovative solution ensures wide coverage, high security, and cost-effectiveness in power grid operations, exemplifying the potential of 5G in industrial applications. Deployed in Shandong province, the solution facilitates various 5G-based electric power applications, contributing to a sustainable and efficient grid ecosystem.

Moreover, Huawei's commitment to sustainability is highlighted by its GSMA GLOMO win for the "Best Mobile Network Infrastructure" with the green antenna



series. These antennas, deployed globally, significantly reduce network energy consumption and carbon emissions while maximizing performance and integration. Live network tests have demonstrated substantial energy savings, contributing to environmental conservation efforts. Additionally, Huawei's recognition with the GSMA Foundry Excellence Award further validates its leadership in driving industry collaboration and promoting sustainable development within the telecommunications sector.

Sun Youwei, President of Huawei Antenna Business Unit, said: "We are very grateful to receive this significant award from GSMA. Higher spectrum and energy utilization are crucial for all operators looking to provide optimal network experience. By improving antenna energy efficiency and device integration, Huawei green antennas can improve energy saving, network coverage and user experience. Huawei is happy to work with our industry partners to develop and apply green antennas in more frequency bands and application scenarios." 🌱

Huawei ushers in the era of intelligent connectivity with 5.5G at MWC 2024



Huawei has reaffirmed its commitment to empowering operators and partners to unlock the full potential of 5.5G at Mobile World Congress 2024 in Barcelona, Spain. The company aims to promote intelligent digital transformation across industries, build a thriving industry ecosystem, accelerate the positive business cycle of 5G, and prepare for the upcoming 5.5G era.

Under the theme of "Advance Intelligence," Huawei showcased its comprehensive portfolio of 5.5G, F5.5G, and Net5.5G products and solutions for multiple scenarios at MWC Barcelona 2024. This diverse offering empowers operators to build ubiquitous, efficient, and collaborative networks that pave the way for the intelligent world of tomorrow.

Huawei advances intelligence as operators embrace first year of commercial 5.5G

5.5G is expected to see a commercial launch in 2024. Huawei seeks to help operators

build ubiquitous networks that are efficient, collaborative, green, stable, and intelligent so that operators can deliver a premium experience. Such industry collaboration will take intelligent digital transformation to deeper levels and lead us to an intelligent world faster.

5.5G has delivered stronger network capabilities that are supporting the emergence of more diversified services and more business success for operators. The industry expects a significant technological transformation to occur soon as these services need higher-level intelligence that features agile service provisioning, accurate user experience assurance, and efficient O&M across domains.

By the end of 2023, more than 300 5G commercial networks had been launched worldwide, serving more than 1.6 billion users. 5G development is now well underway, with the growth rate of global 5G users reaching seven times higher than that

of 4G users in the same period. Operators using Huawei solutions ranked No. 1 regarding network experience during the 2023 testing by a well-known organization in key cities in Germany, Austria, and the Netherlands. Huawei has also collaborated with world-leading operators and industry partners to find innovative solutions to meet higher requirements of new 5.5G applications and scenarios. Together, they have promoted 5.5G technology verification and network deployment, expanding the nascent 5.5G market.

Huawei has already helped operators start 5.5G commercial verification and testing in more than 20 cities around the world. The Middle East has formed a general consensus on 5.5G development, with all six members of the Gulf Cooperation Council (GCC) having completed 5.5G 10 Gbps rate verification and incubation of new services such as RedCap and passive IoT.

Huawei's telecom foundation model



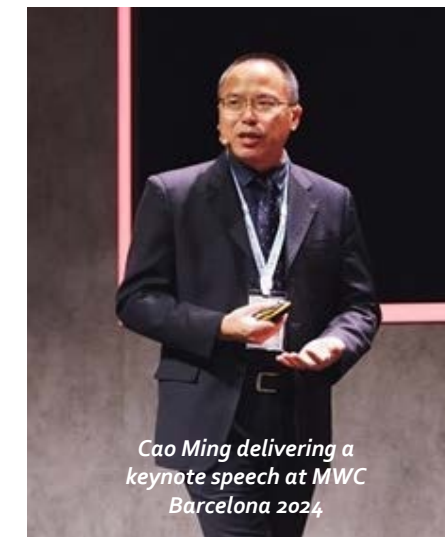
to accelerates operator intelligent transformation

At MWC Barcelona 2024, Huawei's Board Member and President of ICT Products & Solutions, Yang Chaobin, launched the industry's first telecom foundation model.

Huawei's Telecom Foundation Model provides key intelligent technologies that support service innovation, improve operations efficiency, revolutionize network productivity, and realize 5.5G intelligence objectives. Technological innovation in the telecom industry has historically resulted in more productive operator networks and increased service demands. Huawei's Telecom Foundation Model will continue to stand out for years to come as it leverages Huawei's over 30 years of expertise in service support.

Yang said, "The Huawei Telecom Foundation Model leverages Huawei's strengths in intelligent technology and offers two types of applications: role-based copilots and scenario-based agents. It will help carriers empower employees and improve user satisfaction, which will, in turn, improve network productivity."

Yang called on industry partners to advance applications of this intelligent technology



Cao Ming, President of Huawei Wireless Solution, remarked, "As all industry elements are ready, we have entered the first year of 5.5G commercialization. Huawei's full series of 5.5G products and solutions, with 'Native Giga' and 'Native Green' capabilities, help operators from around the world to achieve multipath 5.5G evolution across all bands."

After three years of rapid development, 5.5G has progressed from vision to reality, and all of the standards, services, products, devices, businesses, and policies are ready. The first year of commercial use of 5.5G has officially arrived, and the commercial rollout of 5.5G is accelerating worldwide. While Middle Eastern operators have achieved scaled 5.5G commercialization, operators across Europe, Asia Pacific, and Latin America are verifying 10 Gbps, preparing for 5.5G commercialization in 2024.

Huawei launches the world's first 5.5G intelligent core network, advancing towards an intelligent world

During MWC 2024, Huawei held a new product solution launch event, where George Gao, President of Huawei Cloud Core Network Product Line, released the 5.5G intelligent core network solution. As 2024 is the first year for commercialization of 5.5G, the 5.5G intelligent core network is an important part of 5.5G, incorporating service intelligence, network intelligence, and O&M intelligence. 5.5G technology will improve both business value and development potential.

through collaborative industry promotion, talent training, and business scenario innovation. He also encouraged the telecom foundation model sector to nurture best practices and bring more intelligence to the telecom industry.

Huawei unveils eight 5.5G innovation practices to help operators start commercial 5.5G launch

At MWC Barcelona 2024, Huawei unveiled eight 5.5G innovation practices to help operators build 5.5G multi-path target networks.

The industry's first New Calling-Advanced solution launched by Huawei embraces enhanced intelligence and data channel-based interaction capabilities; it takes us to a multi-modal communication era and helping operators reconstruct their service layout. In addition, Huawei introduced the Multi-modal Communication Function (MCF) to allow users to control digital avatars through voice during calls, delivering a more personalized calling experience. An enterprise can also customize its own avatar as an enterprise ambassador to promote its branding. ■

Interview: Khalid Athar



A commitment to Innovation, Sustainability, and Global Leadership

Es'hailSat contributing towards Qatar's National Vision 2030

Ali Al Kuwari, Es'hailSat's President & CEO, speaks to Teletimes International

Khalid Athar: What are the core values that drive Es'hailSat, and how do they influence your company culture?

Ali Al Kuwari: Es'hailSat, the Qatar Satellite Company, headquartered in Doha, Qatar, is the national satellite operator for the state of Qatar and a prominent player in the satellite industry. Established in 2010, the company has been at the forefront of managing and developing Qatar's space presence, leveraging cutting-edge innovations to provide advanced satellite services globally. With a vision of becoming a truly global satellite operator and service provider, Es'hailSat has embraced modern advancements in the industry. This drives a culture of innovation, self-reliance, and sustainable development within the organization.

Es'hailSat's core values of integrity, innovation, and inspiration are reflected in our company's culture. Our values are the core of everything we do as a company. They direct and dictate our brand, our behaviors and our business decisions. Most importantly, our values represent our relationships with our audience, i.e. our stakeholders, our vendors, customers and prospects. First and foremost, integrity as a value brings about honesty, transparency and accountability in everything we do. Thereafter, the mindset of innovation brings in the culture of never settling, always searching and finding new ways to improve our products and services. Finally, in letting our ambition lead the way for others to follow we stay true to the inspiration culture in our company.

KA: How do you see Es'hailSat contributing to Qatar's National Vision 2030?

AK: Es'hailSat's satellites are a symbol of Qatar's commitment to free, secure, and independent communication and events such as the AFC, FIFA World Cup and others are the perfect opportunity for

us to showcase our capabilities. We are working on multiple long-term projects to fulfil the company's vision of being a world class satellite operator and service provider that effectively contributes to the success of Qatar's National Vision 2030. Our plans are to continually upgrade our capabilities in terms of our teleport, ground segment and managed services to be able to leverage our young fleet in orbit today.

Qatar's National Vision 2030 relies on the four pillars of development across Human, Social, Economic and

and telecommunications industry today?

AK: Some of the key enabling technologies for satellite broadcasting today are those that enable content creators to get their libraries out to viewers in the form of channels and streams in the fastest and most cost competitive manner. Further to this objective, Es'hailSat has recently launched its Payout & Media Services offering which combines the long-standing legacy of Es'hailSat's satellite distribution and contribution platforms,

“ Established in 2010, the company has been at the forefront of managing and developing Qatar's space presence, leveraging cutting-edge innovations to provide advanced satellite services globally ”

Environmental aspects. Es'hailSat continues to engage with educational institutions across Qatar, at various levels ranging from schools to universities, in order to share the knowledge that we have garnered and develop the next generation of engineering, science & technology professionals. Our Es'hail-2 satellite continues to cater to the needs of the Qatar Amateur Radio Society and the Amateur Radio community at large with the world's first geostationary payload supporting this kind of radio communications that is critical during times of calamities and natural disasters, when all other communication methods are impacted.

KA: What are the most significant trends you're observing in the satellite

together with the most advanced Payout solutions that enable TV channels to be deployed, rapidly from a one-stop-shop solution thus providing peace of mind to the content creators with maximum audience reach.

We also observe that the global satellite industry is in a state of flux with multiple non-GEO constellations at various stages of their development and launch, many of them looking to provide global broadband connectivity. LEO systems are relatively young and unproven which makes the recent gold rush of announcing constellations a trend that we believe needs to be approached with cautious optimism. A lot needs to be done before these systems become integrated into the 5G eco-system and the sheer volume of capital & technology

advancements required make it an uphill climb for the companies involved. We bring our strengths of having worked with 4G and 5G networks across MENA to the table and that is our value addition. This is especially true when it comes to backhauling mobile services requiring high throughput services.

KA: How is Es'hailSat adapting to the rapidly changing technological landscape of satellite communication?

AK: We are very much a GEO operator and will continue to support our broadcast, telecommunications and government customers with our two satellites in GEO orbit. At this point, the global satellite industry is in a state of flux, with multiple low-Earth orbit

these services across the Middle East and North Africa today and across the globe very soon. We are also working on incorporating into our portfolio the latest advancements in technology, including Cloud services, IoT and Telecommunications services, and tailoring these to the needs of verticals such as Maritime, Government and Energy.

KA: With increasing competition in the satellite industry, what strategies does Es'hailSat employ to maintain and grow its market share?

AK: At an average fleet age under 6 years, we at Es'hailSat have one of the youngest fleets of any satellite operator in the Middle East and North

Over the course of 2023, we have added more than 20 new TV channels to our video hotspot across the two satellites. This itself is a testament to the fact that customers trust us with their TV channel bouquets and our market share is secured as a result. Furthermore, we have launched Payout and Media services to deliver a simple, elegant and one-stop solution to broadcasters that want peace of mind in their operations. Lastly, via partnerships such as the recent MoU with Nilesat and even before that, by tying up with companies such as Total Media Cast (TMC) and others, we are able to serve our customers in regions that are beyond our home country, as well as with services that would organically have taken many years for any company to put together.

KA: How does Es'hailSat ensure the reliability and security of its satellite services, especially in an era of increasing cyber threats?

