



Globalsat Group and partner Cobham SATCOM receive the Top Land Mobility Satcom Innovation Award from the MSUA at Satellite 2018

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Cobham SATCOM: Globalsat Group wins MSUA award with Cobham PTT Tech

EXPLORER 325 Push-to-Talk hybrid communications solution plays crucial role in helping to improve safety and efficiency during the building of Brazil's North-South Railway

Satellite 2018, Washington DC, Booth #1301 – Globalsat Group CEO J. Alberto Palacios accepted the Top Land Mobility Satcom Innovation Award

from the Mobile Satellite Users Association (MSUA) at the Satellite 2018 exhibition and conference in the Walter E Washington Convention Center, Washington DC (March 12-15, 2018). This prestigious and highly significant award was presented at Satellite 2018's MSUA Mobility Satellite Innovation Awards Luncheon on Tuesday, March 13 and recognises the vital importance of Globalsat, a Cobham SATCOM partner, in helping to safely and economically co-ordinate the building and maintenance of Brazil's North-South Railway. A key element in the success of the project has been Globalsat's deployment of Cobham SATCOM's EXPLORER 325 PTT (Push-to-Talk) system.

The EXPLORER PTT system combines dependable global L-band satellite technology and least-cost routing for automatic switching between satcom, LTE and Land Mobile Radio without user intervention. By integrating all available radio, satcom and mobile links, the system significantly extends communications reach, providing high-quality voice and data coverage – including in radio blackspots – and will automatically provide users with the best-quality, lowest-cost channel.

Already being utilised to demonstrable effect by, among other end-users, Queensland Ambulance Service and a South American electricity distribution company, the EXPLORER PTT has again proved exceptionally beneficial in the context of developing Brazil's North-South Railway. Valec Operations, the organisation responsible for building, maintaining and operating the route, approached Globalsat do Brasil for a satellite-based telemetry and voice solution after finding that its activities were consistently hampered by unreliable communications. As Bruno Fontoura of Valec remarks: *“The control centre facility in the past couldn't get feedback on where the maintenance vehicles were, or what they were doing.”*

Igor Falcão, Senior Vice-President Sales – Latin America, Globalsat Group, observes: *“There are two key elements to the solution. The GPS allows the control centre to see where the cars are and what they are doing on the field, and the Push-to-Talk radios that allow the drivers to keep real-time communication with the control centre, making the operation safe and secure.”*

Globalsat Group CEO J. Alberto Palacios said: *“It's an honour to receive this accolade, and indicative of how directly effective Globalsat's intervention in Brazil's North-South Railway project has been. Cobham SATCOM's trustworthy EXPLORER PTT system has once again confirmed its versatility and practicality,*

and it is extremely rewarding to be able to confirm that all of the operations connected to this rail route are now operating more smoothly and safely, leading to a number of operational, safety and economic benefits.”

Kristian Brehm, Senior Sales Director, Global Land Mobile, Cobham SATCOM, was also in attendance at the award ceremony and said: *“We have found it highly rewarding to be a partner in this project and are thrilled to share in Globalsat’s success at Satellite 2018. The fact that our EXPLORER PTT system has shown itself to be such an essential component in the project’s favourable outcome is testimony to its status as a sophisticated and cost-effective means of maintaining communication coverage.”*

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Note for editors:

For more information on the North-South Railway project in Brazil, go to the Inmarsat [Valec Case Study video](#).

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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

Cobham offers an innovative range of technologies and services to solve challenging problems in commercial, defence and security markets, from deep space to the depths of the ocean.

We employ around 11,000 people primarily in the USA, UK, Europe and Australia, 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.

The challenging and rewarding roles we offer, across a wide range of disciplines are what make Cobham a true global technology and services leader. To view our current roles visit www.cobham.com/careers

About Globalsat:

Founded in 1999, Globalsat Group is the first Pan-American Mobile Satellite Service (MSS) consortium and a leading provider of voice, data, M2M / IoT, software, and hardware development throughout the western hemisphere. The group has offices in the continental United States, Argentina, Bolivia, Brazil, Canada, Chile, Colombia, Peru, Puerto Rico and Mexico as well as distributors in the most important cities in the region.

Continuously and efficiently, Globalsat land, maritime and aero solutions provide mission-critical communications to thousands of clients across sectors which include energy, government, defense, media, mining, banking, agriculture, NGOs, and tourism.

Globalsat Group was named Latin America Satellite Communications Company of the Year in 2016 and 2017 by the highly recognized international consulting firm Frost & Sullivan and was also named "Company to Watch" in the category Emergency Response Mobility Satcom Innovation by the Mobile Satellite Users Association (MSUA).

For more information about the consortium, please visit:
<https://www.globalsatgroup.com>