



STATE OF THE ART SATELLITE NETWORKS

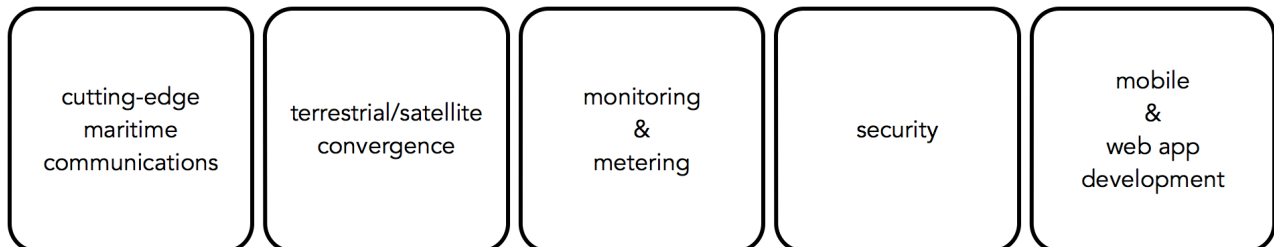
WE ARE A BOUTIQUE TELECOMMUNICATION ENGINEERING COMPANY
100% FOCUSED ON DESIGNING, BUILDING AND OPERATING
STATE OF THE ART SATELLITE NETWORKS

On top of them we provide a stack of value added services tailored to our client's needs: our offering is conceived for B2B high-demanding clients where off-the-shelf products just don't deliver.

WE OPERATE GLOBALLY

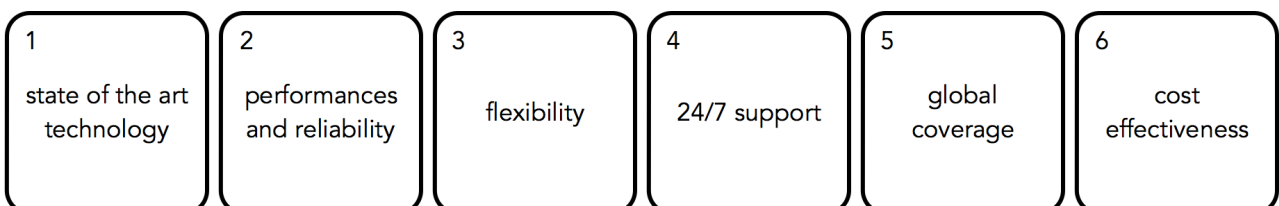
We started our business in Italy back in 2008 putting together a team of executives with more than 100 years of cumulated experience in the world of satellite. Our engineers started working on iDirect Netmodem, iNfiniti and Evolution platforms since 2002.

We moved to Luxembourg in 2012 to embrace an international growth process as the country is quickly becoming a hot spot for ICT companies in Europe. In 2015 we rebranded from DIGITARIA INTERNATIONAL to DGT (it's a bit easier...). Our core technical areas of expertise are:



THIS IS HOW WE DO IT

We love being challenged by our clients. The answer we provide is a special recipe we create for each of them mixing six key ingredients:



To get to the right mix we apply a four-step methodology where the starting point isn't technology: the client and his needs are the center of the process:

UNDERSTAND > DESIGN > BUILD > OPERATE

We don't even stop there: we monitor the flow and we go through continuous iterations to keep on optimizing and improving each single aspect. The result is what you get when you go to a tailor: he takes your measures to create a beautiful artifact that fits just you.