AK: Es'hailSat has been providing MENA's Government and Enterprise customers with end-to-end satellite services for over a decade. These include fully encrypted, secure, fixed & mobile communications, anti-jamming capabilities as well as robust & reliable broadcasting services catering to audiences across the Middle East and North Africa. The security and independence of services provided by Es'hailSat helped broadcasters stay on-air even during diplomatic and financial pressures and boycotts. This also helps VIPs and state agencies to remain connected securely both within Qatar and within the region.

KA: What role do sustainability and environmental considerations play in your operations and long-term planning?

AK: Es'hailSat's teleport facilities are built using state-of-the-art and environmentally responsible materials that ensure that the impact on the environment around the teleport is

minimized. When it comes to future satellites and spacecraft technology, the trend is towards the use of electric propulsion which is significantly more environmentally friendly. Together with our satellite manufacturing partners we are exploring the use of this technology for our future satellite missions. Furthermore, Environmental and Governance best practices are part of our company's long-term strategy and going forward these initiatives will only become increasingly important in order to build a sustainable long term business.

KA: Looking ahead, what new markets or services is Es'hailSat exploring?

AK: Africa and Central Europe have tremendous potential for expanding broadcasting, content distribution and connectivity services given the unique challenges faced by the two regions. Es'hailSat continues to cater to multiple TV channels across North Africa from Morocco in the west to Ethiopia in the East at our MENA hotspot of 25.5/26 degrees East. While fiber continues to reach the shores of various countries in Africa, getting the same connectivity inland and overcoming the challenges on-the-ground is a different story altogether. As with every company looking to do business in either Central Europe or Africa, it is important for us to find the right partners who can enable our services in the local markets. These economies are at various stages of growth, each with their unique challenges and we are always looking for the right partner with local insight with whom we can grow our offerings to the end customer. With state-of-the-art services across sectors such as Television Broadcasting, Enterprise VSAT and Broadband Connectivity as well as services such as those for Maritime & Energy sectors, we are gearing up to cater to the needs of these markets today and in the future.

KA: How is Es'hailSat investing in innovation to meet future demands in



With state-of-the-art services across sectors such as Television Broadcasting, Enterprise VSAT and Broadband Connectivity as well as services such as those for Maritime & Energy sectors, we are gearing up to cater to the needs of these markets today and in the future



satellite communications?

AK: The world is heading towards economies driven by artificial intelligence, neural networks, and the Internet of Things, all of which can only be enabled by robust telecommunications and IT infrastructure. Therefore, it is critical for these sectors, including satellite services, to build a culture of innovation and continuous development to be able to cater to these demands. With Qatar becoming a powerhouse of talent and technological prowess in the Middle East, advanced satellite services will help ensure that the economy of the country has the tools that it needs to grow from strength to strength. For Es'hailSat's business, the priority over the next 12 months is expanding services to support the rapid growth of Qatari customers across the board. The sky is the limit for Qatar's ambitions, and Es'hailSat remains the first choice for companies across the MENA region wherever there is a need for connectivity over satellite.

KA: Can you share insights into any upcoming projects or partnerships that are particularly exciting for Es'hailSat?

AK: Some of the key enabling technologies for satellite broadcasting today are those that enable content

creators to get their libraries out to viewers in the form of channels and streams in the fastest and most cost competitive manner. Further to this objective, Es'hailSat has recently launched its Payout & Media Services offering which combines the long-standing legacy of Es'hailSat's satellite distribution and contribution platforms, together with the most advanced Payout solutions that enable TV channels to be deployed, rapidly from a one-stop-shop solution thus providing peace of mind to the content creators with maximum audience reach. We have multiple partnerships, such as those for optical ground stations, terminals and flat panel antennas, Inmarsat for MSS services and with technology providers, such as iDirect, Comtech etc., for enhancing our end-to-end service provisioning, etc. We also have sales partners such as AXESS, TMC and others and channel partners in various geographies that help expand our presence across the MENA region. As Qatar's satellite operator of choice, we bring tremendous value to any partnership and can provide the local and regional expertise that these global companies need to build a sustainable business in the region. Since our inception in 2010, Es'hailSat has leveraged industry-wide partnerships to bring the best of what is available globally to MENA's ICT infrastructure. ■



We are also working on incorporating into our portfolio the latest advancements in technology, including Cloud services, IoT and Telecommunications services, and tailoring these to the needs of verticals such as Maritime, Government and Energy



constellations at various stages of their launch, each looking to provide global broadband connectivity. We are studying each of these projects closely and evaluating all possible options to enhance our future capabilities as a satellite operator.

Wherever terrestrial connectivity options stop is where the role of satellite technologies begins, and that is where Es'hailSat's services come in. Be it cellular backhaul, VSAT networking or even consumer broadband, we have the capabilities to support those companies that are looking to provide

Africa region. Our existing satellites, Es'hail-1 and Es'hail-2 co-located at 25.5 East and 26 East, are well positioned to serve the needs of broadcast and telecom customers across the board. Coupled with our 50,000sqm state-of-the-art Teleport facility in Doha they provide the infrastructure needed for any broadcaster, telco, enterprise or government customer to deliver their services and for us to cater to their growing needs. Our plans are to continually upgrade our capabilities in terms of our teleport, ground segment and managed services to be able to leverage our young fleet in orbit today.

Indosat Ooredoo Hutchison and Huawei join forces for AI-driven innovation and talent empowerment



Indosat Ooredoo Hutchison and Huawei signed a Memorandum of Understanding (MoU) on digital development with the aim to provide support towards AI development, industry applications, ecosystem building, and talent cultivation during the Mobile World Congress (MWC) 2024 in Barcelona. The MoU was signed by Vikram Sinha, President Director and CEO, Indosat Ooredoo Hutchison and Jacqueline Shi, President of Huawei Cloud Global Marketing and Sales Service.

The signing ceremony was also attended by Halim Alamsyah, President Commissioner of Indosat Ooredoo Hutchison; Rudiantara, Independent Commissioner of Indosat Ooredoo Hutchison; and Daniel Wu, Huawei Indonesia IOH Account Director.

Agreed upon both parties, AI is the driving force of the current global technological progress and industrial transformation wave, which has a profound impact on human society and will reshape the industry. AI and informatization have

brought about the rapid development of Internet applications and the rapid growth of Indonesia's digital economy. Towards the vision of Golden Indonesia 2045, the digital economy will become an important pillar, while cloud and AI construction will become a key path for digital development.

Vikram Sinha, President Director and CEO of Indosat Ooredoo Hutchison, said, "Indosat Ooredoo Hutchison is committed to democratize digitalization in Indonesia. It is part of Indosat's larger purpose of connecting and empowering every Indonesian by accelerating nation's digital transformation. This partnership enables us to maximize service offering using AI and cloud ecosystem. We believe this will lead us to the forefront of bringing the vision of Golden Indonesia 2045 to life."

By collaborating with Indosat, Huawei aims to make breakthrough in public cloud and AI applications and provide more diversified services for local users and enterprises, basing on its technical and commercial

experience in the public cloud and AI fields. Both Indosat and Huawei eagerly work on a joint cultivate cloud, develop AI ecosystem partners and AI talents to empower various industries and promote the development of digital economy.

"We are proud of the partnership forged with Indosat Ooredoo Hutchison, recognizing that Indonesia is toward a digitally transformative future. At Huawei, we view this collaboration as a commitment to pioneering innovation and fostering sustainable development. Our joint effort signifies a shared vision to harness the power of AI and cloud computing, driving unprecedented growth and opportunity across industries. This partnership underscores our unwavering commitment to empowering industries and propelling the digital economy forward. Together, we embark on a transformative journey, fueled by collaboration, innovation, and a shared vision for a brighter tomorrow," according to Jacqueline Shi, President of Huawei Cloud Global Marketing and Sales Service. ■

Huawei Cloud signs MoU with KSA-based PayTabs to enhance digital payments across MENA



At Mobile World Congress (MWC) 2024, Huawei Cloud announced a new partnership agreement with KSA-based PayTabs. This collaboration is intended to collectively drive the innovation and implementation of cloud and AI technologies in diverse industry use cases.

Alan Qi, President of Huawei Cloud Middle East and Central Asia, emphasized that this Memorandum of Understanding (MoU) signifies more than just the integration of Huawei Cloud's innovative strengths in line with the partners' development objectives. "It represents a strong acknowledgment from both parties towards shared goals and a steadfast commitment to pushing the boundaries of the digital and intelligent era in KSA. Huawei Cloud is dedicated to collaborating with partners, exerting continuous efforts to achieve even more fruitful outcomes, and collectively opening a

new chapter of digital transformation," said Qi.

At MWC 2024, PayTabs Group, MENA's award-winning payment orchestration powerhouse, signed a comprehensive cooperation agreement with Huawei Cloud. The agreement will enable both companies to jointly explore and develop digital payments and payment orchestration technology to launch more innovative payment services across the region. The agreement was signed in the presence of Abdulaziz Jouf, CEO and founder of PayTabs Group; Hany O. Soliman, Regional Head and Operating Partner for PayTabs GCC and Africa; Samy Masoud, VP, Solutions Delivery PayTabs; Mark Chen, President of Huawei Cloud Solution Sales, and Sebastian Shi, CEO of Huawei Cloud UAE.

This partnership will inject new vitality into the business development for both PayTabs

Group and Huawei Cloud, bringing more possibilities to grow the fintech ecosystem and unleash smoother, secure payment experience for global consumers. As one of the world's top five cloud service providers and the fastest-growing cloud in the Middle East, Huawei Cloud will provide a solid cloud foundation to support PayTabs and other leading fintech enterprises in the region to expand their business locally and globally.

In addition to the technology foundation, Huawei Cloud will share its expertise from operating in more than 170 countries and regions to become a bridge for PayTabs to connect markets, expand business, and achieve business success. Highly trusted by business owners and consumers, PayTabs currently operates in several markets, including Saudi Arabia, the United Arab Emirates, Egypt, Jordan, and Türkiye. ■

Huawei and du sign strategic cooperation MoU to build 5G Advanced Country Project



During MWC 2024 in Barcelona, Huawei signed a Memorandum of Understanding (MoU) on strategic cooperation with the leading telecom operator “du” in the UAE. The MoU will continue to lead the digital UAE by building the 5G Advanced Country Project. Establish a demonstration benchmark for 5G Advanced commercial networks in the Middle East and around the world.

According to the MoU, the two parties will work together to promote the construction and commercial use of the 5G Advanced network and jointly build the 5G Advanced Country in the UAE. The two parties will establish a 5G Advanced joint innovation center to innovate 5G Advanced technologies and expand the large-scale commercial use of new services in all scenarios, including consumers, homes, and enterprises, and accelerate the incubation of commercial applications such as 24K XR, FWA2, holographic conferencing, and

enhanced 5G private networks. Jointly explore the 5G Advanced commercial model, expand the industry ecosystem, and accelerate the positive cycle of business success.

Fahad Al Hassawi, CEO of du, said, “As a leading digital telco, du is committed to cooperating with global industry leaders, such as Huawei, to remain at the forefront of digital innovation and provide customers with the ultimate network experience. Huawei’s leading technologies will support the realization of du’s strategic vision, play an important role in 5G Advanced service innovation and industry digitalization, and jointly accelerate the UAE’s digital transformation.”

Liu Jiawei, Chairman of Huawei UAE, said, “As a global ICT infrastructure and smart device provider, Huawei is committed to supporting du’s strategic vision of digital innovation and providing customers with

the ultimate network experience. In the past year, du has developed rapidly in FWA services and has successfully deployed a commercial 5G Advanced network and we believe that the signing of this MoU will deepen the implementation of 5G Advanced technologies, accelerate the incubation of commercial applications, and strengthen our strategic partnership with du.”

The cooperation between du and Huawei started in 2008 and maintained close strategic mutual trust in the 3G, 4G, and 5G eras. Towards the new phase of 5G Advanced, the two parties will continue to discuss the end-to-end evolution of 5G Advanced networks, incubate new 5G Advanced services in to-C, to-B, and to-H, build ubiquitous high-quality networks, and help du continuously provide the best connection experience and digital services for its customers. Make the UAE the world’s leading 5G Advanced Country. 📶



Interview: Gulraiz Khalid

Digital Transformation & AI Innovation are all about Adaptability, Scalability, and Flexibility

Abdelbagi Ahmed, Digital Enablement Senior Manager at Zain Group speaks with Teletimes International in exclusive interview

Teletimes: Let's start by exploring your professional background. Could you shed some light on how your role has expanded and transformed over the years?

