



# BB-X Solution Value Offer

## Accelerated Business Broadband VSAT Internet Service



## Business Solution

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BB-X is an end-to-end business Internet access service that is optimised by content management technology to move the market paradigm and set satellite as the preferred broadband access solution. This service works with Q-KON's que-X platform solution.

It is designed for small-to-medium enterprises that want leverage off broadband access, cloud services and IP telephony services. The access solution eliminates the classical cost-performance constraint of satellite technologies and offers the SME market a completely new paradigm in performance and cost value.

The BB-X solution offers a 5Mbps user experience at ADSL comparative rates anywhere in Southern Africa. It includes an additional firewall and access management services to complete the requirements for providing a world-class access service for the SME market.

The solution was specifically developed to address the budget constraints of SMEs while at the same time unlock the value of true high-speed and uncapped broadband access services.

## BB-X Business Service Features

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### Acceleration & Optimisation

The BB-X Business Service provides two-way bandwidth optimization savings and performance enhancement. The services are implemented in standalone devices, with a shared unit at the que-X Teleport as well as a device at each remote VSAT site. Users at remote sites gain the full benefit of protocol spoofing and acceleration as well as data stream compression in both the upstream and downstream directions. This is useful for sites that may be moving content upstream or sites that require the absolute maximum capacity from a VSAT link. All TCP protocols get accelerated including SMTP, FTP, POP and IMAP. Data is compressed using the best algorithm available over each connection bi-directionally.



## Remote Management Gateway

Designed for small organizations and distributed environments, the BB-X remote management gateway includes an extensive list of features and integrated services, including DHCP Server, 1-to-1 NAT, Firewall services, Antivirus, Bandwidth Management, Content & Protocol filtering and a Web Proxy Cache. All these services allow the VSAT traffic to be minimised and optimised to enhance users' experience to the full.

## Content and Protocol Filtering

Keeping the focus on business orientated services and applications the following **content** will be managed and allowed;

- Email services
- Webmail services
- Online banking
- News, Sports and Weather
- Instant Messaging
- All other content will be blocked and will gladly evaluate and consider customer requests to allow other content for business requirements.



**Protocols** that will be blocked include;

- Peer-2-Peer
- Audio and video streaming
- Gaming
- Worms and viruses

## Key Benefits

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- An affordable VSAT service for small-to-medium business
- **Uncapped** Internet Access Services for up to 50 users
- High performance - 1Mbps / 4Mbps user experience
- Integrated Internet Proxy Cache, Content Filtering, Anti-virus & firewall services
- Traffic prioritisation and QoS services
- Total control & management by local NOC
- Quick deployment and relocation as needed
- Deployment anywhere - No 7km last mile limitation as with ADSL
- Highest available service - no cable theft problems
- Static Public IP addresses are provided
- Includes provision for two VoIP channels (G.729a) with QoS



## The Technology

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The BB-X Business Service is based on the underlying VSAT communication services provided by the que-X VSAT platform, established in September 2010, for the South African and African market. This platform is managed directly by the Q-KON Network Operations Centre in Centurion and is one of several platforms developed and established by Q-KON to address various markets in Africa.

Q-KON's que-X VSAT platform is a Business Satellite Access Service that is optimised to provide a two-way communication circuit using Ku-band satellite services from an on-premise earth station at the customer remote site to a teleport facility in Midrand, South Africa, where the Internet connection is implemented. The que-X platform is based on the latest iDirect Evolution technology which is engineered for broadband and supports real-time applications such as VoIP and video conferencing.

The service is targeted at South African companies with remote branches, even those with one or two remote stations, who want to get reliable data and Internet connectivity without having to incur major infrastructure costs. The BB-X Service provides an optimised service on the above platform designed for small-to-medium businesses providing a complete business solution with optimisation and additional facilities to enable the service to support up to 50 users per site.

### ***que-X* Teleport in Midrand**



## Commercial Options

### Satellite Equipment Options

- Self-provide or supply of que-X Ku-band remote satellite terminal equipment – **see equipment specifications below**
- Q-KON can scope, cost and offer a proposal for the supply of que-X Ku-band equipment and bundled BB-X service provisioning which includes the business server, acceleration and optimization hardware – **please enquire with your business executive**
- **NOTE!** - The BB-X business server, acceleration and optimization hardware is not available separate from the bundled BB-X service offering and forms an integral part of the complete business access solution.

### Equipment Specification for self-provide or supply

- Ku-band Remote System consisting of;
  - 1.2m / 1.8m antenna with feed and kingpost mount
  - 3W Ku-band BUC - **NJT5097F**
  - Ku-band PLL LNB - **NJR2836S**
  - Modem - **iDirect X3**
  - Miscellaneous installation material - RG6 cable with f-type connectors for TX and RX path up to 30m, Weatherproofing, cable ties, etc.

### BB-X Service Profile

Service Definition	Service Profile
BB-X	512Kbps (up) / 2048Kbps (down)

### General Terms and Conditions

- Satellite internet access service to be provisioned via Q-KON que-X platform
- Own satellite equipment may be used upon approval of the Q-KON platform engineer
- Service provider to abide and comply with local and regulatory laws of the country
- Service provider is responsible for first line support to end-users. Q-KON will provide technical support directly and only to the service provider.
- **Service agreement term: minimum 12 months**
- **Contract Insurance Fee:** Equal to 1 month service charge, payable in advance
- **Payment:** Payment to be received monthly in advance
- **Engineering:** Excluded, will be charged in addition
- **General Service Agreement terms and conditions will apply**

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