

UNRIVALLED IN-FLIGHT CONNECTIVITY

Collins Aerospace and SES

Case Study

Industry

Aeronautical

Location

North America

SES[▲]

A close-up, front-facing view of a white commercial airplane on a tarmac. The cockpit windows are prominent, showing a pilot's hands on the controls. The aircraft's nose and landing gear are visible. The background shows a clear blue sky and a white hangar structure.

Together with Collins Aerospace, we're enabling business aviation passengers to access fast, reliable connectivity anywhere in flight.

Our LuxStream platform, in partnership with Collins Aerospace, enables private airlines to provide their customers with reliable, high-speed connectivity—so they can fully access any application they work with on the ground, from take-off to landing.

The private aviation market is growing, due to an increasing number of business travellers looking for hassle-free alternatives to commercial flights. New business aviation models, such as fractional ownership, jet cards, and shared flights, enable more passengers to take advantage of the comfort and convenience that private flying offers.

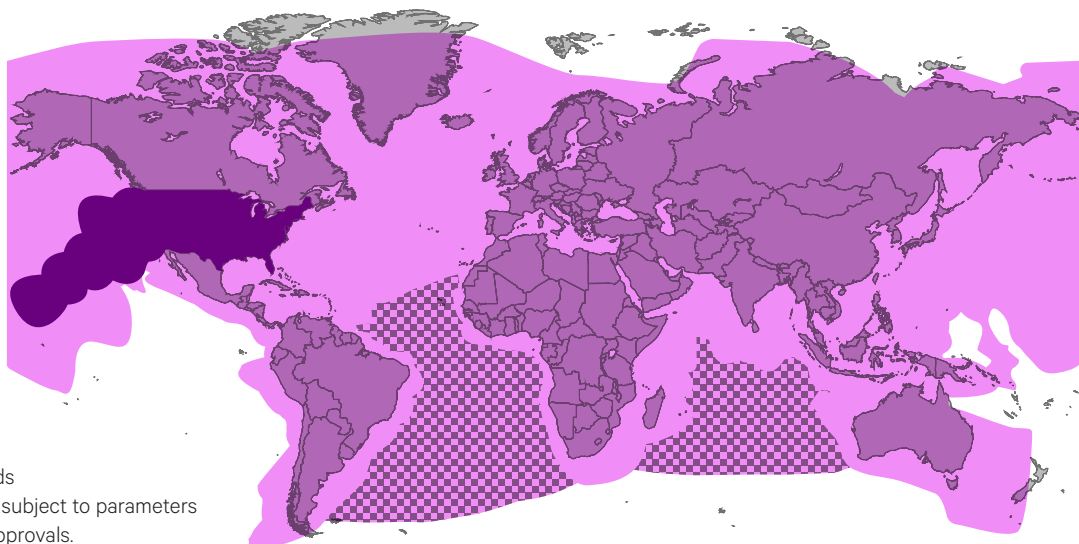
Yet, private aviation firms face new challenges to keep up with passenger demands for reliable broadband connectivity. According to the Global Business Travel Association, business flyers spend an average of nearly two-thirds of their time in the air engaged in work—driving the need for internet service that's comparable to what they receive on the ground. Passengers want to be able to check and respond to email, as well as access bandwidth-intensive services they use every day, including cloud-based enterprise applications and streaming platforms.

Collins Aerospace, a leading provider of cabin solutions for private aviation customers, wanted to deliver a best-in-class connectivity service designed to meet the needs of today's business travellers. SES—with its global reach, unmatched reliability, and aero market expertise—is the optimal partner for this initiative. Together, Collins Aerospace and SES launched LuxStream, a turnkey business aviation connectivity solution powered by the industry's most technologically advanced Ku-based high-throughput and widebeam satellite technology.

LuxStream delivers bandwidth rates up to 25Mbps over the continental United States and Hawaii—which sees more than 70% of the world's private aviation traffic—and 15Mbps elsewhere in the world. The service provides the level of throughput required to support demanding broadband requirements, including access to cloud-based applications and streaming Ultra HD video. Our next-

LUXSTREAM GLOBAL COVERAGE

- 15Mbps*
- 25Mbps*
- Near Future Coverage



*Maximum data speeds

*Service availability is subject to parameters such as regulatory approvals.

25Mbps

connectivity over
the continental US
and Hawaii

20x

faster delivery via HTS

99.6%

global coverage for
business travellers

generation ground system has been optimised for private aviation mobility services—enabling fast-moving aircraft to automatically switch between multiple spot beams, with no impact on connectivity.

“Any medium to large size jet that has the capability of installing a 12-inch tail-mounted antenna is a target for our LuxStream service,” said Giuseppe Ferraioli, SES’s Sales Manager, Aeronautical/Inflight Connectivity Services. “Although we provide a differentiated global service, our North America solution, which is based on our next-generation SES-15 high-throughput satellite, is truly unique. The beauty of SES-15 is that no matter where an aircraft is flying within the footprint, you have continuous coverage—from the east coast to the west coast to Hawaii. Nobody can do that today with a single satellite.”



By developing LuxStream in close collaboration with Collins Aerospace, SES is able to scale and evolve the solution as needed. This ensures that business aviation providers can continuously offer high-quality broadband connectivity, even with the growing number of aircraft, passengers, and devices.

“Connectivity is critical for our business aviation customers to the point that, if it’s not working the way it’s supposed to, the aircraft won’t take off,” says Stephane Aliaga, Senior Value Stream Manager at Collins Aerospace. “It’s very important that we’re able to ensure that every passenger has a smooth, seamless experience. SES has been a very strong partner—working with us behind the scenes. As the world’s largest satellite operator, they offer a level of service reliability that we and our customers depend on.”

“We’ve had fantastic feedback from our beta customer for LuxStream for the past several months. The partnership with SES has been very synergistic. Its expertise in satellite communications, ground networks, and coverage, as well as its commitment to performance, matches very well with Collins Aerospace and our commitment to mission-critical performance and service.”



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