

CORPORATE PROFILE



LIGHTSPEED
FIJI CLOUD SERVICES

STARLINK

AUTHORIZED
RESELLER

About Us

Lightspeed Fiji Pte Limited: Your One-Stop ICT Solutions Provider

Lightspeed Fiji Pte Limited, a subsidiary of Stockwell Pte Limited, is dedicated to delivering comprehensive ICT solutions in Fiji. Entrusted by Stockwell to manage and operate as a one-stop ICT provider, Lightspeed Fiji offers a wide range of products and services to meet the needs of consumers and businesses across Fiji. Our vision is to enhance Fiji's connectivity within the Pacific and globally.

Our Offerings

- **ICT Solutions:** Comprehensive and customizable to cater to all consumer fronts.
- **Digital Media and VAS Services:** From everyday connectivity needs to sophisticated business applications.
- **Cloud Platforms and Business Solutions:** Designed to connect Fiji, the region, and the world.

Agile Networks for Agile Businesses

In today's rapidly changing environment, Lightspeed Fiji equips businesses with hybrid workspaces and tailored solutions. Our expert team ensures our extensive product portfolio meets all your connectivity, ICT, cloud, and organizational needs.

Infrastructure and Regional Reach

Supported by robust infrastructure and Starlink Internet, we deliver personalized solutions that transform businesses. Our corporate team guides entrepreneurs, SMEs, Communities, and Large Enterprises through customized solutions to optimize business performance.

Fostering Digital Inclusion and Growth

Lightspeed Fiji is committed to opening new possibilities, driving business transformations, and fostering a culture of digital inclusion and growth. We aim to strengthen Pacific ties through our regional affiliations and international collaborations in the ICT space.



Our Commitment:

We strive to bridge the gap between potential and success. With a proactive approach, Lightspeed Fiji is ready to forge connections with communities and businesses, pivotal for Fiji's growth and competitiveness in the region and on the global stage.



Our Purpose

Our purpose is to connect people, places, and things by fostering inclusive and sustainable digital societies for a better future. Our technology empowers our customers to accelerate progress and make business a positive force for change. Together with our customers, we drive the world forward.

Our People, Our Strength

Lightspeed Fiji boasts a team of highly trained and experienced employees who are engaged, committed, and passionate. Our mission is to delight our customers by delivering cutting-edge solutions that pave the way for their success.

We are dedicated to our Customers, our People, and the World around us. Upholding ethics and values is at the core of our organization, placing our people at the forefront of everything we do. Our employees are committed to delivering results with speed, simplicity, and trust.

With 97% of our employees being locals, we focus on up-skilling, training, and retaining our talent to make Lightspeed Fiji a values-based organization dedicated to quality. This philosophy gives us a competitive edge and drives our success.