Ahmed: My professional journey commenced right after completing my education in 2001, stepping into the world

of technology as a software engineer. This role was my entry point into the industry, where I dabbled in various developmental projects, gaining invaluable experience along the way. My career took a significant turn when I ventured into the telecommunications sector, initially joining Zain Sudan in 2005 as a charging system

engineer. This position was the cornerstone of my career, where I specialized in charging systems, billing, and Business Support Systems (BSS), progressively taking on more responsibilities. My journey didn't stop at a local level; as nine years later, I advanced to a group role based in Kuwait 2014, where I was entrusted with supporting the operations of seven operators across Zain's Middle East and Africa footprint, currently serving a customer base of over 50 million people. This experience has been instrumental in my professional growth, offering me a comprehensive view of the telecommunications industry.

Teletimes: Digital transformation is a buzzword in today's business landscape. Could you discuss Zain's journey in digital transformation, particularly with BSS, and the challenges you're navigating currently?

Ahmed: Tackling digital transformation is inherently complex, largely because 'digital' means different things to different people. When it comes to digital transformation, my perspective, honed over years of experience, is that it essentially enables an organization to adapt, survive, and flourish in an ever-changing environment. It's about leveraging technology not just for the sake of innovation but to drive meaningful growth, enhance customer value, and ensure the long-term sustainability of the business. In the realm of BSS, this



Tackling digital transformation is inherently complex, largely because 'digital' means different things to different people



monetization strategies that support every Zain operation's digital transformation goals.

Teletimes: To distill your insights, would it be accurate to say that you view digital transformation as a process that emphasizes adaptability, scalability, and flexibility for the organization?

Ahmed: Absolutely, you've hit the nail on the head. Those three elements form the core of our digital transformation strategy, ensuring that Zain remains at the forefront of the telecommunications industry, ready to adapt to changes, scale operations efficiently, and maintain flexibility in the face of unforeseen challenges.

Teletimes: Considering the global shift towards post-pandemic recovery, how did 2023 unfold for Zain, especially in terms of commercialization, monetization, and infrastructure investments?

Ahmed: Reflecting on 2023, it's clear that the year was fraught with challenges, yet it was a period of remarkable success for Zain, particularly from a BSS perspective. We embarked on multiple significant projects across our footprint, such as the launch of a pioneering BSS initiative in partnership with Huawei in Iraq as one example. This success is a testament to our strategic investment in technology and infrastructure, which has positioned us well for future advancements. Additionally, our exploratory work with 5.5G in Kuwait and KSA highlights our commitment to innovation. These experiences underscore our resilience and forward-thinking approach as we navigate the complex telecom landscape. Today, Zain

provides 5G commercial services in Kuwait, KSA, Bahrain and most recently Jordan making Zain the regional leader in offering this hi-speed and reliable service. This technology is empowering our operations to offer appealing consumer and enterprise services that are driving revenue growth.

Teletimes: With the advent of AI and its increasing influence in the tech industry, how do you envision its integration within BSS and the broader future of Zain's software initiatives?

Ahmed: The integration of AI into our operations, particularly within BSS, is



The integration of AI into our operations, particularly within BSS, is a journey filled with both challenges and immense potential. While concepts like machine learning have been part of the technological discourse for years, effectively leveraging AI in a way that adds real value remains a key challenge



a journey filled with both challenges and immense potential. While concepts like machine learning have been part of the technological discourse for years, effectively leveraging AI in a way that

adds real value remains a key challenge. Our partnership with leading global solution providers has been instrumental in initiating this journey, allowing us to pilot AI applications within BSS successfully. These early forays into AI have not only demonstrated potential but have also paved the way for further exploration and integration of AI technologies. It's about identifying and executing on use cases where AI can drive efficiency, enhance customer experiences, and ultimately contribute to our strategic goals. This journey is just beginning, but the promising results from our initial projects have set a solid foundation for the future.

Teletimes: As someone with a background in software engineering, what excites you the most about the current and future state of the industry?

Ahmed: The industry's pace of innovation and the potential for transformative technologies to shape our future excite me the most. The ongoing discussions around monetizing 5.5G, reminiscent of similar debates about 5G, underscore the

continuous evolution of our industry. It's not just about the telecom sector; it's about how these technological advancements can foster innovation across communities and industries. ■

Ooredoo Group takes centre stage at GSMA Ministerial Programme, drives discussions on 5G deployment and policy frameworks



Ooredoo Group took centre stage at the GSMA Ministerial Programme in the first two days of Mobile World Congress 2024 in Barcelona, actively contributing to discussions on 5G deployment strategies and policy frameworks.

Group MD and CEO, Aziz Aluthman Fakhroo, delivered the opening presentation at an invitation-only roundtable discussion, hosted by Ooredoo and managed by GSMA.

The roundtable – titled 'Achieving 5G: Creating the Environment for Success, A closer look at the supply-side inputs' - convened leaders of National Regulatory Authorities, mobile operators and international organisations to discuss the challenges, opportunities and policy and regulatory levers to accelerate 5G deployment and unleash its full potential in the MENA region.

Aziz Aluthman Fakhroo, Group MD and CEO, Ooredoo, said: "Cloud infrastructure,

international connectivity, and spectrum availability are the three key supply side inputs that are crucial for successful 5G deployment. Hindered access and increased costs from data localisation can impede development, while addressing international connectivity bottlenecks can drive digital economy growth. Spectrum availability and cost are pivotal for mobile connectivity's viability, impacting performance, efficiency, and sustainability. By addressing these challenges, we can accelerate 5G adoption and maximise its benefits."

The conversation on the supply-side inputs had started in a panel discussing the 'Five Years of 5G: Insights for Policymakers', held as part of the opening of the Ministerial Programme proceedings with Ooredoo's Deputy Group CEO - Sheikh Mohammed Bin Abdulla Al Thani – taking part.

Moderated by Ambassador David Gross, Co-chair & Partner at Wiley Rein, the session reflected on the evolution of 5G

since its introduction and explored optimal strategies to harness 5G's potential in diverse regional markets. Key questions addressed included policy frameworks for lowering risks and increasing ROI for operators, strategies to differentiate 5G services for consumer adoption, and collaborative models between operators and industries to accelerate deployment.

Sheikh Mohammed Bin Abdulla Al Thani, Deputy Group CEO, Ooredoo, said: "Creating an environment for accelerated 5G deployment requires a multifaceted approach. Policymakers play a pivotal role in shaping the regulatory landscape to facilitate innovation and investment. At Ooredoo, we believe three key pillars— spectrum availability and cost, coverage and quality of service obligations, and cloud infrastructure and data flows—are critical for 5G success. Collaborative efforts between industry stakeholders and policymakers are essential to address regulatory challenges and unlock the full potential of 5G for society and the economy." ■

CABSAT celebrates 30th anniversary, returns to Dubai World Trade Centre in 2024, alongside second edition of Integrate Middle East

Middle East's flagship event to unveil the future of content creation and media and entertainment market as it is projected to reach US\$ 42.72 billion in 2024

CABSAT, the Middle East's flagship event for content, broadcast, satellite, media, and entertainment, will celebrate its 30th anniversary with its highly anticipated return to the Dubai World Trade Centre from May 21-23, 2024. Also returning is the second edition of co-located event Integrate Middle East, the leading forum and sourcing platform for the global Pro AV and media technology community that connects industry leaders with integrated solution buyers from the education, media, entertainment, hospitality, retail, and communication sectors.

Since its inception, CABSAT has evolved over the years to align with the latest trends and technologies in the MEASA region. Organised by the Dubai World Trade Centre in partnership with key stakeholders from the MEASA media industry, it features insightful presentations, panel discussions, workshops, product demonstrations, and technology master classes, along with a diverse culture of knowledge sharing.

The Middle East leads the future of content creation

In 2024, the Middle East's media and entertainment market is projected to reach US\$ 42.72 billion and grow at a CAGR of 9.41 per cent to attain US\$ 66.99 billion by 2029. The region retains its position as a leading destination for filmed content, broadcast, and satellite industries, undergoing a significant transformation from a content consumption market to a content creation hub. CABSAT 2024 is set to unveil the future of content creation and distribution, serving as a platform for the global media, entertainment, and technology industry, attracting over 120 countries.



This year's event is poised to be an exceptional platform, featuring the

return of the Content Congress, which offers opportunities to explore and

provide insights on the evolving media landscape; the SATEXPO Summit, a lead distributors, that facilitates innovation within the satellite and space community and offers opportunities to form strategic partnerships; and NextGen Content, which enables screening of un-released content, further offering a platform for the region's best content creators, distributors, and investors. It also offers exclusive spaces for engagement, discussion, and innovation within the creator economy and sustainable space exploitation.

Integrate ME plays crucial role in market growth

After its successful premier in 2023, Integrate Middle East will once again unite Pro AV and system integration tech leaders, attracting buyers from various sectors throughout the MENA region. The event is set to highlight the expedited development of the Pro AV market, which is projected to reach US\$ 396.41 million by 2028, with a CAGR of 8.61 per cent from 2024 to 2028. The several factors that have played a crucial role in the market's growth, are the increased use of digital signage, the rise in popularity of e-learning, and the advances in technology as mentioned in the Technavio Pro AV Market Analysis. Integrate Middle East will further shed light on the advancements in the global smart buildings market as well, which has been estimated to increase from US\$ 96 billion in 2023 to US\$ 408 billion by 2030, according to a report by Market Research Future.

Once again, key topics such as innovation utilisation, the metaverse, the future of work, business-critical digital signage, smart buildings, and sustainable design will be discussed at the Integrate Middle East Summit specifically aligned with the agenda of the Pro AV industry. Attendees will have the opportunity to gain insights from world-class speakers and industry specialists, making the most of valuable networking opportunities.

CABSAT's collaboration with Integrate Middle East offers a platform for attendees and exhibitors to access emerging



business opportunities across education, media, entertainment, hospitality, retail, and communication sectors, along with corporate, events, and real estate industries.

Abhishek Ganapathy, Director, the Dubai World Trade Centre, said: "We are delighted to be hosting the 30th edition of CABSAT 2024, which will coincide with the second edition of Integrate Middle East, offering a unique platform that brings together leaders in content, broadcast, satellite, media, and entertainment sectors. This event has successfully drawn participants from various sectors, including retail,

hospitality, healthcare, education, media, and governments across the MENA region. We anticipate that this collaboration will open newer avenues for technology leaders and integrated solution buyers to explore emerging markets trends."

With a long-standing history of three decades, CABSAT continues to serve as a platform for business, networking and knowledge sharing for the MEASA region's media, content, and digital markets. As the event celebrates its 30th anniversary, it aims at shaping the future of content creation and distribution in collaboration with industry leaders and stakeholders. ■

Ericsson and MTN Group collaborate to boost sustainability and digital skills

Ericsson and MTN Group have announced a Memorandum of Understanding (MoU) at MWC 2024, aimed at advancing sustainability, digital skills, and education across Africa.

Aligned with Ericsson's Net Zero ambitions and MTN's Road to Zero pledge under its Ambition 2025 strategy. The companies will explore opportunities to develop and promote innovative Information and Communications Technology (ICT) solutions for the decarbonization of their value chain ecosystem, enabling sustainable practices and contributing towards achieving their Net Zero commitments. This supports the UN SDG 17 target "promote sustainable technologies to developing countries" which encourages the development, transfer, dissemination and diffusion of environmentally sound technologies to developing countries on favourable terms.

Ericsson will provide its industry-leading and sustainable products and solutions that optimise network efficiency, reduce energy consumption and minimising network waste.



Additionally, Ericsson and MTN Group will leverage their expertise in skills development through Ericsson's Connect to Learn program and the MTN Skills Academy, respectively to boost digital and ICT skills development, enhancing competitiveness and employability.

Fida Kibbi, Vice President and Head of Marketing, Communications and Sustainability & Corporate Responsibility at Ericsson Middle East and Africa, says: "Sustainability

and Corporate Responsibility underpins everything we do. We are thrilled to partner with MTN Group on their ambitious journey towards Net Zero and digital inclusion. The Memorandum of Understanding underscores our long-standing partnership and builds upon our shared commitment to creating a more sustainable future. Together, we are empowering a sustainable and connected Africa aligning with Ericsson's #AfricaInMotion vision."

