



Cobham's portfolio of stabilised antenna systems for Inmarsat's new Fleet Xpress service will become a key part of SpeedCast's service portfolio through the agreement (SAILOR 60 GX pictured)

Dec 06, 2016 09:18 GMT

Cobham SATCOM: Cobham and SpeedCast Forge Strategic Partnership to Grow Maritime Broadband

SpeedCast, a leading global communications and network service provider, focuses on technology leadership in maritime antennas

Paris, France – Cobham SATCOM and [SpeedCast International Limited](#) (ASX: SDA), a leading global satellite communications and network service provider, have concluded a global framework agreement covering the provision of maritime stabilised antennas, which offers high speed

connectivity at sea. The commercial framework was awarded following a multi-vendor selection process by SpeedCast, based on a technical, commercial and supply chain evaluation criteria and will run three years. It is expected to generate a double-digit million-dollar figure in revenue for Cobham.

SpeedCast offers high-quality managed network services in over 90 countries and a global maritime VSAT network serving customers worldwide. The company has demonstrated dramatic growth over the past several years through both organic growth and acquisitions, including the recently announced acquisition of Harris CapRock that provides SpeedCast with a global leadership position in maritime and offshore VSAT services.

The new agreement confers SpeedCast with Distribution Partner status and is the basis of a strategic partnership that enables Cobham to extend the reach of Cobham SATCOM's SAILOR and Sea Tel Brand VSAT and TVRO antennas across SpeedCast's extensive global sales and support network. Customers will benefit from the superb service, reliability, and performance of both SpeedCast and Cobham.

Cobham's portfolio of stabilised antenna systems for Inmarsat's new Fleet Xpress service will become a key part of SpeedCast's service portfolio through the agreement. Alongside the state-of-the-art, award winning SAILOR 60 GX 60cm antenna and the SAILOR 100 GX 1 metre antenna for Fleet Xpress, SpeedCast will also deliver improved performance on Ku-band networks for end-users with the all new SAILOR 900 VSAT high power system.

"This strategic cooperation enables SpeedCast to deliver Cobham's market-leading technology within maritime stabilised antennas to end-users worldwide. The framework agreement benefits both SpeedCast and Cobham and supports our ability to innovate and deliver reliable communications services that help our customers to operate smarter through better communication," said Pierre-Jean Beylier, CEO, SpeedCast.

"SpeedCast is a leading player in the maritime sector and we are proud that they view our stabilised antenna product offering as the most attractive in the maritime industry. With 30% year-on-year gains, we are currently experiencing dramatic growth on the SAILOR VSAT platform worldwide and are delighted to formalise a partnership with SpeedCast under this long-term

frame agreement,” adds Casper Jensen, SVP and Head of Cobham SATCOM.

Cobham SATCOM’s SAILOR VSAT technology forms the basis for the world’s most intelligent maritime antenna systems. As a software controlled antenna platform, SpeedCast and its end-users stand to benefit from reduced installation time and costs. Several unique features support this including Automatic Azimuth Calibration, Automatic Cable Calibration, Dynamic Motor Brakes and the need for just a single cable from below deck to antenna.

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About Cobham SATCOM

Providing dependable communications and internet access anywhere under the most demanding conditions.

Our satellite and radio communication terminals perform in the most challenging and remote environments on land, at sea and in the air.

We design and manufacture these high performance products under the AVIATOR, EXPLORER, SAILOR and Sea Tel brands providing customers with outstanding performance, value and support through our global sales and service network.

About Cobham

The most important thing we build is trust.

Cobham is a leading global technology and services innovator, respected for providing solutions to the most challenging problems, from deep space to the depths of the ocean.

We employ around 11,000 people on five continents, and have customers and partners in over 100 countries, with market leading positions in: wireless, audio, video and data communications, including satellite communications; defence electronics; air-to-air refuelling; aviation services; life support and mission equipment.

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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 42 sales and support offices and 39 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.

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