Process Driven, Customer Focused

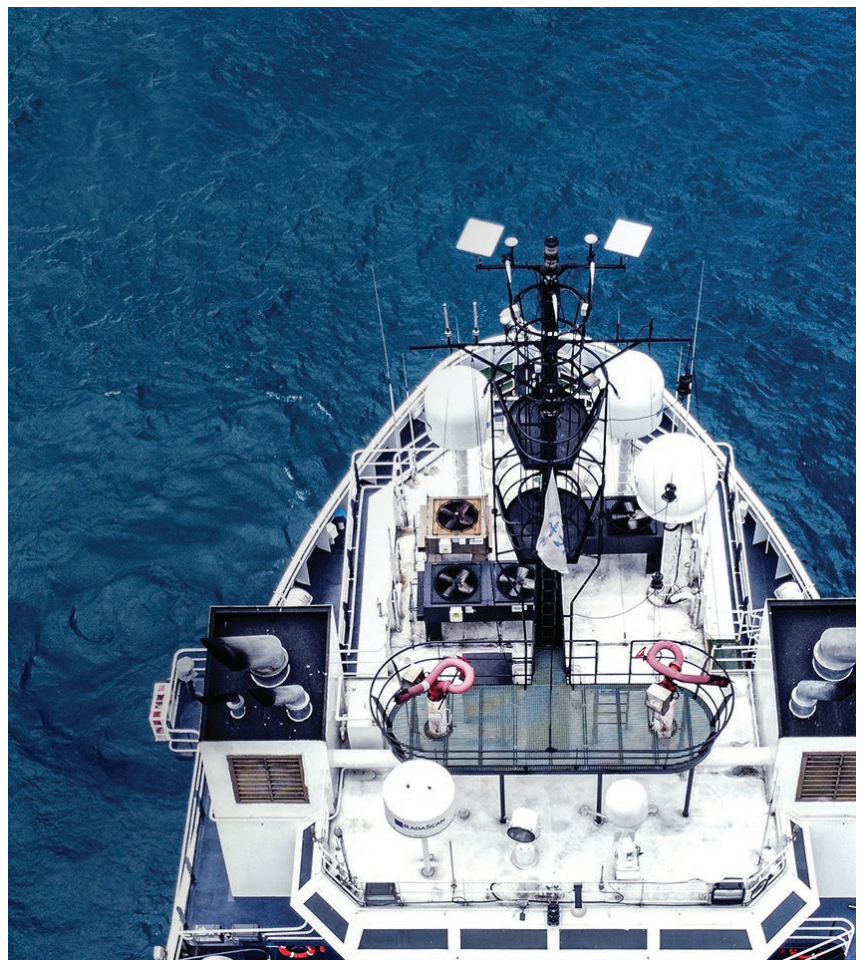
Quality is at the heart of our daily business operations. We are committed to delivering world-class services to our valued customers by maintaining the highest standards. Our focus is on continuous improvement, striving to exceed customer expectations and achieve our goals and objectives.

We aim to consistently enhance our systems to ensure the efficient delivery of top-quality products and services to our customers.

Digital Transformation

In an era of rapid digital transformation, new technologies are revolutionizing how enterprises operate every day. As the pace of change accelerates, we stand as a reliable partner, equipped with the infrastructure to support manageable growth and the tools to drive it.

As enterprises strive to stay ahead of the competition by integrating traditional and agile IT infrastructures, we provide the stability, efficiency, and innovation needed to fully capitalize on emerging technologies.



Projects to date

Beachcomber Island Resort

Case Study: Beachcomber Island Resort's Partnership with Lightspeed Fiji for Comprehensive Connectivity Solutions.

Background

Beachcomber Island Resort, a renowned tropical getaway in Fiji, sought a one-stop connectivity solution to enhance its operations and guest experience. As a remote island destination, the resort faced challenges with internet reliability, IoT integration, and digital infrastructure. Traditional service providers struggled to deliver consistent, high-speed connectivity, impacting everything from guest Wi-Fi to business-critical systems like point-of-sale (POS), CCTV, and cloud-based communication.



To address these challenges, Beachcomber Island Resort partnered with Lightspeed Fiji, a leading provider of Starlink-powered connectivity solutions, to create a seamless, high-performance network tailored to its needs.

Challenge

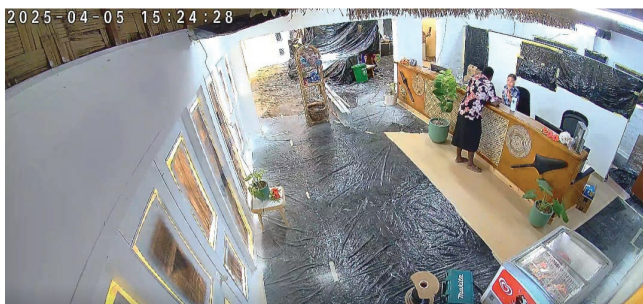
Beachcomber Island Resort faced several connectivity hurdles:

- **Unreliable Internet Access:** Existing providers struggled to maintain stable connections, affecting guest satisfaction and business operations.
- **Limited IoT Integration:** The resort needed a unified system to support Wi-Fi, POS, security cameras, and cloud-based communication.
- **Scalability & Future-Proofing:** As digital demands increased, the resort required a flexible and scalable solution.