Ericsson to modernise MTN Group core network

Ericsson and MTN Group have agreed to modernise the core network of MTN's affiliates in South Africa and Nigeria over five years in line with MTN Group's MTN Unified Cloud Acceleration (MUNA) principles and objectives.

The agreement concluded where the companies agreed on key strategic priorities and collaborations, underscoring both companies' shared vision and commitment to fortify their long-term partnership.

Building on existing and successful partnerships for cloud-native core network deployment with Ericsson in both countries, the modernisation will ensure the readiness of MTN Nigeria's and MTN South Africa's network

infrastructures to enable 5G standalone in the future. The modernised core networks will be powered by Ericsson's cloud-native dual-mode 5G Core, and will enable MTN Group to achieve its objectives in Nigeria and South Africa of delivering innovative solutions for both consumers and enterprises in Africa.

From Ericsson's perspective, the partnership with MTN Group is a testament to a shared ethos of innovation and progress, representing Ericsson, Hossam Kandeel, Vice President and Head of Global Customer Unit MTN and Customer Unit MTN Africa at Ericsson Middle East and Africa says: "Our partnership with MTN Group is based on innovation and driving networks evolution for customer experience

and business value. Together, we are shaping the future of digital connectivity in Africa with the modernisation of MTN Nigeria and MTN South Africa's core networks. We aim to drive this technological advancement in line with Ericsson's #AfricaInMotion vision."

The MUNA principles and objectives are pivotal to MTN's PACE technology strategy to accelerate the execution of MTN's Ambition 2025 by transforming MTN's network infrastructure into a modern, agile, and cloud-native core network. This transformation will empower MTN to offer innovative services to its customers, enhancing operational efficiency, driving growth, and enabling a better customer experience.

Ericsson and iot² sign MoU to transform KSA's waste landscape

Ericsson and iot squared have signed a Memorandum of Understanding (MoU) at MWC, Barcelona 2024 to offer the Ericsson Connected Recycling (ECR) platform as a Software-as-a-Service in the Kingdom of Saudi Arabia. The partnership will increase awareness of the importance of waste management and contribute to shaping a more sustainable future in the country.

Ericsson Connected Recycling is an end-to-end platform that addresses the environmental impact of waste by digitalizing the reverse supply chains to enable optimization, comprehensive traceability and transparency, and the possibility to monetize waste. The key is safeguarding the world's natural resources by turning waste into recycled raw materials rather than putting them in landfills or burning them.

The platform also has a powerful sustainability reporting feature that provides valuable recycling insights that can optimize operations and empower circularity. It can integrate and orchestrate external data sources, store data safely and offer powerful big data management which enable insightful data visualizations and efficiencies in the value chain.

Othman Aldahash, CEO of iot squared, says: "Our mission is to provide organizations with real-time insights for critical decision making and intelligent operations. Ericsson Connected Recycling is a platform that



complements iot squared's mission as well as our ambition to transform the Kingdom of Saudi Arabia's technological landscape with IoT solutions to achieve sustainability in line with Saudi Green Initiative."

Håkan Cervell, Vice President and Head of Customer Unit stc, Saudi Arabia and Egypt at Ericsson Middle East and Africa, says: "Ericsson is building a better future today. The Ericsson Connected Recycling platform promotes circularity, innovation, and sustainability by digitalizing and tracing several waste streams with an initial launch of Municipal Solid Waste (MSW) in the Kingdom of Saudi Arabia. This transparent approach connects buyers and sellers of waste and recycled raw material, fostering a more sustainable economy in the country, aligned with the Saudi Green Initiative. We are proud to partner with iot squared to make this a reality.

Ericsson and ACES to revolutionize indoor 5G connectivity

Ericsson has announced a strategic three-year Neutral Host Provider (NHP) agreement with Advanced Communications and Electronics Systems (ACES).

This agreement will enable ACES to provide cutting-edge Ericsson indoor products to multiple communications service providers

(CSPs) and cater to the growing demands for enhanced 5G network connectivity in the Kingdom of Saudi Arabia.

The NHP agreement allows ACES to provide Ericsson indoor 5G products to service providers, enabling them to share the same infrastructure, and ensure cost-effective

coverage expansion and efficient utilization of resources.

This agreement will establish a neutral host ecosystem, supporting CSPs in enhancing their indoor 5G coverage with flexibility and ease of operation and maintenance. It will contribute to the footprint expansion of indoor 5G networks across the Kingdom. By deploying Ericsson's Radio Dot System, CSPs can deliver high-performing 5G connectivity to users in large locations such as airports, hotels, hospitals, stadiums, and shopping malls.

One of the key activations as a result of this agreement is enhancing the 5G indoor connectivity at an international airport in the Kingdom that welcomes millions of visitors regularly. The agreement paves the way for a resilient infrastructure in high-density locations.



Ericsson Research and Turkcell sign MoU for 6G R&D



Ericsson and Turkcell have signed a Memorandum of Understanding (MoU) at MWC 2024 to advance 6G research and development and drive technological advancements in Türkiye. Turkcell, the first and currently only Turkish operator with a laboratory dedicated to 6G research, and Ericsson Research site in Istanbul, one of Ericsson's 16 global research centers and the sole center in Market Area Middle East and Africa (MMEA), will foster bilateral research initiatives, strengthen cooperation in national and international research and development (R&D) collaboration projects, and facilitate the exchange of valuable information on emerging technologies.

With a focus on AI, machine learning and overall 6G vision and architecture, Ericsson Research and Turkcell will pioneer the groundwork for innovative future use cases. 6G networks, when deployed on a massive scale, will transform the way people live, learn and interact. It will enable the opening of new technological possibilities for immersive, ubiquitous, and multi-sensory digital experiences. Examples of important 6G use cases can be sorted into three broad use case scenarios: the Internet of Senses, connected intelligent machines, and a connected sustainable world.

Dr. Ali Taha Koç, CEO of Turkcell says:

"6G will play a vital role in realizing a digitally - transformed and programmable physical world, fostering connectivity and sustainability. The development of 6G will require significant investment in research and development. Turkcell is committed to investing in this area, and we are confident that this investment will pay off in the long run. By studying current ecosystems and the evolution of 5G, we will work with Ericsson to devise a roadmap to 6G and lead technological advancements in crucial areas required by future 6G networks. This collaboration with Ericsson represents a major milestone in our ambition to drive innovation and lead advancements in the telecommunications space."

Işıl Yalçın, Vice President and Head of Ericsson Türkiye at Ericsson Middle East and Africa, says: "We are looking forward to embarking on this groundbreaking collaboration with Turkcell, which will set the stage for transformative innovations, shaping the future of telecommunications in Türkiye. 6G will profoundly impact a wide range of industries and promises to create a more connected, intelligent, and sustainable future for Türkiye. Our collaboration with Turkcell will explore the foundations of 6G research and cutting-edge solutions that will place Türkiye at the forefront of this technological revolution." 


AT&T switches on Ericsson Cloud RAN on 5G commercial network

AT&T and Ericsson have begun deploying Ericsson Cloud RAN technology on AT&T's commercial 5G network. The two companies have completed a Cloud RAN call as a milestone in deploying Open RAN. AT&T now has commercial traffic flowing on Cloud RAN sites, the first ones of which are located south of Dallas, Texas.

The configuration used for the Cloud RAN call has been deployed in the AT&T network, and third-party vendors will be able to use this configuration for Open RAN in the future.

Fredrik Jejdling, EVP and Head of Networks, Ericsson, says: "Taking the next leap is second nature to us at Ericsson as we constantly innovate and capitalize on technology trends and shifts to stay ahead of the curve. This progress in our collaboration with AT&T shows our commitment to supporting their Open RAN ambition."

As part of the live deployment, AT&T and Ericsson have migrated one frequency band 3700MHz for their C-Band traffic to Cloud RAN infrastructure. This is the next step in the ongoing collaboration between AT&T and Ericsson to realize the benefits of Cloud RAN and move AT&T closer to their goal of a fully open, agile, programmable wireless network.

Moving to Cloud RAN enables AT&T to deliver and secure data in the most cost-effective way possible while also creating an open environment for developers to create new apps and services. 

Ericsson to help du accelerate government and enterprise digital transformation in UAE



Ericsson and du announce their strategic partnership to provide Ericsson Private 5G Networks solution for connectivity and smart services to the government and enterprise sectors in the United Arab Emirates (UAE).

Ericsson Private 5G is Ericsson's next generation private network products providing secure and reliable 4G and 5G connectivity built for business-critical operations. Pre-integrated to ensure rapid time to use and enabling an advanced and intelligent operations in any environment, all while keeping data secured on site, Ericsson Private 5G supports and adapts a variety of use cases, and industries.


In this partnership, Ericsson and du will join forces to create advanced private 4G and 5G networks. These networks will offer easy-to-operate, intelligent and secure connectivity, supporting the integration of innovative data-driven technologies for enterprises in the country. Ericsson will work closely with du to enhance connectivity for

government and enterprise customers, establishing private networks to enable Industry 4.0 adoption and smart services, as part of accelerating the country's digital transformation.

Jasim Al Awadi, Chief ICT Officer at du, says: "Our latest partnership with Ericsson is a significant step in elevating our information and communications technology and enterprise offerings, in accordance with the UAE vision of nurturing a forward-looking, technology-driven economy. Ericsson's advanced connectivity will play a critical role in strengthening our strategy, equipping us to respond to the needs of our government and enterprise customers. We are confident that this partnership will usher in transformative prospects for enhancing our enterprises offerings, propelling our digital transformation targets, and fostering economic development."

Nicolas Blixell, Vice President and Head of Ericsson Gulf Council Countries at Ericsson Middle East and Africa says: "Leveraging

the strengths of the ecosystem accelerating digital transformation in the UAE, Ericsson Private 5G Network solution will enable du to provide secure, agile and superior connectivity to their enterprise customers and build on the adoption of Industry 4.0. In our steadfast commitment to advancing digitalization and next-generation connectivity, we remain committed to fostering a digitally transformed landscape, and unlocking new opportunities for customers across various industries."

Ericsson and du have nurtured a longstanding collaborative relationship through Networks, IT-Managed Services and Business Support Systems (BSS). du previously engaged Ericsson to deploy its state-of-the-art 5G radio access network (RAN) products and solutions, a significant undertaking aimed at expanding and modernizing their network infrastructure. In a more recent development, du and Ericsson unveiled an ambitious strategic alliance charting a transformative course for du's IT operations over the next five years. 

SKT, Deutsche Telekom, e&, Singtel, and SoftBank Corp announce plan to establish a joint venture



SK Telecom, Deutsche Telekom, e& Group, Singtel and SoftBank Corp. held the inaugural meeting of the Global Telco AI Alliance (GTAA) at MWC Barcelona 2024 and announced their plans to establish a joint venture within this year.

The meeting was attended by SK's Chairman Chey Tae-won, SKT's CEO Ryu Young-sang, Deutsche Telekom's CEO Tim Hötting and DT's Board Member for Technology & Innovation, Claudia Nemat, e& Group's Group CEO Hatem Dowidar, Singtel Group's CEO Yuen Kuan Moon, and SoftBank's CISO Tadashi Iida.

Through the Joint Venture Company, the five companies plan to develop Large Language Models (LLMs) specifically tailored to the needs of telecommunications companies. The LLMs will be designed to help telcos improve their customer interactions via digital assistants and chatbots.

The goal is to develop multilingual LLMs

optimised for languages including Korean, English, German, Arabic and Japanese, with plans for additional languages to be agreed among the founding members.

The joint venture plans to focus on deploying innovative AI applications tailored to the needs of the Global AI Telco Alliance members in their respective markets, enabling them to reach a global customer base of approximately 1.3 billion across 50 countries. Deutsche Telekom boasts about 250 million subscribers across 12 countries, including Germany and the U.S. The e& Group has 169 million subscribers in 16 countries across the Middle East, Asia, and Africa, while the Singtel Group has 770 million subscribers in 21 countries, including Australia, India, and Indonesia.

