



Inmarsat's Fleet Xpress solution meets the growing onboard connectivity expectations of superyachts and high-end operators, such as Quasar Expeditions and its luxury yacht Evolution, in the remote Galápagos Islands

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Inmarsat Expands Presence in Expedition Cruise Segment with Fleet Xpress Orders for Three More Galápagos Vessels

Expedition vessels and superyachts can benefit from high data speeds, reliable coverage and access to digital crew welfare applications when sailing the remote archipelago

Inmarsat, the world leader in global, mobile satellite communications, is expanding its market presence in the luxury expedition market as a result of

new orders for its industry-leading Fleet Xpress service covering three specialised Galápagos Islands vessels. The reliability and speed of the maritime broadband service will meet guest connectivity needs for the Quasar Expeditions luxury yachts *Grace* and *Evolution* and the Kleintours cruise ship *Galapagos Legend*, following two contracts signed with owners by Inmarsat partner Comsatel.

Located approximately 1,000 kilometres off the coast of Ecuador in the eastern Pacific Ocean, the Galápagos Islands form a remote archipelago home to a unique and highly protected ecosystem. Relatively few vessels have access to its waters, and those that do accommodate only a small number of guests. Satellite communications in the surrounding area have typically been poor, with the islands' topography affecting signal strength. However, expectations from yachts and cruise ships for internet access are growing.

Christian Cordoba, Maritime Channel Manager, Americas, Inmarsat, said: "Passenger demographics are changing, and with younger audiences come greater bandwidth demands. Today's expedition guests visiting the Galápagos Islands want to share their experiences of this incredible destination on social media, or directly with friends and family, and this requires high data speeds and continuous connectivity. Fleet Xpress is therefore the ideal solution for high-end operators like Quasar Expeditions and Kleintours."

In addition to delivering unequalled performance, Fleet Xpress offers access to further Inmarsat solutions such as Fleet Hotspot, which provides crew members with dedicated bandwidth to enjoy online entertainment and communication services without interfering with business-critical operations. Fleet Xpress also includes access to Fleet Connect, enabling Inmarsat's Certified Application Providers to deliver valued-added services to ship operators worldwide, again via dedicated bandwidth.

Vikand, for example, is a telemedicine services provider whose solution, VIKAND HealthNet™, aims to prevent onboard medical situations from escalating into more serious emergencies. With Inmarsat partner Comsatel leading efforts to promote telemedicine in Galápagos expedition cruising, Vikand's services are increasingly sought after among local operators.

Hector Baquerizo, CEO, Comsatel, said: "The yachts and cruise ships operating in the Galápagos Islands are luxury vessels that offer guests a once-in-a-

lifetime experience, but their onboard connectivity has not always lived up to those high standards. Inmarsat's Fleet Xpress delivers a level of performance and a suite of solutions that will change the game for expedition cruise operators in the Galápagos Islands – in terms of both guest experience and crew welfare.”

Inmarsat's relationship with Ecuador-based satellite communications provider Comsatel dates back to the early 2000s. In 2017, the two parties identified the strong potential for faster, more reliable connectivity on board Galápagos expedition cruises. Fleet Xpress has since become a fixture in the area, with the service already installed onboard 10 vessels; the recent orders from Quasar and Kleintours further enhance Inmarsat's reputation in a market where demand for high data speeds and bandwidth is growing rapidly.

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ABOUT INMARSAT

[Inmarsat](#) is the world leader in global, mobile satellite communications. It owns and operates the world's most diverse global portfolio of mobile telecommunications satellite networks, and holds a multi-layered, global spectrum portfolio, covering L-band, Ka-band and S-band, enabling unparalleled breadth and diversity in the solutions it provides. Inmarsat's long-established global distribution network includes not only the world's leading channel partners but also its own strong direct retail capabilities, enabling end to end customer service assurance.

The company has an unrivalled track record of operating the world's most reliable global mobile satellite telecommunications networks, sustaining business and mission critical safety & operational applications for more than 40 years. It is also a major driving force behind technological innovation in mobile satellite communications, sustaining its leadership through a substantial investment and a powerful network of technology and manufacturing partners.

Inmarsat operates across a diversified portfolio of sectors with the financial resources to fund its business strategy and holds leading positions in the Maritime, Government, Aviation and Enterprise satcoms markets, operating consistently as a trusted, responsive and high-quality partner to its customers across the globe.

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