

## Superyacht success for Fleet Xpress

**9 June 2016:** Inmarsat (LSE:ISAT.L), the leading provider of global mobile satellite communications services, has achieved the first commitment to its Fleet Xpress service by a superyacht owner just weeks after commercial launch in a deal secured through Inmarsat distributor e3 Systems.

The deal represents a major achievement for the service with an existing customer, establishing a position for Fleet Xpress in the highest of high-end markets.

Inmarsat-approved Fleet Xpress hardware was installed on sail yacht Juliet at the beginning of May, bringing new era Fleet Xpress connectivity on board the Ron Holland-designed, 44m ketch built by Royal Huisman Shipyard in The Netherlands.

The Fleet Xpress installation is the finishing touch to a refit in the STP shipyard of yachting hub Palma de Mallorca. The project involved the installation of a new Sailor 100GX VSAT system and the Inmarsat GX bespoke below deck equipment configuration. The yacht was relaunched at the end of May 2016.

"For those on board a superyacht, Fleet Xpress delivers an unprecedented level of voice and data connectivity afloat," said Gerbrand Schalkwijk, Chief Sales Officer, Inmarsat Maritime. "Always-on bandwidth and data speeds that are well suited for S/Y Juliet's unique sailing itinerary ensures that owner and crew will be able to connect wherever they are in the world. Vessel operations can also be 'smart', using continuously updated weather, chart, mooring, and machine monitoring data. Once taken up in this market, the bandwidth, accessibility from everywhere and reliability delivered by Fleet Xpress will simply become prerequisites."

The Fleet Xpress service delivers high data speeds that are enabled by Inmarsat's Global Xpress Ka-band technology combined with the proven reliability of Inmarsat's FleetBroadband L-band service. Inmarsat offers the service based on committed data rates

backed-up by service level agreements which guarantee that customers always receive the service for which they are paying.

With accommodation for eight guests and a professional crew of seven, Juliet is luxurious in every way, from the hand rubbed mahogany detail throughout to her array of water toys and audio visual entertainment.

"e3 Systems installed the first Inmarsat Fleet 77 on-board a yacht in 2002, and the first VSAT in 2004. The installation of Fleet Xpress on a superyacht is a natural progression in a market where owners and crew expect excellent connectivity from the moment they step aboard. We are delighted to continue working with Inmarsat in order to deliver the highest level of communications solutions to our clients" said Roger Horner, Group Managing Director of e3 Systems.



#### **For further information**

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#### **About Fleet Xpress**

Fleet Xpress delivers a unique, fully integrated dual capability of high speed, high capacity services (Global Xpress) together with high reliability safety-level services (FleetBroadband) in a single commercial package which is available anywhere in the world. Fleet Xpress is further enriched by Inmarsat Gateway, a unique service enablement platform designed to provide ship owners, managers and operators with access to a new generation of value-added maritime applications, services and solutions.

Fleet Xpress will be taken to market through Inmarsat's powerful and committed direct and indirect sales channels. Inmarsat Maritime, Inmarsat's direct maritime sales arm, intends to transition more than 2,600 existing XpressLink installations to Fleet Xpress, and to convert its substantial committed XpressLink backlog, to Fleet Xpress over the next three years.

Inmarsat's maritime channel partners include all the leading maritime communications resellers, providing global reach, customer intimacy and value-added capabilities in support of Fleet Xpress, and a well-managed pathway for Inmarsat's current FleetBroadband customers to migrate over time up to Fleet Xpress.

### **About Global Xpress**

Global Xpress is the world's first global mobile satellite communications service delivering seamless, secure, high-speed connectivity on land, at sea, and in the air from a single operator. Global commercial service introduction (CSI) was achieved for Global Xpress (GX) during December 2015.

### **About Inmarsat**

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 (ISAT.L).

The Inmarsat press release newsfeed and corporate updates are on @[InmarsatGlobal](https://twitter.com/InmarsatGlobal).

### **About e<sup>3</sup>**

e3 Systems has been a leading, technology agnostic, communications integrator in the yacht market for the past 20 years. e3's mission is to connect people globally using their diverse portfolio of communication services including VSAT, Inmarsat, Iridium, 3G, 4G and WiFi.

e3's HYBRID solution is controlled by the data management system e3.ARMMS to control data service quality and costs. Data distribution including IT, networks, service and support with Standard and Enterprise solutions, covered by SLA contract support, is also included.

e3 were the first to introduce a managed hybrid solution to the yacht market ten years ago which is just one illustration of their successive introductions to the industry of cutting edge solutions. e3 is currently very involved with the development of new communication technology using flat panel antennas.

The thirty plus strong team operates from the Med and the USA with thirty global Partners. e3 is part of the large marine electronics group Grupoarbulu who have engineers worldwide.