Compared to general LLMs, telco-specific LLMs are more attuned to the telecommunications domain and better at understanding user intent. By making it easier for telcos to deploy high-quality generative AI models swiftly and efficiently,

telco-specific LLMs are expected to help accelerate AI transformation of various telco business and services, including customer service. The LLMs are currently underway with customer service data being used to fine-tune the model for telco-specific questions. This is mainly for tariff and contract models, information on special hardware such as the router, for example (e.g. How do I do a reset?) are rarely found in the general training data of the large models. But it's exactly this content that a telco bot needs to know. So that it is able to understand, summarise and respond to these specific concerns.

This targeted training ensures the LLM understands the unique language and needs of telecom operators, paving the way for enhanced, personalised, and efficient customer experiences.

"We as telcos need to develop tailored LLM for the telco industry to make telco operations more efficient, which is a low-hanging fruit. Our ultimate goal is to

discover new business models by redefining relationships with customers. The Global Telco AI Alliance brings synergy to its members by allowing them to achieve more by working as a team," said Ryu Young-sang, CEO of SKT.

"We want our customers to experience the best possible service. AI helps us do that. Already today, more than 100,000 customer service dialogs a month in Germany are handled by Generative AI. By integrating telco-specific large language models, our 'Frag Magenta' chatbot becomes even more human-centric: AI personalises conversations between customers and chatbots. And our joint venture brings Europe and Asia closer together," said Claudia Nemat, Board Member Deutsche Telekom for Technology and Innovation.

"This is a monumental step for e& and for the Telco industry at large. From

streamlining customer support interactions to enabling personalised recommendations, this multi-lingual LLM will revolutionise how businesses engage with customers", said Dena Almansoori, Group Chief AI and Data Officer, e& group. "In collaboration with our Global AI Telco Alliance partners, we look forward to shaping both the present and future of customer engagement and setting new standards for efficiency and innovation across the telecommunications landscape to better serve our customers and create meaningful impact."

"This promises to be a game changer not just for us at Singtel but for any telecom company out there looking to lift their customer experience beyond limited automated responses and generic chatbot interactions. This multi-lingual LLM tailored for telcos will greatly expand chatbot capabilities with relevant responses to customers' technical queries, freeing up

service agents to deal with more complex customer issues and we intend to deploy this across the Singtel Group. With leading telcos from three different continents working on this innovative model, this unprecedented effort to scale AI development for the telecom industry would not have been possible had we all decided to go it alone," said Yuen Kuan Moon, Group Chief Executive Officer, Singtel.

"Through a powerful alliance with industry leaders, we embark on a mission to revolutionize global communication, elevate service quality, and ignite a new era of technological innovation powered by AI. Together, we have the power to shape the future of telecommunications, empowering communities worldwide with seamless connectivity and boundless opportunities," said Hideyuki Tsukuda, Executive Vice President & CTO of SoftBank Corp. ■

e& UAE and Corning unveil transformative FTTy collaboration

e& UAE and Corning Incorporated have collaborated to introduce Fibre-to-the-Yacht (FTTY) connectivity at Yas Marina. The collaboration seamlessly integrates e& UAE's advanced solutions with Corning's cutting-edge pre-terminated fibre optic cables, bringing transformative connectivity to the water's edge.

With the introduction of e& UAE's FTTY solution, 138 yachts were connected with Corning's fibre optic cables. Yacht owners at Yas Marina can now enjoy a next-generation digital experience, offering exceptional speed, unparalleled reliability, and seamless online connectivity for work, entertainment, and communication. This initiative aligns with e& UAE's commitment to providing cutting-edge technology to its customers wherever they are located.

Marwan Bin Shakar, Senior Vice President, Access Network Development, e& UAE, said: "We are excited about the successful implementation of FTTY services that seamlessly combines speed, reliability



Marwan Bin Shakar, Senior Vice President, Access Network Development, e& UAE

and innovation ensuring uninterrupted connectivity for yachts at the Marina. As we embark on this new era of maritime communication, we're excited to collaborate with Corning to bring enhanced digital experiences to all the yacht owners at Yas Marina."

Corning's state-of-the-art pre-terminated solution has streamlined the deployment process, enabling e& UAE to offer a reliable and high-speed internet connection to

yacht owners. This collaboration reflects a shared commitment to efficiency and excellence.

Tadeu Viana, Vice President, Sales EMEA, Carrier Networks, at Corning said: "We are pleased that e& UAE introduced this transformative FTTY service at Yas Marina, utilising Corning's advanced pre-terminated fibre optic solution. Corning is working with our customers around the globe to bring the benefits of high-speed fibre connectivity to more and more people. It's remarkable to see all the places fibre is going – on land and water. This collaboration marks a noteworthy milestone, as it enables access to reliable connectivity at any time for the Marina community."

The collaboration between e& UAE and Corning underscores a dedication to future-proofing the network infrastructure, ensuring that emerging digital needs are catered for, and customers benefit from being at the forefront of technological advancements. ■

e& UAE partners with Huawei to usher in new digital era with 10Gbps nationwide connectivity

e& UAE has signed a Memorandum of Understanding (MoU) with Huawei to deliver a high-quality gigabit experience to the UAE at the Mobile World Congress (MWC) in Barcelona. This historic collaboration is set to usher in a new era of digital connectivity in the country.

With a focus on the next generation of 5G-Advanced and 50GPON networks, the collaboration between e& UAE and Huawei will pave the way for a future-forward telecom infrastructure in the UAE. It signals the onset of the intelligent 10 Giga Experience, delivering unmatched speeds, reaching up to 10Gbps for mobile and up to 50Gbps for fixed users across the country.

Khalid Murshed, Chief Technology and Information Officer, e& UAE, said: "This partnership we signed with Huawei at the Mobile World Congress sets a new benchmark in mobile and fixed technologies and services in the UAE and the Middle East. We are committed to delivering a

premium experience to our customers and contributing to the industry with cutting-edge technologies. Together, we're unlocking the potential of the next generation of networks, delivering unparalleled experiences to individuals and organizations. This undertaking goes beyond connecting them in the digital era to enabling them to thrive in the hyper-connected future."

The MoU also lays the groundwork for enhanced computing and storage performance for e& UAE through advanced software, hardware architecture, and application acceleration engines. This visionary approach supports emerging services such as XR, Cloud VR, V2X, 3D video, URLLC, and Industry 4.0, which promise to transform everyday life with intelligent digital solutions and connectivity.

Gavin Wang, President, e& Global Key Account, Huawei, added: "We are proud to deepen our partnership with e& UAE. We

continue to push the boundaries of user experience, not just in the present but for the digital age to come. This collaboration represents a significant stride in empowering users and propelling the UAE towards a future of seamless, immersive, and transformative connectivity."

Ahead of the implementation's official commercial launch, e& UAE, in collaboration with Huawei, has already constructed a robust network foundation for the 10 Giga Experience. In addition, achievements like the Global First 1.6Tbs/Lambda further demonstrate e& UAE's readiness to provide a high-quality gigabit experience, with a 100Tbps backbone ensuring a capacity that spans a decade. With industry advancements such as the mmWave and TDD 3CC in wireless, offering an enhanced experience for the 5G-Advanced era, and the Middle East's first 50GPON in fixed access, homes in the UAE are poised to reap the benefits from the impending network evolution. ■

e& and Huawei sign MoU to build green and energy-efficient networks

e& and Huawei signed a Memorandum of Understanding (MoU) during MWC 2024 to collaborate on building green and energy-efficient networks to significantly reduce carbon emissions and contribute to sustainable environmental practices.

e& will continue to work with Huawei to achieve network decarbonization across its ICT infrastructure, including radio, core and transport networks, and data centers. The effort to decarbonize the network will adopt a mix of Huawei's energy-efficient technology innovations and intelligent software features, as well as maximizing the use of renewable energy. The companies will also collaborate in hosting a series of knowledge-sharing sessions to exchange

insights on climate change and the latest technological advancements and adapt and align network strategies accordingly.

In a pioneering move, e& launched its region's first net-zero 5G Massive MIMO site using Huawei technology during COP 28 in December 2023, showcasing a tangible commitment to eco-friendly technology deployment.

Sabri Albreiki, Chief Technology Officer of e& International, remarked, "Through our strategic partnership with Huawei, we aim to accelerate the decarbonization of our ICT infrastructure by deploying their energy-efficient network equipment combined with energy-saving software features,

advanced machine learning capabilities, and renewable energy sources."

Echoing this sentiment, Gavin Wang, President of Huawei e& Global Key Account, stated, "The combined efforts of e& and Huawei exemplify a strong commitment to climate change and sustainable technology. Through our joint initiatives and efforts, we aim to revolutionize the landscape of telecommunications and set new benchmarks for green development."

With an eye on the future, both e& and Huawei reaffirm their unwavering pursuit of green development, with ongoing investments and explorations in sustainable projects that align with e&'s 2030 net-zero ambition. ■

e& pledges \$6 billion to advance connectivity in 16 countries

Financial commitment to support inclusive economic growth and improve overall lives of communities across Africa, Asia, and the Middle East



e& has made a commitment to the International Telecommunication Union's (ITU) Partner2Connect Digital Coalition. In an announcement at Mobile World Congress (MWC), e& pledged to invest \$6 billion between 2024-2026 in technological advancement, infrastructure development, and innovative digital solutions to extend meaningful connectivity to everyone. This investment is set to provide accessible and affordable network connectivity and digital services across its 16 operating countries in Africa, Asia, and the Middle East.

Hatem Dowidar, Group Chief Executive Officer, e& said: "With Partner2Connect our commitment to building state-of-the-art connectivity has always been part of our DNA. This plays a key role in supporting the advancement of economies that are digitally inclusive while making people's overall lives better. With these investments, we can also better serve customers and allow them to engage in more economic activities. As e& pledges to invest \$6 billion in digital infrastructure and services, we aim to drive economic growth, innovation, and

infrastructure development, significantly reducing inequalities and empowering communities to thrive in a more inclusive and connected digital world."

For e& customers in emerging markets, new financial, health, and educational services will increasingly hinge on high-speed connections via fibre or wireless broadband. Telecom infrastructure will also be crucial in driving access to education, healthcare, government services, and economic opportunities.

The group's markets vary from the UAE, with the world's fastest mobile network and the highest percentage of fibre penetration, to Pakistan and African countries with limited connectivity. With e&'s commitment to the P2C coalition, it will strengthen its innovation capabilities and technology adoption in highly developed markets like Saudi Arabia and the UAE.

e&'s pledge aims to provide meaningful connectivity in emerging markets, including UAE, Saudi Arabia, Pakistan, Egypt,

Afghanistan, Benin, Burkina Faso, Central African Republic, Ivory Coast, Gabon, Mali, Mauritania, Morocco, Chad, Togo, and Niger.

The group is also set to pioneer cutting-edge innovations, expand the application of AI, and reinvest in building networks of the future to accelerate technology adoption and increase fibre penetration and fast mobile network speeds.

Doreen Bogdan-Martin, Secretary-General, ITU, said: "Universal meaningful connectivity is within our grasp. Thanks to these new commitments, millions of people will benefit from accessible and affordable connectivity across the world."

With its \$6 billion commitment to ITU's Partner2Connect Digital Coalition, e& builds on its contributions to the Sustainable Development Goals (SDGs) – including Quality Education, Gender Equality, Industry, Innovation and Infrastructure, and Reduced Inequalities – while supporting ITU's efforts to connect the world. ■

LEAP 2024 concludes 2nd edition of game-changing Rocket Fuel Pitch Competition for start-ups



Ambitious global startups pitched head-to-head to win their share of a prize pool at the Rocket Fuel competition at LEAP 2024.

Awards in the Rocket Fuel competition, which was powered by Saudi Arabia's National Technology Development Programme in collaboration with the Kingdom's Ministry of Communications and Information Technology and the Misk Foundation, were distributed across six categories with entrants segmented by size, operational age, number of employees, funding, scale, and societal impact.

"This competition was one of the world's largest prize funds – and it came without strings attached, no expectations of equity share for example," commented Michael Champion, CEO of Tahaluf, the strategic joint venture between Informa PLC, the Events Investment Fund, and the Saudi Federation for Cybersecurity, Programming and Drones, which organized LEAP alongside the Ministry of Communications and Information Technology. "This is why Saudi is getting so much attention worldwide – it's putting the customer, the

company, the entrepreneur first, showing that it's emerged as a globally exciting place for startups and investors," added Champion.

