



Inmarsat has partnered with Lagoon from Groupe Beneteau to offer Fleet One on Lagoon catamarans

Sep 14, 2018 13:32 BST

Inmarsat: Inmarsat partners with Europe's biggest leisure boat manufacturer to offer Fleet One for Groupe Beneteau Lagoon brand

Tailor-made communication package offers 'satellite only when you need it' for Lagoon boat owners

Inmarsat has announced a new partnership with Lagoon from Groupe Beneteau that enables its superior Fleet One connectivity solution to be

available as a line-fit and retro-fit option on all Lagoon catamarans across its Construction Navale Bordeaux and Lagoon shipyards in western France.

Available through partner Advanced Tracking, the unique offer provides boat owners with a cost-effective, two-year package that features unlimited satellite communication as required, plus shoreside GSM 3G/4G (including 5Go/month broadband) in more than 100 countries and Wi-Fi connectivity within 10km.

Capitalising on Inmarsat's reliable and flexible Fleet One service created especially for leisure customers, the communication package includes 1000 minutes' voice package, 24/7 rescue access, medical assistance, international concierge, automatic weather files reception, Konectis-mail email system, personal blog creation and tracking via satellite.

Alexandre Dauberville, Marketing Director of Lagoon said: "In our connected world, communication on a yacht is a key feature for the new generation of sailors and an important point for all boat owners for cruising and security. Creating this partnership between two worldwide leaders, as Lagoon and Inmarsat, offer to clients the best service that they can expect in terms of satellite communication."

The pack consists of the compact and light Fleet One satellite antenna with IP phone handset and a 4G/LTE/Wi-Fi router. Key Fleet One services includes simultaneous voice and IP data at up to 100kbps and access to Inmarsat's free 505 safety service, which in an emergency directs a call straight through to a Maritime Rescue Co-ordination Centre.

Boat owners can enhance their cruising experience as they wish, by updating chart navigation systems and weather forecasts in real time, making calls, accessing emails and social network apps and live tracking provided by the Konectis platform from Advanced Tracking.

Arvid Karlberg, Business Development Manager, Fleet One, Inmarsat, said: "We are delighted that Lagoon from Groupe Beneteau has provided this significant endorsement for our Fleet One service. Through this partnership with Advanced Tracking and the new communication package more leisure customers will now be able to benefit from being connected at all time with reliable speeds when navigating close to shore and at high seas. We are excited to extend this partnership to more brands within Groupe Beneteau."

The landmark agreement will enable more boat owners to take advantage of Fleet One's capability to deliver uninterrupted connectivity outside VHF or GSM coverage areas to access real-time weather information, to stay in contact with friends and family and to improve on-board safety. Services are delivered over the world's most reliable L-band satellite network using the Inmarsat-4s, proven to achieve 99.9% availability globally.

Christophe Allan, Advanced Tracking, Managing Director said: "Most sail boat owners are now looking for connectivity all the time, the same as they experience at home. This offer provides satellite connectivity only when you need it. It makes life easy on board by providing a hybrid solution that allows you to switch between 3G and 4G connectivity along the coast and harbour Wi-Fi when in port and satcom via Inmarsat's Fleet One service when out at high sea.

"We considered Fleet One as the ideal solution as the antenna is compact and easy to install, with the router allowing Wi-Fi connectivity on-board. In just the next few years, no one is going to cross the Atlantic anymore without connectivity on board and Fleet One is the answer for uninterrupted connectivity."

The Fleet One terminal is specifically designed for use within the maritime environment and is quick and easy to install. Fleet One terminals and Inmarsat's Leisure Plan also offers flexible airtime pricing to suit individual needs.

The Lagoon by Beneteau is the best recognised catmaran brand worldwide and a huge seller in Europe. Lagoon offers the widest selection on the market, with 14 models ranging from 11 to 24 metres.

For further information about Fleet One, visit www.inmarsat.com/service/fleet-one/

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For further press information, please contact:

Jules Riegal

Saltwater Stone on behalf of Inmarsat

+44 (0) 1202 669 244

j.riegal@saltwater-stone.com

About Inmarsat

Inmarsat 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 organisations, with a range of services that can be used on land, at sea or in the air. Inmarsat operates 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). For more information, please visit www.inmarsat.com.

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