Solution: Lightspeed Fiji's Starlink-Powered Connectivity

Lightspeed Fiji provided a comprehensive connectivity package, leveraging Starlink's Low Earth Orbit (LEO) satellite technology to deliver:

- **High-Speed, Reliable Internet:** Starlink's satellite network ensures consistent, high-bandwidth connectivity, eliminating previous service disruptions.
- **Integrated IoT Solutions:** Lightspeed Fiji configured a centralized network to support Wi-Fi, POS systems, CCTV, and cloud-based call solutions.



- **Scalable Infrastructure:** The resort can expand its digital services without relying on costly fiber installations.

Implementation

1. **Deployment of Starlink Terminals:** Installed across the resort to provide island-wide coverage.
2. **Network Optimization:** Configured to prioritize guest Wi-Fi, business operations, and security systems.
3. **IoT Integration:** Seamlessly connected POS terminals, CCTV cameras, and cloud-based communication platforms.

Results & Benefits

- **Enhanced Guest Experience:** Reliable high-speed Wi-Fi for visitors.
- **Operational Efficiency:** Seamless POS transactions, security monitoring, and cloud-based communication.
- **Future-Proof Connectivity:** Scalable infrastructure ready for expansion and new digital services.

Beachcomber Island Resort's partnership with Lightspeed Fiji has transformed its digital infrastructure, ensuring fast, reliable, and integrated connectivity for both guests and business operations. This initiative sets a benchmark for remote hospitality businesses seeking comprehensive IoT and connectivity solutions.



Fiji Water

Case Study: Fiji Water's Adoption of Starlink for Backup Connectivity in Fiji-Based Facilities and Rural Production Plants

Background

Fiji Water, a globally recognized bottled water brand, operates extensive production facilities and rural plants across Fiji. These locations rely on seamless connectivity to manage operations, monitor supply chains, and synchronize data with headquarters in California. However, traditional internet services in Fiji's rural areas are often unreliable, with frequent disruptions due to weather conditions, infrastructure limitations, and fiber outages. To ensure business continuity, Fiji Water integrated Starlink as a backup contingency for its network.

Challenge

Fiji Water's rural production plants faced several connectivity challenges:

- **Network Downtime Risks:** Fiber and terrestrial networks in remote areas are prone to outages, affecting real-time data synchronization.
- **Operational Disruptions:** Limited internet access hindered logistics, inventory tracking, and communication with global offices.
- **Disaster Preparedness:** Fiji's vulnerability to cyclones and extreme weather necessitated a resilient backup solution.

Solution: Starlink as a Backup Protocol

To address these challenges, Fiji Water adopted Starlink's Low Earth Orbit (LEO) satellite technology, which provided:

- **Reliable Failover Connectivity:** Starlink ensures uninterrupted operations when primary networks fail.
- **High-Speed Internet for Rural Plants:** Faster and more stable connections improve efficiency in production and logistics.
- **Scalability & Rapid Deployment:** Starlink terminals can be installed quickly, making them ideal for remote locations.

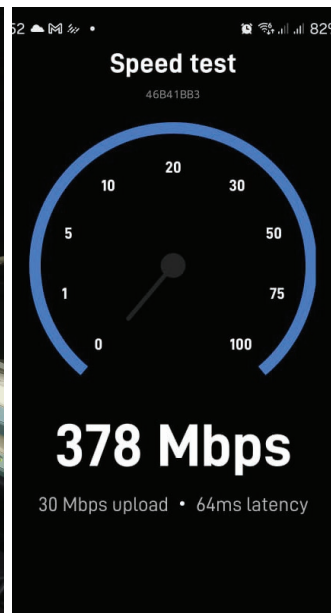
Implementation

1. **Deployment Across Rural Facilities:** Starlink terminals were installed at key production sites to ensure widespread coverage.
2. **Network Optimization:** IT teams configured Starlink to seamlessly integrate with existing infrastructure.
3. **Security Enhancements:** Encryption protocols were strengthened to protect data transmitted over satellite links.

Results & Benefits

- **Improved Network Resilience:** Reduced downtime and ensured continuous operations.
- **Enhanced Production Efficiency:** Reliable internet access streamlined logistics and inventory management.
- **Cost-Effective Expansion:** Avoided expensive fiber installations in remote areas.

