



SHAPING THE FUTURE OF SATELLITE COMMUNICATIONS

Meet Newtec at VSAT2010

## **K-NET EXTENDS SATELLITE BROADBAND EXPERIENCE THROUGHOUT WEST AFRICA**

### **Newtec's Sat3Play<sup>®</sup> Provides Platform for Multi-Application B2B Services**

**ACCRA, Ghana and SINT-NIKLAAS, Belgium, September 15, 2010.** Newtec has announced that Ghana-based triple-play solutions provider K-NET is using Newtec's Sat3Play<sup>®</sup> to extend the reach of broadband services throughout West Africa. K-NET's Sat3Play infrastructure provides the platform for service providers to offer a full range of broadband applications via satellite, including Internet access, security, VOIP, IP VPN and VSAT.

With a Sat3Play hub in Accra and terminals located throughout the region, K-NET's service provider clients can deliver services to business and consumer customers. Applications include enterprise connectivity, GSM backhauling, digital signage, consumer broadband access with triple-play, and on-the-move access for mobile customers.

Sat3Play's low-cost and easy-to-install terminal enables the end-users throughout West Africa to access broadband regardless of their location, whether for individual home and office applications, SME networks, or larger-scale vertical applications, such as SCADA, POS and ATM. Sat3Play thus provides K-NET's clients and their customers with the basis for a truly viable business model anywhere in the region, complementing the terrestrial infrastructure.

*"A key benefit of the technology is that it makes broadband service provision possible at a realistic investment level, and with low operational costs,"* says Richard Hlomador, founder and CEO of K-NET. *"User terminals are easy to set up, and the Ka-band migration capability makes the platform future-proof and very versatile in terms of satellite use."*

The new low-cost, Ka-band-ready Sat3Play terminal includes Newtec's revolutionary 4CPM modulation and coding scheme, which substantially increases the speed and bandwidth efficiency of the return link. This makes Sat3Play a perfect fit for both the consumer and enterprise market. Sat3Play can be combined with VoIP and Direct-to-Home television services, and supports a large variety of professional applications such as for the maritime, energy, transport and security markets. The terminals can be set up quickly and easily using Newtec's Point & Play<sup>®</sup> self-installation capability.

*"With Sat3Play, K-NET's clients can provide any of the services modern businesses require and that today's consumers demand,"* says Serge Van Herck, CEO of Newtec. *"It's important for economic and social development that access to these services be as wide as possible and not restricted to those areas that have a traditional cable infrastructure. K-NET and Newtec are making broadband available anywhere in the West African region."*

Sat3play is operated by K-NET under the brand name fast2net. The major countries of coverage are Senegal, Gambia, Mali, Niger, Guinea, Sierra Leone, Liberia, Ivory Coast, Ghana, Togo, Benin, Burkina Faso, Nigeria, Cameroun and Central African Republic.

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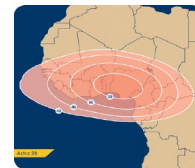
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## Media Download

Logos and additional artwork are available via following link:

➤ [www.newtec.eu/Media-Download-Area](http://www.newtec.eu/Media-Download-Area)



## About Newtec

Newtec ([www.newtec.eu](http://www.newtec.eu)) is a global industry leader, shaping the future of satellite communications. Offering state-of-the-art products and scalable, integrated solutions for broadcast, broadband access and backbone and trunking applications, Newtec helps customers achieve greater efficiency, increase performance and expand market reach.

With its passionate commitment to R&D, Newtec remains at the forefront of technological development, continuing the pioneering contributions that have led to industry standards including DVB, DVB-S2, DVB RCS and iSatTV Cenelec pr EN50478.

Newtec's worldwide customer base includes the industry's most prestigious broadcasters, satellite operators, telcos, systems houses and broadcasting unions. Established in 1985 and headquartered in Belgium, Newtec has regional offices as well as additional R&D centres located in Stamford, Conn. (U.S.), Singapore (Singapore), Beijing (China), Dubai (UAE), São Paulo (Brazil), Berlin (Germany) and France.

## About K-NET

K-NET ([www.knetgh.com](http://www.knetgh.com), [www.fast2netgh.com](http://www.fast2netgh.com)) is a 100 percent Ghanaian business within the proper and complete context of indigene business enterprise development for Ghana. K-NET specializes in the provision of connectivity solutions on a unified IP communications platform, delivering cutting edge services to today's and tomorrow's businesses dependent on communications infrastructure.

The provision of our tailor-made solutions is not just for efficiency, but for survival and competitiveness of our cherished customers. K-Net's services include data and managed networks, Internet connectivity, virtual private networks, IP telephony, hosting and co-locations, I.T. outsourcing, turnkey solutions and a host of others. Originally incorporated and operating as K Compu-Service Limited, the company repositioned in 1999 and rebranded to K-Net Limited.

K-NET Limited operates under authorization by the National Communications Authority. The philosophy of the company has been and still is to allow businesses to focus on their core operation and leave their entire communication needs to a company that specializes in that, given the amount of resources needed and the dynamism required.

K-NET has several products and services; several gateways; several platforms; many strategic partners; the best I.T. professionals and business managers in the industry with the appropriate racial and cultural balance; national and West African coverage; its own 11.3m VSAT teleport and hub (amongst others) located in Accra, Ghana where its VSAT traffic terminates; and has the cream of industry leaders as its clients in banking, insurance, mining, petroleum, manufacturing, logistics, governance, ministries, departments, agencies, national institutions, universities, etc. K-Net today employs over 115 personnel and is present in several West African countries.