Rocket Fuel competitors took to the stage during LEAP 2024, where the 12 shortlisted start-ups presented to a star-studded judging panel in a grand finale on March 7.

The biggest prize - the LEAP Award - went to the startup judged to be the most outstanding entry across the competition. The remaining accolades included the 'Technology for Humanity Award', for the startup that best embodied the values of sustainability and social impact; the 'Shooting Star Award', for the early-stage startup under three years old beginning their journey; the 'Into New Worlds Award' for the most impressive startup across the Metaverse and Web 3 space; the 'Avatrix Award' for the best, most innovative startup pioneered by women founders; and the 'Artificial Intelligence Awards' for the startup presenting the most exciting, ground-breaking use of AI.

The 2023 competition saw Saudi Arabia's Plastus, which produced 100 per cent biodegradable bioplastics through bacteria fermentation, scoop the main LEAP Award prize from a pool of 90 regional and international startups. The company's CEO, Nouf Alhazmi, said the award had delivered a seismic impact on the startup: "The LEAP Award at the Rocket Fuel competition was a game-changer for us, enabling us to complete our entire retrofitting stage".

Anticipating the 2024 entry field, H.E Laila Rahhal El Atfani, President & Founder of Business Gate and Women Business Circle, of the Rocket Fuel judging panel, commented: "In 2023, judges were genuinely impressed by the diversity of both founders, their teams, and solutions. The Kingdom has played a significant role in driving professionalism by welcoming not only top established companies but also involving themselves in their growth of outstanding startups. We're sure the quality will increase again in 2024, as startups pitch their solutions in-line with the foundational criteria linked to Saudi Arabia's Vision 2030 goals." ■

stc Group Championed Digital Transformation at LEAP 2024

stc Group has successfully concluded its participation in LEAP 2024, the world's most-attended tech event, as its primary strategic partner and exhibitor.

At the event, stc Group reaffirmed its commitment to digital innovation beyond connectivity, by demonstrating advanced technological solutions in health, logistics, megaprojects and sports. The Group also showcased its expanding scale and scope through announcing strategic agreements and partnerships with some of the most prominent actors in the industry, including:

- **Oracle Alloy:** stc Group announced a new sovereign cloud platform offering more than 100 Oracle cloud services to support enterprises in capitalizing on hyperscale cloud services, while addressing data residency and data sovereignty requirements.
- **Ericsson:** The partnership showcased the world's first physical esport "HADO", combining (AR) and physical movement, to highlight the potential of 5G technology and cloud gaming.
- **Huawei:** Propelling stc Group's growth ambitions this strategic alliance focuses on developing new business portfolios underpinned by trailblazing solutions in fintech and app development.
- **GalaxySpace:** The collaboration will see the two companies explore the building of a space-to-ground integrated network. Both parties will also cooperate on Non-Terrestrial Networks (NTN), exploring direct-to-device satellite technologies.
- **Bolttech:** The partnership will explore embedding IoT-enabled solutions beyond mobile devices into other aspects of a customer's digital lifestyle, including protection for home appliances, health electronics, and cyber assets.



• **Cisco:** stc and Cisco signed multiple agreements with Cisco to modernize and unify its existing Network Operations Center (NOC) and to elevate stc Academy services such as participating in knowledge sharing and developing learning programs.

Locally, stc Group has multiple strategic agreements including PSDSARC, Prince Sultan Center for Defence Studies to instill digital thinking and develop analytical capabilities, an Air to Ground agreement with Flynas and Skyfive which seeks to equip Flynas's entire A320 fleet of 120 aircraft with advanced A2G solutions, offering passengers seamless access to in-flight Wi-Fi services. stc Group is planning to roll out the A2G network for specific flight routes across Saudi Arabia starting in 2024.

During the event, stc Group presented a wide array of remarkable exhibitions, promoting an impressive and thriving

technological ecosystem. The Digital Stadium showcase conveyed the future of sports stadiums and optimized fan experiences through 360 camera views, its state-of-the-art command control centers, and remote clinics.

The Logistics exhibit presented how stc Group solutions will help streamline processes from manufacturing to retail, connecting value chains and even mining zones.

Highlighting stc Group's vision and success, the Digital City exhibition presented services and solutions that are empowering the digital operations of Saudi Arabia's mega projects, in smart city navigation solutions, the future of connectivity as well as infrastructure standardization. Furthermore, the Health-tech exhibition presented cutting-edge solutions in the field, from population health management solutions to virtual clinics. ■

Salam signs 31 agreements at LEAP 2024 to support Saudi Arabia's digital transformation agenda



Salam, the fastest-growing and most innovative Saudi telecommunications brand at the 2023 Global Brands Awards, amplified its impact by signing 31 agreements at the highly anticipated LEAP 2024 event. By deepening relationships with existing partners while pursuing new opportunities, Salam has demonstrated its unwavering commitment to forging an innovative and inclusive future.

At LEAP that year, Salam made waves by announcing new partnerships spanning the entire digital spectrum, from cutting-edge network transformations to groundbreaking e-commerce solutions, big data analytics, AI applications and more. Salam's visionary CEO, Ahmed Al-Anqari accompanied with leaders within the organisation, were at hand to sign the various agreements, establishing Salam as a key player in Saudi's dynamic digital ecosystem.

Ahmed Al-Anqari, on signing these



Ahmed Al-Anqari - CEO, Salam

milestone partnerships, stated: "At Salam, we believe that innovation knew no bounds. Our partnerships are the cornerstone of our success, and together, we are helping shape a future where no

one is left behind. In line with Vision 2030, the digital transformation of the Saudi government is an integral part of the overall strategy that aims to enable and accelerate societal transformation. Through these agreements, we can drive progress in Saudi Arabia and beyond while staying true to our people-centered vision."

The event hosted over 450 startups, more than 1,000 speakers, and over 170,000 exhibitors from across the globe. The event, known as the "Digital Davos," took place from March 4-7, 2024, at the Riyadh Exhibition and Convention Center.

Salam's booth provided an immersive experience into a future where technology was designed around human needs and business objectives, showcasing Salam's blueprint for a digitally empowered Kingdom through the lenses of connectivity, cybersecurity, cloud management, and emerging technologies. ■

Ericsson, Mobily sign network exposure MoU at LEAP 2024

Ericsson and Mobily have signed a Memorandum of Understanding (MoU) at LEAP 2024, to expose Mobily's network capabilities to the enterprises and developers in Saudi Arabia. Mobily will be able to easily activate new capabilities and expose them through Application Programmable Interfaces (APIs), boosting the programmability and adaptability of connectivity services to fit different needs.

The ability to expose APIs opens the opportunity for Mobily to strengthen its role in the enterprise ecosystem by enabling new use cases and applications. Additionally, by relying on GSMA Open Gateway and the CAMARA global initiatives, this will enable the global reach for Mobily's API consumers' use cases.

Leveraging the Cloud Core Exposure Server (CCES), which is part of Ericsson's dual-mode 5G Core, including Service Exposure Enabler (SEE) the two companies will explore the possibilities to enable the mobile network for programmable and customizable use cases such as Quality on Demand (QoD) and roaming status.

Alaa Malki, Chief Technology Officer at Etihad Etisalat (Mobily), says: "The partnership with Ericsson to expose Mobily's network



signifies a giant leap forward in redefined mobile network experience for our customers. Our belief is that this MoU will open new connectivity experiences and possibilities for our developer communities and enterprises in the Kingdom."

Ekow Nelson, Vice President at Ericsson Middle East and Africa, says: "This is an important step towards participating in the API economy and Ericsson's vision of a Global Network Platform (GNP) to stimulate 5G monetization and enable new business models. This Memorandum of Understanding will enable us to explore with Mobily how to offer a more flexible network experience to empower businesses and developers to leverage the full potential of their network infrastructure through APIs." ■

Ericsson and Mobily evolve network with Open RAN

Ericsson and Mobily have signed a Memorandum of Understanding (MoU) aimed at enhancing and evolving the network in Saudi Arabia with Open radio access network (RAN) principles with a focus on boosting the network's flexibility.

Exploring the potential opportunities from adopting Open RAN, the collaboration represents a major milestone in Mobily's network evolution. The partners will explore various 5G deployment options across a flexible network architecture for purpose-built RAN and Cloud RAN.

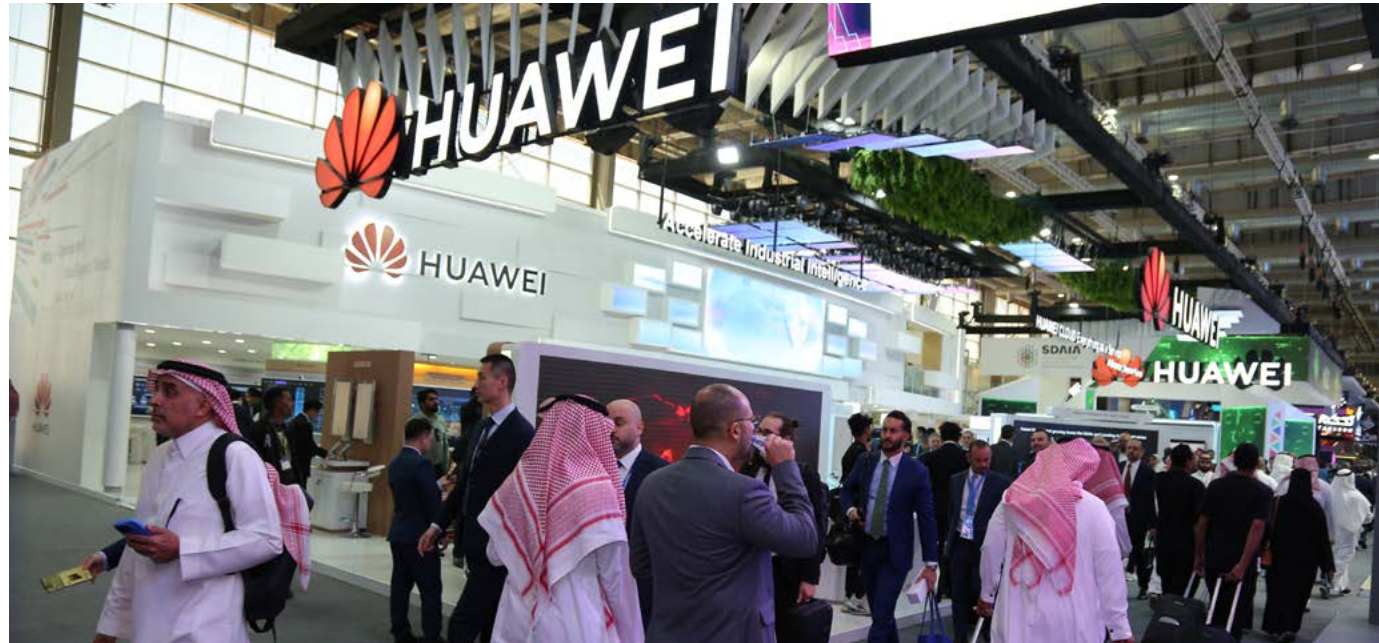
The scope of the MoU covers network segmentation between purpose-built RAN and Cloud RAN as well as identification of potential locations where Cloud RAN deployment would be most beneficial. Ericsson Cloud RAN is based on cloud-native



principles and Open RAN architecture with standardized interfaces that are compatible with the currently deployed Ericsson Radio

System products and solutions on Mobily's network, enabling the evolution to Mobily's architecture of choice. ■

Huawei unveils groundbreaking ICT innovations at LEAP 2024



Under the patronage of MCIT, this year's theme, "Connected Intelligent World," Huawei set the stage to unveil its latest ICT innovations and solutions aimed at revolutionizing industries across the Kingdom at LEAP 2024.

LEAP 2024 marks a significant milestone for Huawei as the ICT Innovation Partner for the event. With a commitment to driving intelligent transformation and enabling a connected, intelligent world, Huawei demonstrated how ICT innovations shape the future of industries in Saudi Arabia and beyond.