By integrating Starlink, Fiji Water has strengthened its digital infrastructure, ensuring fast, reliable, and scalable connectivity for its Fiji-based facilities and rural production plants. This initiative sets a precedent for other businesses seeking resilient network solutions in remote locations.



Hybrid solar and Starlink installs - Pacific Harbour

Case study

Pacific Harbour is known for unscheduled power outages, especially during cyclone season. The customer, a property management company was seeking a solution for their AirBNB rentals that provided at least 2 days of battery back up for their homes, Starlink WIFI for guests and the inverter App, and to ensure there was no noise.

Lightspeed Fiji has several years of experience installing hybrid solar powered systems. These systems have been used in Papua New Guinea to keep the internet online at Hospitals like Enga Provincial Hospital in Enga Province.

Using the experience of PNG, Lightspeed Fiji has introduced a 5Kw hybrid system to allow for seamless transitions between mains power and the battery. The inverter is set to always be 100% charged. While the customer is seeing a decrease in power bills, the main reason for a back up has been achieved. Guests no longer complain about having no water due to pump outages and the Wifi remains online.



Pacific Islands Forum Secretariat

Case Study

Pacific Islands Forum Secretariat's Adoption of Starlink for Failover and Event Connectivity.



Background

The Pacific Islands Forum Secretariat (PIFS) serves as the central organization for regional cooperation among Pacific nations. With a mission to foster political and economic collaboration, PIFS hosts high-profile meetings, summits, and policy discussions that require seamless connectivity. Given the region's vulnerability to network disruptions—whether due to natural hazards or infrastructure limitations—PIFS sought a reliable failover solution and a high-speed internet option for events.

Challenge

PIFS faced several connectivity challenges:

- **Network Reliability:** Traditional broadband services in the Pacific can be affected by weather conditions, fiber cuts, or service provider outages.
- **Event Connectivity:** Large-scale meetings require stable internet for live streaming, virtual participation, and real-time collaboration.
- **Scalability & Cost:** Expanding connectivity across multiple locations without excessive costs was a priority.

Solution: Starlink Integration

To address these challenges, PIFS incorporated Starlink's Low Earth Orbit (LEO) satellite technology into its network infrastructure. The adoption of Starlink provided:

- **Failover Redundancy:** Starlink serves as a backup internet service, ensuring uninterrupted operations during primary network failures.
- **High-Speed Event Connectivity:** Starlink's low-latency satellite internet supports seamless video conferencing, live streaming, and digital collaboration.
- **Rapid Deployment:** Starlink terminals can be set up quickly, making them ideal for temporary event locations.

Implementation

1. **Network Integration:** PIFS configured Starlink as a failover service within its existing IT framework.
2. **Event Deployment:** Starlink terminals were used at major summits to ensure stable internet access for participants.
3. **Security Enhancements:** Encryption and firewall measures were implemented to protect data transmitted over satellite links.

Results & Benefits

- **Improved Network Resilience:** Reduced downtime and ensured continuous operations.
- **Enhanced Event Experience:** Reliable internet for virtual attendees and media coverage.
- **Cost-Effective Expansion:** Avoided expensive fiber installations in temporary event locations.

By leveraging Starlink, PIFS has strengthened its digital infrastructure, ensuring uninterrupted connectivity for both daily operations and high-profile events. This approach sets a precedent for other regional organizations seeking scalable, resilient, and high-speed internet solutions.





Ratu Kadavulevu School

Case study

Ratu Kadavulevu School's Adoption of Starlink for Cost-Effective and Reliable Connectivity.

Background

Ratu Kadavulevu School (RKS), a prestigious boarding institution in Fiji, has long faced challenges with internet connectivity due to its remote location. Traditional Internet Service Providers (ISPs) often struggle to provide stable and high-speed internet in rural areas, leading to high costs and inconsistent service. With the increasing need for digital learning, online resources, and administrative efficiency, RKS sought a cost-effective and reliable solution to enhance its connectivity.