WE CALL IT THE SOLUTION AND THE ROI IT GENERATES
IS THE BENCHMARK OF OUR SKILLS



MANAGEMENT TEAM

Daniele Grespan
Chairman of the Board

Jean Martin Stoffel
Chief Executive Officer

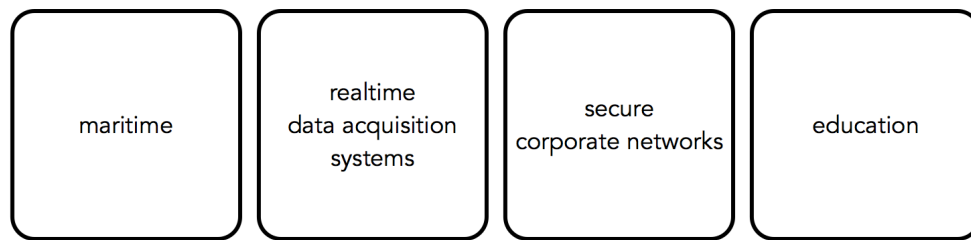
Vittorio Corsini
Chief Financial Officer

Federico Masier
VP Sales

Daniele Modesto
VP R&D

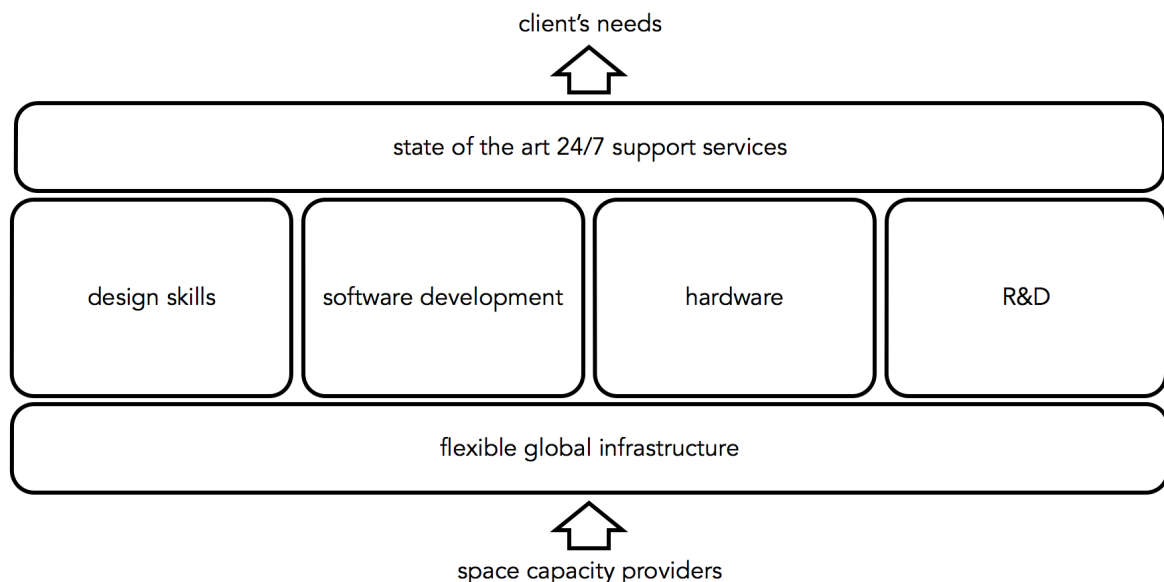
WE CREATE SOLUTIONS: BUSINESS DRIVEN, TAILORED, UNIQUE

Our clients have one thing in common: complex needs and high expectations. Their businesses are different, so we learned in time how to shape networks and technology in order to match them properly. When we think of a solution we don't start from technology but from the very specific business you do associate to the industry our client is in. We know what it does mean building a cutting edge solution for:



A SOLUTION, EXPLAINED

We believe to achieve the result the client is expecting you must be in control of each core element of the value chain. Here is how we do it.