Eric Yang, CEO of Huawei Saudi Arabia, stated: "LEAP 2024 serves as an invaluable platform for us to showcase Huawei's commitment to driving intelligent transformation across diverse sectors. We are excited to reveal our latest ICT innovations, which will empower enterprises to thrive in the cloud-native 2.0 era and unlock new levels of efficiency and competitiveness. We look forward to engaging with industry stakeholders and

demonstrating how Huawei's solutions empower organizations to embrace digital transformation and achieve their business objectives."

Attendees of LEAP 2024 had the opportunity to explore Huawei's comprehensive enterprise products and solutions portfolio, covering data communication, storage, optical networking, wireless technology, and intelligent collaboration. Visitors also explored how these solutions reshaped industries such as public utilities, finance, energy, transportation, manufacturing, ISPs, and SMBs. Moreover, industry visionaries, business leaders, and technical experts converged to share knowledge, exchange ideas, discuss best practices, and explore new business opportunities. Huawei aims to foster collaboration and facilitate discussions on leveraging advanced technologies for digital transformation across various sectors.

Additionally, Huawei showcased its latest

advancements, including its "Accelerating Industrial Intelligence" strategy aimed at ushering in a transformative era from perception and comprehension to content generation, from single-modal to multi-modal, and from dedicated to universal. Also, Huawei Cloud was highlighted as a provider of convenient, secure, and premium cloud services, supporting enterprises in overcoming challenges on their digital transformation journey. The integration of cloud and artificial intelligence (AI) technologies was also emphasized, demonstrating Huawei's dedication to developing a full-stack, all-scenario AI capability oriented to the telecom industry.

Sustainability was also a focal point, with Huawei's commitment to cutting carbon emissions, promoting renewable energy, and contributing to a circular economy. Furthermore, Huawei underscored its commitment to SMEs, providing tailor-made and easy-to-deploy products and solutions to accelerate and simplify their digital transformation journeys. ■

iQ spearheads digitization and fintech advancements, revolutionizing Iraq's economy and society

Asoz Rashid, CEO of iQ speaks with Teletimes

Teletimes: How is iQ contributing to the digitization of the Iraqi economy, and what impact is this having on the society?

Asoz Rashid: As the country starts a new chapter of development led by digital technologies, iQ is spearheading the country's transformation into a thriving tech hub that rivals the progress seen in neighboring countries.

With a robust network infrastructure and lightning-fast fiber-optic speeds, iQ is playing a crucial role in digitizing the Iraqi economy and local government agencies with its cutting-edge technologies and platforms. By streamlining processes, improving efficiency, and enhancing service accessibility, iQ is revolutionizing how Iraq operates economically and administratively. This digital transformation brings transparency, accountability, and inclusivity, leading to enhanced services for Iraqi society. iQ is also actively expanding its business interests and investing in diverse industries to drive technological innovation, sustainability, and the growth of the private sector.

TT: Can you tell us more about iQ's development of 360 fintech systems and how these advancements benefit the Iraqi population?

AR: iQ's development of a 360 fintech system represents a significant leap forward in financial technology for Iraq. Such advancements benefit the population by expanding financial inclusion, enhancing security, and facilitating convenient access to banking services.

Through the integration of modern technology, iQ is empowering individuals and businesses to thrive in a rapidly evolving digital economy while driving growth and financial stability. The essence of iQ's initiatives lies in cultivating Iraq's digital footprint and facilitating the seamless alignment between digitizing the economy and the engagement of governmental agencies with the public.

Having worked firsthand with financial platforms and fintech solutions in the UK and navigating the FCA's regulations, I've seen the positive developments financial inclusion can have on people. It's this direct experience with fintech platforms that has influenced iQ's fintech system and is putting us on a great path to replicate the success achieved in the UK.

TT: *What role does iQ play in promoting renewable energy in Iraq, particularly through the construction of a 100MW solar plant and its future plans for additional plants?*

AR: iQ is playing a pivotal role in advancing the adoption of renewable energy in Iraq, with significant efforts currently focused on the construction of a 100MW solar plant.



Through the integration of modern technology, iQ is empowering individuals and businesses to thrive in a rapidly evolving digital economy while driving growth and financial stability



The company's strategies include ambitious plans to construct more solar plants in the future. By investing in sustainable energy infrastructure, iQ is not only reducing the country's dependence on traditional fossil fuels but also working towards a cleaner and more sustainable energy landscape. This initiative positions the company as a leading innovator in renewable energy within the nation. iQ is thrilled about the ongoing progress of various projects and looks forward to unveiling these developments to the global community as they come to fruition.

TT: *What are some of the challenges iQ has faced in spearheading the Silk Route Transit project, and how has the company overcome them to create a valuable infrastructure for Iraq and its neighboring countries?*

AR: The Silk Route Transit presented iQ with various challenges, including

complex logistical issues, regulatory hurdles, and geopolitical considerations. This is not to mention the unrest with ISIS and the damage it has caused to the economy and sectarian divisions. However, through strategic planning, collaboration with key stakeholders, and unwavering determination, iQ successfully navigated these obstacles to create a valuable network infrastructure that connects Iraq with its neighboring countries and provides the path of least resistance between Europe and Asia. By overcoming these challenges, iQ has established a robust and reliable transport corridor that fosters regional cooperation, and enhances economic integration across borders.

TT: *How does iQ envision Iraq's role as a transit hub and bridge between Europe and Asia through the Silk Route project, and what opportunities does this present for the country's economic growth and development?*

AR: iQ envisions Iraq's role as a vital transit hub and bridge between Europe and Asia through the Silk Route project, unlocking a wealth of opportunities for the country's economic growth and development. By connecting major trade routes and facilitating efficient transportation of data and services, iQ is positioning Iraq as a strategic gateway for regional commerce and international data transmission. This ambitious undertaking not only enhances Iraq's economic potential but also promotes cross-border cooperation, and technological development along the historic Silk Route. ■



iQ envisions Iraq's role as a vital transit hub and bridge between Europe and Asia through the Silk Route project, unlocking a wealth of opportunities for the country's economic growth and development



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stc Group launches sovereign cloud offering powered by Oracle Cloud

stc Group announced the deployment of Oracle Alloy to help organizations leverage hyperscale cloud services while also supporting data residency and data sovereignty. The collaboration between Oracle and stc Group aims to deliver cutting-edge cloud solutions tailored for the unique needs of the Saudi Arabian market. With this sovereign cloud capability, stc Group will be able to capitalize on the business opportunities, scale, and performance of the cloud and innovate at the speed of hyperscale cloud providers.

“This collaboration represents a significant step forward in stc’s mission to empower organizations in Saudi Arabia with innovative cloud solutions. By combining stc’s deep understanding of the local market with Oracle’s leading-edge cloud technology, this capability will enable our customers to achieve their digital transformation goals securely and efficiently,” said Saud Alsherahi, Vice President, Products and Solutions, stc Group.

stc Group and Oracle combine the expertise of two industry leaders to provide a highly secure and reliable cloud infrastructure with features to support the requirements of the Kingdom of Saudi Arabia. Oracle Alloy will be hosted in the state-of-the-art data centers of Center3 and leverage the distinctive and advanced capabilities of the stc Group entities to streamline and enhance the cloud customer journey.

Oracle Alloy functions as a full cloud region that Oracle supports and updates with new features as they become available in other Oracle public cloud regions around the world, benefiting from continuous hyperscaler innovation for local and sovereign needs. It enables partners to control the commercial and customer experience and extend it to address their specific market needs. With these new capabilities, organizations can harness the power of cloud computing to drive innovation, enhance agility, and accelerate their digital transformation journey while maintaining

control over their data within the borders of the Kingdom. Key benefits of the new platform include:

- **Data Sovereignty:** Hosting sensitive data within the borders of Saudi Arabia.
- **Security and Compliance:** Implementing robust security measures and adhering to compliance standards to help safeguard data integrity and privacy.
- **Scalability and Flexibility:** Providing scalable cloud infrastructure that can adapt to evolving business needs and workload demands.
- **Local Support and Expertise:** Offering dedicated local support and expertise to assist customers throughout their cloud journey.

By fostering innovation, promoting digitalization, and enhancing the Kingdom’s technological infrastructure, this initiative will help support the diversification of the economy and the development of a vibrant digital ecosystem. ■

stc Kuwait achieves remarkable 400% reduction in customer support response time

Kuwait Telecommunications Company (stc Kuwait) has announced the successful transformation of its customer support operations, resulting in an unprecedented 400% reduction in customer response time. The telecom company could bring in this major transformation with the seamless integration and deployment of the IT Service Management (ITSM) solution by leading enterprise IT management company, ManageEngine. This is a remarkable achievement for stc Kuwait, in its commitment to provide exceptional service to its growing customer base of more than 2.4 million.

With the significant influx of customer support requests and manual IT operations, the Company was struggling to address customer concerns. The company recognized the need for a cutting-edge solution to expedite response time and enhance

operational efficiency. Implementation of ManageEngine’s ITSM solution has proven to be instrumental in achieving a fivefold increase in response time and empowered the company with visibility to make informed, data-driven decisions.

“One of the perennial challenges for us is to ensure the IT infrastructure keeps up with the demands of the telecommunication market, as the technology used is always changing. For the customer support team, this means having an IT infrastructure that can adapt to changing customer needs and market dynamics,” said Saud Al Akili, Head of Customer Support at Kuwait Telecommunications Company. “Dealing with sensitive customer information and ensuring data security and compliance was paramount, and meeting these requirements without disrupting operations was a continuous challenge.”

Prior to this deployment, stc Kuwait’s IT support team relied on manual IT operations for tracking and managing support requests from the customers’ end. “This can lead to disorganized and inefficient processes, making it challenging to prioritize and resolve issues in a timely manner,” said Saud Al Akili. As the organization grew, it became all the more important for an effective ITSM system to be put in place to cater to the delivery of services more effectively and with less downtime.

The company’s primary concern was data accuracy, security and compliance, since the company needed to ensure that the information of its millions of customers remains secure, accurate and easily accessible even while standardizing and streamlining an ITSM solution, which the ManageEngine team promptly facilitated. ■

Yahsat and e& UAE to bring satellite connectivity to standard smartphones



e& UAE and Yahsat signed a Memorandum of Understanding (MoU). According to this MoU, e& UAE is set to become the first telecom operator to partner with Yahsat under its Direct-to-Device (D2D) strategy.

The collaboration includes exploring various initiatives and projects concerning Yahsat’s planned D2D ecosystem to enable voice, texting, and data satellite connectivity for standard smartphones. Through this partnership, e& UAE and Yahsat will work together on a range of innovative projects aimed at revolutionising satellite connectivity.

Ali Al Hashemi, Group CEO, Yahsat, said: “We are delighted to announce our MoU with e& UAE, a leading global telecom operator, as the first of many agreements we hope to reach with key industry players as part of our D2D strategy. We are discussing a whole host of areas where we aim to collaborate, which includes developing the ecosystem as part of our recently launched D2D strategy – Project SKY.”

Masood M. Sharif Mahmood, CEO, e& UAE, said: “This partnership with Yahsat unlocks a



new era of global connectivity. We’re proud to be the first operator to join Yahsat’s D2D vision and leverage our networks to bring seamless, anytime-anywhere connectivity to people everywhere. This is a significant step towards bridging the digital divide and realising our shared vision of a connected future.”

The partnership will see the two companies joining forces on Yahsat’s planned Low Earth Orbit (LEO) D2D system, which is designed to provide seamless connectivity (including voice, texting, and data) for standard smartphones. This technology will offer unprecedented levels of connectivity and accessibility for users around the world.

The collaboration is the latest step in the implementation of Yahsat’s D2D strategy that seeks to empower standard smartphones and Internet of Things (IoT) devices with advanced satellite capabilities in an ecosystem of services and applications that can be accessed anywhere in the world. ■

Eutelsat Group's ADVANCE Maritime offer supporting Universal Satcom to consolidate and extend its service offering

Eutelsat has extended its partnership with Universal Satcom, the Dubai-based satellite communication system integrator.

Eutelsat and Universal Satcom have been collaborating for some time, and this recent multi-year deal will enable Universal Satcom to leverage Eutelsat's Geostationary ADVANCE maritime packaged solutions in Ku-band to extend its coverage in MENA and globally.

Reema Al Omari, Chief Executive Officer of Universal Satcom, commented: "Universal Satcom is well established in the MENA region where we offer support to ships that provide services to large barges or oil rigs. These markets demand the highest level of service that we can provide to our clients, thanks to Eutelsat's solution. We have been working with them in the past and are glad to have the opportunity to expand this

partnership in the future."

