Inmarsat Maritime Strengthens Distribution Network With New Partner Appointment

Tuesday 2 December, 2014

Related Sectors:

Business & Finance :: Computing & Telecoms ::

Scan Me:

Inmarsat has appointed SpeedCast International Limited, a leading global network and satellite communications service provider, as a Distribution Partner (DP) for its flagship maritime service, FleetBroadband, and Fleet One, its new voice and broadband data service for leisure yachts and near-shore fishing boats.

As part of the agreement signed today, SpeedCast has also been appointed as a Value Added Reseller (VAR) for Fleet Xpress, Inmarsat's high-speed broadband maritime service, delivered over the new Global Xpress (GX) constellation.

"SpeedCast is a valuable addition to our partner channel and strengthens Inmarsat's capabilities across Asia Pacific during a period of unprecedented investment and service development in our maritime business," said Ronald Spithout, President, Inmarsat Maritime. "Given their many years of experience in satellite communications and commitment to serving the maritime industry, including strong links into the leisure market, SpeedCast is perfectly positioned to support end-users seeking the most effective communications solutions to drive operational efficiencies and enhance crew welfare."

"As an industry leader and pioneer of mobile satellite communications, Inmarsat has been powering global connectivity for more than three decades," said Pierre-Jean Beylier, CEO of SpeedCast. "We are very pleased to solidify our partnership with Inmarsat via this appointment; it is an extension of our existing relationship and a testament to SpeedCast's strong market position in maritime satellite services, providing communications and IT solutions to meet the unique requirements of our customers. Inmarsat's portfolio of satcom solutions, including the much anticipated Global Xpress service, will be a valuable addition to our comprehensive suite of maritime solutions."

SpeedCast's maritime unit has continued its growth momentum in the marketplace across all segments of the maritime industry, including merchant shipping, offshore services, and the leisure market. SpeedCast successfully acquired SatComms Australia, an existing Inmarsat Service Provider, earlier this year, and has for many years provided VSAT services to Globe Wireless, which was acquired by Inmarsat in January.

For further information InmarsatJonathan SinnattDirector of Corporate Communicationsjonathan.sinnatt@inmarsat.com+44 (0)20 7728 1935

SpeedCastAllen Schoonmakerallen.schoonmaker@speedcast.com+852 3919 6826

Inmarsat plc is the leading provider of global mobile satellite communications services. Since 1979, Inmarsat has been providing reliable voice and high-speed data communications to governments, enterprises and other organizations, with a range of services that can be used on land, at sea or in the air. Inmarsat employs around 1,600 staff in more than 60 locations around the world, with a presence in the major ports and centres of commerce on every continent. Inmarsat is listed on the London Stock Exchange (LSE:ISAT.L).About Inmarsat The Inmarsat press release newsfeed and corporate updates are on @InmarsatGlobal.

About SpeedCast International Limited SpeedCast is a leading global network and satellite communications service provider offering high-quality managed networks services in over 60 countries; and a global maritime network serving customers worldwide. Headquartered in Hong Kong, with 14 international sales & support offices and 26 teleport operations, SpeedCast has a unique infrastructure to serve the requirements of customers globally. With thousands of customers on land and at sea supporting mission critical applications, SpeedCast has distinguished itself with a strong operational expertise and a highly efficient support organization, which are the foundation of SpeedCast's success. SpeedCast is publicly listed on the Australian Stock Exchange under the ticker SDA (ASX:SDA). For more information, visit www.speedcast.com.

Company Contact:

_

Pressat Wire

E. support[@]pressat.co.uk

View Online

Newsroom: Visit our Newsroom for all the latest stories:
https://www.wire.pressat.co.uk