

SpeedCast 
Wherever You Are



**GULF KEYSTONE
PETROLEUM**





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CLIENT
Gulf Keystone
Petroleum



ISSUE

Gulf Keystone required a more stable solution for their communications business requirements, incorporating UK, Erbil and the operational field sites. Currently running on Microwave this was proving inefficient and unstable, as often in Erbil, they suffer from power outages.

SOLUTION

Gulf Keystone wanted a solutions provider who could manage the internet provider, allowing the customer to concentrate on core business. The biggest challenge faced in Kurdistan was to provide stable internet access for communications for the business.



SpeedCast provided reliable internet connection and increased the service availability to the customer on a robust stable terrestrial solution based upon the business requirements of Gulf Keystone.

“Due to our local presence and relationship with local partners, we have been able to take away the management of the local terrestrial provider from the customer, provide GKS the added 24/7 Service Desk help from the UK with detailed reports which a company like GKS expect. This allows Gulf Keystone to focus on their core business without the distraction of telecoms provider management”.

Osama Oulabi, Business Unit Manger – ME.



IMPACT

SpeedCast is providing typical SLA's of a Fibre link in the Iraq arena representing 99.8% SLA. By establishing a coherent global communications strategy involving a number of factors, we were able to achieve:

- Consistent SLA
- Resilience 'v' redundancy
- Compliance to local laws
- 24/7 UK Service Desk and local SpeedCast support
- High SLA and availability
- Cost efficiency over contract life cycle



CUSTOMER REFERENCE

Arun Patel, IT Manager of Gulf Keystone explains:

"The company has built up an excellent relationship with the national internet provider, they managed to help provide fibre connectivity not only to our main office in Erbil but also to our sites out in the field. This enabled us to have improved and stable connectivity throughout the region and reliable communications between the field and our offices.

SpeedCast did an excellent job in liaising and managing the relationship with the local ISP and project managing the install from start to finish including thorough testing to ensure when they handed over, we had the level of connectivity as expected.

In addition to managing the internet link, SpeedCast has built up an excellent working relationship with Gulf Keystone's local IT staff in Erbil, providing assistance and information as required. The building of this relationship has been key in helping our local staff manage and improve their own skill set and providing confidence in knowing they have highly skilled individuals they can go to for assistance as needed".



ABOUT SPEEDCAST INTERNATIONAL LIMITED

SpeedCast International Limited (ASX: SDA) is a leading global satellite communications and network service provider, offering high-quality managed network services in over 90 countries and a global maritime network serving customers worldwide. With a worldwide network of 33 sales and support offices and 30 teleport operations, SpeedCast has a unique infrastructure to serve the requirements of customers globally. With over 5,000 links on land and at sea supporting mission critical applications, SpeedCast has distinguished itself with a strong operational expertise and a highly efficient support organization. For more information, visit www.speedcast.com