Cyril Dujardin, Co-President of Eutelsat Group's Connectivity Business Unit, added: "Unrestricted maritime connectivity is essential for oil and gas companies, with vessels transporting these resources around the world. We've been working with Universal Satcom for a few years and are honoured by the trust they put in our high-quality service."

Eutelsat ADVANCE offers vital connectivity with reliable high-speed communications to manage critical data and telemetry connectivity across vast coverage areas. ADVANCE Maritime is specially designed to meet the connectivity needs of mobile users in the most remote areas of the world. It offers packaged and wholesale solutions for service providers targeting different maritime markets with multi-regional or global coverage. ■

Eutelsat OneWeb LEO service supports Q-KON in enhancing digital banking services in southern Africa

Eutelsat Group and Q-KON, a leading satellite engineering enterprise for southern Africa, announce that multiple digital banks in South Africa have now gone live on Eutelsat OneWeb's LEO service.

Both bank staff and their customers are reaping the benefits of these newly launched services, giving them access to consistent secure connectivity required for transmission of bank account and financial data in real time.

The LEO satellite service is being used to deliver a wide variety of complementary processes, both operational (internal) and customer-facing (external). These include intranet, software-defined wide

area networks (SD-WANs), branch online management, data backhauled, staff and customer Wi-Fi and ATM services.

The launch of these services by Q-KON follows the successful 2023 incorporation of Eutelsat OneWeb LEO satellite connectivity into its Twoobii Smart Satellite Services and the roll-out of these services will continue in the coming months.

Africa's unique connectivity and infrastructure challenges often defy off-the-shelf solutions, requiring a more bespoke approach of the sort exemplified by Q-KON's Twoobii Smart Satellite Services, and Eutelsat OneWeb low latency, high speed offering. ■

Eutelsat OneWeb launches 'Land Mobility' connectivity services

Eutelsat Group has confirmed the launch of Eutelsat OneWeb's low Earth orbit (LEO) mobility services, bringing high-speed communications 'on the move' into reality for land-based customers.

The launch of Land Mobility services enables Eutelsat OneWeb's distribution partners to implement comms on the move solutions for customers around the world. The service activation opens up new revenue opportunities for rail connectivity, as well as services for emergency responders, the media, oil and gas industries, mining, government and NGO customers. The service is now available through more than 30 of Eutelsat OneWeb's existing distribution partners and leverages Kymeta Hawk TM u8 flat panel user terminal (UT) enabled for mobility, with a wider suite of terminals coming later this year.

This announcement means customers across North and South America, Europe and Australia are now able to access download speeds of up to 200mbps while travelling, or while mobile at work in industries such as agriculture, mining and governmental services. Coverage and availability will be extended as Eutelsat Group completes the roll-out of its ground segment to enable true global coverage.

These innovative low Earth orbit powered mobility services have been developed and extensively tested alongside leading industry partners, including the European Space Agency and the UK Space Agency. With land mobile and portable connectivity now available across the network, Eutelsat OneWeb will be offering these services to both existing and potential partners and markets. ■

MSUA awards INTEGRASYS as the Best Software Defined Network Innovation of the Year

INTEGRASYS is proud to announce that the company has received new recognition during exclusive award ceremonies at the SATELLITE 2024 show in Washington, US. This is the third year in a row that INTEGRASYS has received an award in recognition of its innovative technologies.

The Mobile Satellite Users Association (MSUA), a global not-for-profit organization focused on amplifying the voice of satellite mobile solutions users and innovators, has awarded INTEGRASYS solution FlexCap as the Best Software Defined Network Innovation of the Year.

FlexCap represents a groundbreaking advancement in the realm of satellite technology, specifically designed to cater to the intricate needs of Very High Throughput Satellites (VHTS), High Throughput Satellites (HTS), and satellites across diverse orbits, including GEO, MEO, and LEO. This sophisticated solution is developed for satellite operators, service



providers, and government agencies, offering a comprehensive approach to satellite capacity management.

The award was received by the company's CEO, Alvaro Sanchez on behalf of the team formed by all the company's employees, recognizing their great effort and merit in

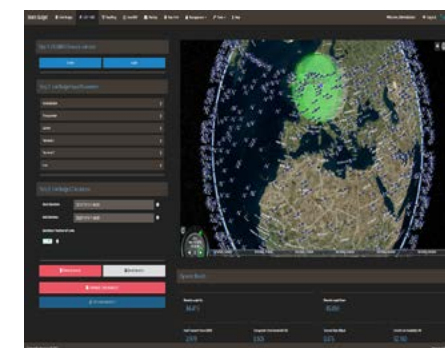
obtaining it. This recognition is added to the seven awards obtained by INTEGRASYS in previous years, demonstrating that the company is aligned with the current needs of the market, making sure to provide products that solve the real problems of the customers. As our slogan says, Building Success from Innovation. ■

INTEGRASYS unveils cutting-edge solutions: Orbisat for Space Asset Tracking, Starlink Network Management, and BestPath Multi-Orbit Link Selector

INTEGRASYS introduces a trio of groundbreaking solutions aimed at revolutionizing space operations and network management.

Firstly, Orbisat emerges as a pioneering system for tracking and monitoring space assets with unparalleled efficiency. Offering seamless automation for tracking, collision avoidance, telemetry, and control across various orbits, Orbisat integrates with existing subsystems while tapping into constantly updated public data sources.

Meanwhile, the launch of the Starlink Network Management system signifies



a new era in LEO network control. With centralized infrastructure and AI-powered portals, this system streamlines the management of NGSOs like Starlink,

providing detailed metrics and maximizing network performance.

Complementing these innovations is BestPath, an infallible multi-orbit link selector designed to optimize connectivity under any condition. Leveraging AI and sophisticated criteria, BestPath ensures resilience and maximizes user satisfaction in complex network environments.

"At INTEGRASYS, we are glad to listen to customer needs as they guide us to solve their complex problems in an easy-to-use manner," said Alvaro Sanchez, CEO at INTEGRASYS. ■

Gilat awarded over \$3m follow-on order for public WiFi service in Latin America

Gilat Satellite has announced the award of more than \$3 million for a public WiFi solution in Latin America. This follow-on order significantly extends the number of sites in the program and highlights the importance of social inclusion projects aimed at bridging the digital divide.

The public WiFi solution provided by Gilat is being extended by hundreds of sites and will play a crucial role in expanding internet access to thousands more people across rural areas where terrestrial infrastructure is limited or absent.

“We are thrilled to continue deploying advanced public WiFi infrastructure across Latin America,” said Hagay Katz, Chief Product and Marketing Officer, Gilat. “This follow-on order not only signifies our expertise in delivering



scalable networking solutions but also emphasizes the significance of initiatives

focused on social inclusion and digital empowerment.”

CMC Networks deploys satellite connectivity

CMC Networks has added low-earth orbit (LEO), medium-earth orbit (MEO) and geostationary orbit (GEO) satellite connectivity to its portfolio of solutions. This multi-orbit approach addresses the diverse connectivity needs of remote regions and challenging environments across Africa and the Middle East, removing the limits on digital transformation. On March 15, 2024, Africa saw another connectivity incident involving a major internet outage affecting West and Central Africa, caused by a break in submarine cable systems. Four of the nine subsea cables that connect South Africa to the rest of the world were reported as damaged due to incidents on either side of the continent.

During this time, South Africa’s internet infrastructure also experienced significant issues. This event underscored the vulnerabilities of submarine cables, which

are critical infrastructures for internet connectivity across continents. CMC Networks uses multiple submarine cable systems and therefore could divert traffic and use optimal routes to bypass the outage.

CMC Networks’ satellite solutions enable wide-reaching, high-performance and resilient networking, utilising constellations from world-leading providers. The distributed nature of the constellations adds redundancy and minimises downtime on customers’ networks, improving business continuity and enhancing user experiences, reducing the reliance on subsea cable infrastructure.

“Our goal at CMC Networks is to accelerate digital transformation across Africa and the Middle East, no matter the location. With the addition of LEO, MEO and GEO satellite solutions, we can

provide seamless connectivity across geographies and during network and power outages,” said Marisa Trisolino, CEO at CMC Networks.

CMC Networks’ LEO satellites sit just over 1,000km above the Earth’s surface, providing ultra-low latency connectivity for a primary or backup connectivity solution, and consumer Internet use cases such as high-frequency trading, high-performance computing applications and more, with a round-trip delay (RTD) of +-80ms. The MEO satellites have an altitude of 8,000km, with 150ms low latency connectivity and a larger Earth view. This provides fibre-like broadband performance for enterprise-grade networking. The GEO satellites orbit 36,000km from Earth, maintaining a fixed position. These satellites provide reliable connectivity for less-latency-sensitive applications and services such as broadcast TV and low-speed data communication. 📡

Ucell: On the path of technological leadership

The modern Uzbekistan is marked, among other things, by the dynamic development and growth of the digital economy. Advanced ICT solutions are widely applied across various sectors and including public administration, education, healthcare, industry and agriculture. The Ministry of Digital Technologies of the Republic of Uzbekistan has developed the “Digital Uzbekistan – 2030” strategy to steer this transformation in national economy, industry and society in general. A pivotal role in this endeavor is assigned to cellular companies, with COSCOM LLC (operating under the Ucell trademark), emerging as one of Uzbekistan’s leading mobile service providers, catering to a subscriber base of 9 million subscribers.

Following the course of technological leadership in the country’s telecom industry, over the past two years, Ucell has invested 247.8 million USD in enhancing its network infrastructure, staff training, and modernization efforts to maintain technological leadership in Uzbekistan’s telecom industry. This investment aligns with the goals set forth in the “Digital Uzbekistan – 2030” strategy, which aims to provide high-speed internet access to every settlement and popular tourist destination across the country.

In 2023, in collaboration with Huawei specialists, Ucell completely upgraded the mobile network infrastructure in a number of country regions such as Syrdarya, Namangan, Tashkent and the capital – Tashkent city. This upgrade improved service quality for Ucell subscribers enhancing device interaction efficiency and network reliability through the installation of advanced Huawei technologies. Consequently, the quality of voice calls has improved significantly, and Internet speed and consumption have increased. The coverage area has increased in cities, on highways and in public places.

The ongoing efforts in 2024 involved further



network enhancements and collaborations with Huawei to implement 5G technology across large cities, building on the successful testing and initial rollout of 5G by Ucell in Uzbekistan in 2019, which continued with the launch of 5G in Tashkent City area and is now spreading across the country.

Ucell received a prestigious award in the global telecom arena for the “Best Emerging Market Development” of the LEAD Awards presented by the SAMENA Telecommunications Council, which represents the interests of more than 85 telecom operators and service providers in the field of fixed and mobile communications across 26 countries.

The award underscores Ucell’s significant contributions and achievements in the

telecommunications sector, as well as our active role in enhancing the communications market growth in fast-growing economies. The SAMENA Board recognized the efforts and innovations undertaken by the Company to improve the quality of connectivity and provide cutting-edge services to customers.

Ucell was excited to participate at MWC 2024, a prestigious global telecom event that offers industry leaders the opportunity to explore the latest technologies and innovative perspectives on network development from the world’s leading companies. The event not only provide them with valuable insights and global best practices, but also enable them to evaluate and potentially consider these into the telecom landscape of Uzbekistan. 📡

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24-25 April 2024 IMPACT MENA The Ritz-Carlton, Riyadh	27-30 May 2024 COMEX Technology Show Muscat, Oman	13-16 September 2024 ib Amsterdam Netherlands
13 May 2024 SAMENA LEADERS' SUMMIT 2024 Dubai, UAE	28 May 2024 Satellite Industry Forum Singapore	14-18 October 2024 GITEX GLOBAL Dubai, UAE
14-16 May 2024 seamless MIDDLE EAST Dubai, UAE	28-29 May 2024 TELECOMSWORLD Middle East Dubai, UAE	14-18 November 2024 Africa Com Cape Town South Africa
14-16 May 2024 TCCA CRITICAL COMMUNICATIONS WORLD 2024 Dubai, UAE	29-31 May 2024 CommunicAsia Singapore	19-20 November 2024 TELECOMSWORLD Asia Bangkok, Thailand

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