- we manage the satellite capacity we buy from the main players in the industry through our own hardware platform host in first-class teleports. All the images you see in this website are taken at our main teleport in Leuk, Switzerland, operated by Signlhorn;

- we have a team of network and software architects able to translate business needs into the most up to date telecommunication and service architectures. We don't just execute, we advice the client;
- we have a team of software engineers in house that can handle the development of complex network-software layers. We can scale up the productivity when required involving team of external developers we are able to drive and monitor ensuring the highest quality standards;
- we are not hardware manufacturer but we have a tight collaboration with most of the leading suppliers. We are constantly researching about the latest developments. We can procure hardware and take care of its installation anywhere in the world in order to give our client a one-stop-shop and keep his life easier. Would it be the case, we help the client shaping the financial solution that fits best his business need;
- R&D is a pillar for us: we invest on it 15% of our yearly turnover. In our vision R&D is a market-driven process: we try to intercept trends and identify niches where there's a space for a service and there's value to create. It's a process where we involve our client too since the very beginning as he becomes the first utilizers of the new service. We established a strong collaboration with Luxinnovation, the Luxembourgish agency for innovation and research, and ESA, the European Space Agency;
- even the best technology is pointless without support. We provide worldwide 24/7 support from our Network Operation Center. We can handle hardware failures anywhere in the world thanks to an established network of trusted technical partner. Not just a generic service agreement but a specific Service Level Agreement we define with each client reflecting his unique needs.





industry: **cruising**

we manage the entire MSC Cruises fleet providing broadband internet services for guests and crew. The architecture is based on fully redundant network layer based on iDirect EVO with fully redundant security layer based on Paloalto Networks next generation firewall. We provide 24/7 global support and backup services for ship-to-shore critical applications.



industry: **energy**

GSE is the Italian authority of collecting and forecasting electricity production from renewable sources. We built for them a distributed satellite network able to acquire, monitor and process data in real time in order to improve their ability to monitor and forecast the production. The network is made of 4.200 green energy power plants ranging from 100KW to 25MW: it is today the largest satellite network in Europe. The data gathering is based on a proprietary SCADA gateway we designed specifically for the project.



industry: **cruising**

our client and partner Telecom Italia asked us to create a solution to provide GSM on board and broadband services to guests and crew of two ferries company: SNAV and Corsica Ferries. We built for each ferry a 5 Mbps download, 1 Mbps upload dedicated satellite link and we support the operations on 24/7 basis.



industry: **yachting**

Telemar is one the main maritime ICT integrators. Among its clients, a vast number of super yacht owners and luxury chartering companies. We built for Telemar's clients a solution to provide broadband services onboard through a dedicated or low contention VSAT satellite link. The Bandwidth can be configured according to the client's needs and can reach 8 Mbps in download and 1 Mbps in download. The client has the opportunity to size the bandwidth according to his needs on a monthly basis, opting for full capacity when he is onboard and reducing it (therefore the costs) during crew operations.



industry: **corporate**

E-ON is one of the world's largest investor-owned electric utility service providers. In collaboration with our client and partner British Telecom we created for them a solution to connect the 65 hydroelectric power stations they operate on the Italian territory. The network layer is coupled with a SCADA data gathering solution to monitor in real time electricity production and other station vital parameters.



industry: **education**

U - Immersive Learning Spaces - is a new e-learning platform that blends digital and physical spaces: ubiquitous, flexible, immersive, non-linear learning. It has been conceived in order to make possible an improved learning experience to schools and students in digital divide areas, then it grew into a comprehensive approach to e-learning in the era of personal devices and touch interfaces. Technology and pedagogic methodology are developed together, from scratch. U is currently in progress: we are developing it in partnership with SES Broadband Services, Brunel University London, Glasgow School of Arts. The project is supported by the ESA ARTES program.



SPACE CAPACITY PROVIDERS



RESEARCH & DEVELOPMENT PARTNERSHIPS



TECHNICAL PARTNERS



MEMBER OF





DIGITARIA INTERNATIONAL SA
25A, BOULEVARD GRANDE-DUCHESSE CHARLOTTE - L-1331 LUXEMBOURG

PHONE +352 26.44.19.93
FAX +352 26.44.19.94
www.dgt-global.com

images: LEUK Teleport (Switzerland)
seen by ANDREA ALESSIO (www.andreaalessio.com)