Challenge

The school encountered several issues with its previous internet setup:

- **High Costs:** Traditional ISPs charged premium rates for limited bandwidth, making it difficult to sustain high-speed internet access for students and staff.
- **Unreliable Service:** Frequent outages and slow speeds disrupted online learning and administrative tasks.
- **Limited Infrastructure:** Expanding fiber or terrestrial broadband to the school's location was expensive and logistically challenging.

Solution: Starlink Integration

To overcome these challenges, RKS adopted Starlink's Low Earth Orbit (LEO) satellite technology, which provided:

- **Affordable High-Speed Internet:** Starlink's pricing model proved more cost-effective than traditional ISPs, offering better value for bandwidth.
- **Reliable Connectivity:** Unlike fiber or LTE networks that are prone to disruptions, Starlink's satellite-based system ensured consistent and stable internet access.
- **Scalability & Accessibility:** The school could easily expand its network without relying on complex infrastructure upgrades.

Implementation

1. **Deployment of Starlink Terminals:** RKS installed Starlink satellite dishes across campus to ensure widespread coverage.
2. **Network Optimization:** IT staff configured the system to prioritize educational and administrative applications.
3. **Performance Testing:** Speed and reliability tests confirmed Starlink's ability to support online learning, video conferencing, and research activities.

Results & Benefits

- **Reduced Costs:** Lower operational expenses compared to traditional ISPs.
- **Enhanced Learning Experience:** Students gained uninterrupted access to digital resources and virtual classrooms.
- **Improved Administrative Efficiency:** Staff could seamlessly manage school operations without connectivity disruptions.

By integrating Starlink, RKS has transformed its digital infrastructure, ensuring affordable, fast, and reliable internet access for students and faculty. This initiative sets a precedent for other remote schools seeking cost-effective connectivity solutions.

Westpac Bank

Case Study

Westpac Fiji's Adoption of Starlink for SD-WAN Backup.

Background

Westpac Fiji, a leading financial institution, operates a robust digital infrastructure to support its banking services across the region. With increasing reliance on cloud-based applications and real-time transactions, maintaining seamless connectivity is critical. Traditional wide area network (WAN) solutions, while effective, are vulnerable to disruptions caused by natural disasters, fiber cuts, or service provider outages. To enhance network resilience, Westpac Fiji explored integrating Starlink as a backup protocol for its Software-Defined Wide Area Network (SD-WAN).



Challenge

Westpac Fiji faced several connectivity challenges:

- **Geographical Limitations:** Some branches are located in remote areas where fiber or LTE connectivity is unreliable.
- **Network Downtime Risks:** Interruptions in primary WAN links could impact banking operations, leading to service delays and customer dissatisfaction.
- **Scalability Concerns:** Expanding network infrastructure to underserved locations required a cost-effective and flexible solution.

Solution: Starlink as a Backup Protocol

Westpac Fiji adopted Starlink's Low Earth Orbit (LEO) satellite technology to complement its SD-WAN setup. The integration provided:

- **Redundant Connectivity:** Starlink serves as an automatic failover option when primary WAN links experience disruptions.
- **Low Latency & High Bandwidth:** Unlike traditional satellite solutions, Starlink's LEO satellites offer improved performance, making it viable for banking applications.
- **Rapid Deployment:** Starlink terminals can be installed quickly, ensuring connectivity in disaster-prone or remote locations.

Implementation

1. **Network Configuration:** Westpac Fiji integrated Starlink into its SD-WAN fabric, allowing dynamic traffic routing based on network conditions.
2. **Testing & Optimization:** The IT team conducted performance tests to ensure seamless failover and minimal latency impact.
3. **Security Measures:** Encryption protocols and firewall configurations were enhanced to maintain data security across satellite links.

Results & Benefits

- **Improved Network Resilience:** Reduced downtime and enhanced service availability.
- **Cost Efficiency:** Avoided expensive fiber deployments in remote areas.
- **Enhanced Customer Experience:** Reliable banking services, even during network disruptions.

Westpac Fiji's adoption of Starlink for SD-WAN backup showcases how financial institutions can leverage satellite technology to ensure uninterrupted operations. This approach sets a precedent for other businesses seeking flexible, scalable, and resilient network solutions.





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