



## Viasat Group

# Orange IoT connectivity solution supports global service delivery of Viasat vehicle tracking devices

“ Our telematics solutions need global coverage to provide a complete service for our customers in the fleet and insurance industries. ”

Massimo Getto  
Vice President and CFO  
Viasat Group

### Highlights

- Viasat is the first Italian provider of telematics systems and services based on satellite technology
- Ensuring global service delivery is vital to Viasat's future business growth
- The Orange IoT solution uses embedded SIM cards built into vehicle tracking devices to send and receive data, SMS and voice
- Viasat can now offer its innovative service to fleet and insurance companies worldwide, helping to increase passenger safety and reduce insurance premiums



2

Million devices  
produced, installed  
and assisted



28

Operations centers



Founded in  
1974



Business  
Services



## Issues and challenges

Headquartered in Italy, Viasat is a leading specialist in security systems that incorporate on-board telematics and satellite tracking information technologies.

The Group's core product is a vehicle tracking device, supplied to the fleet management and insurance industries, which aids driver and passenger safety and security. Viasat needed an IoT solution to enable its remote telematics boxes to send and receive data, SMS and voice, and to ensure seamless customer service worldwide.

### The objective

To enable global expansion and guaranteed reliability of the Viasat vehicle tracking service.

## The Orange Business Services solution

- Orange IoT solution with global roaming
- Single SIM form factor with global connectivity and roaming agreements
- 350,000 SIM cards that can withstand vibration and high temperatures
- IoT management portal that allows customers to self-manage SIM cards
- Global management via single point of contact
- Project management

## The benefits

The Orange Business Services solution has removed a potential barrier to sales growth, and Viasat can now deliver truly global customer service.

- Reliable, secure, scalable network to support worldwide growth
- Enhanced customer service experience
- Simplified management
- Increased agility to deliver growing services portfolio

## The results

- Positive customer feedback
- No roaming charges
- Predictable costs, enabling improved financial planning
- Future-proof, scalable solution

“ Among our partners, we selected Orange Business Services for IoT connectivity because of their wide coverage, flat-rate pricing across the EU and their comprehensive international support. ”

**Massimo Getto**  
Vice President and CFO  
Viasat Group

For more information about Orange Business Services, visit [www.orange-business.com](http://www.orange-business.com)

For more information about Viasat Group, visit [www.viasatgroup.it](http://www.viasatgroup.it)

