

Firstly thank you for your email inviting Q Sat Netcelero to share thoughts and possibly participate with the Mobile Phone and Broadband Taskforce in assisting them in their purpose of identifying measures to alleviate telecommunications deficits prior to build and rollout of full NBP network.

Q Sat Broadband is an ISP, providing broadband to over 5000 homes and businesses in the UK and Ireland via satellite. Q Sat Netcelero is a provider of software as a service providing resilient bonded connectivity with fixed IP and built in pf Firewall.

We would not be in a position to comment on Barriers to Network Rollout as our solutions do not require any infrastructure changes or incur any planning issues.

- **Identifying black-spots / defining issues**

In relation to identifying black spots, there is a wealth of data on what speed fixed line if any is available across the country, to identify black spots, and within the black spots there is not necessarily one solution for all premises – a mix of technologies depending on factors such as:-

- **Requirements for an internet service – is this a business connection where downtime will affect the business running?**
- **How many people will be using that service?**
- **Will there be high data usage with lots of content streaming?**
- **Is the location on roadmap for hi- speed broadband roll out within the next 12 months?**
- **Is there a landline that can support DSL?**
- **Is there LOS to a wireless point to point link?**
- **Is the property densely canopied by trees?**

In terms of Consumer Issues, as an ISP providing connectivity by satellite, we are able to guarantee 99.5% coverage across Ireland as Line of Sight is to the sky and not to a point on the horizon, nor dependant on cables coming in to a property. The satellite dish is 76cm in diameter and needs to be positioned with optimum location for Line of Sight to satellite. No landline is necessary however there is a cost of installation and hardware to install the satellite.

- **Community engagement by industry**

As a SaaS provider to many integral community services such as Credit Unions and GAA clubs, Netcelero ensures that the robust connectivity that is vital to these community organisations is secure, reliable, easy to deploy and affordable. One single connection is not sufficient for these organisations, as an outage on a mobile network, or an issue with a mast or a JCB digging through their DSL line means they are unable to support their community and perform their vital functions.

Should you require any further clarification please do not hesitate to contact me and once again thank you for inviting input from our business.

Kind regards,

**Sarah Herman | Chief Executive Officer**

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