



# inmarsat

## The mobile satellite company

Inmarsat logo

Apr 03, 2018 16:21 BST

### **Inmarsat: Inmarsat secures first Americas Leisure Plan order from Network Innovations for Fleet One**

**03 April 2018:** Inmarsat (LSE:ISAT.L) has received a first major commitment to its brand new Americas Leisure Plan for Fleet One, devised especially for sailing and motorboat users cruising in waters around North and South America, through an order for 150 Fleet One terminals from Network Innovations.

The initial win follows hard on the heels of the March 1<sup>st</sup> launch of the

flexible 'unlimited Fleet One Americas Leisure Plan' for yacht and boat users from Alaskan waters, along both US coasts, through the Caribbean and Mexico, and on to the South Pacific and South Atlantic.

Alongside their primary boat systems, leisure users now expect to be able to update complex chart plotting, navigation systems and weather forecasts in real time, with apps accessed through tablets that make leisure cruising safer, as well as more fun.

"Leisure and sports boating customers are integral to the mobility revolution happening in the Marine world, and this new unlimited plan brings them predictable pricing and uniform performance anywhere at sea," says Martin Buhl, VP of Business Development for Inmarsat Maritime. "Even on land there can be lack of consistency in cellular coverage but, for the ocean-going leisure user performance is frustratingly uneven and the signal weakens as distance from land increases, until complete drop-out 5-10 km from shore.

"We are delighted that Network Innovations has made this strategic commitment to deliver Fleet One's superior voice, messaging and safety services to leisure customers, as well as the Wi-Fi connectivity for the tablets, smartphones and mobile apps they now see as toolkit essentials."

Using resilient L-band, Fleet One provides reliable connectivity to lower data usage customers outside VHF or GSM coverage areas, offering simultaneous voice and IP data at up to 100 kbps to vessels, proven to achieve 99.9% availability globally. Its uninterrupted connectivity means users can always check in on the news or with loved ones or engage with social and other media.

Fleet One delivers connectivity as reliable anywhere at sea as it is on land, taking advantage of Inmarsat's advanced global broadband satellite network proven by commercial shipping, using easy to install, compact terminals weighing just 5½lbs which have been developed for leisure and fishing vessels.

Network Innovations will manage its commitment to Fleet One users along the East and West North American coasts with localized teams based in South Florida and the Pacific Northwest.

“The maritime markets along the US and Canadian coasts have diverse connectivity needs efficient for coastal/regional vessels to longer-term, open-sea cruisers. Fleet One terminals and Inmarsat’s Leisure Plan offers flexible pricing with reliable service delivering connectivity and convenience at sea comparable to services they enjoy on land”, says Matt George, VP Maritime Sales, Network Innovations.

“In addition, the new plans for the Fleet One terminals will become an important option for our teams as they work one-on-one with captains and operators throughout the Americas”.

Mr Buhl from Inmarsat also emphasises that, for anyone at sea, safety overrides any other consideration, adding that Fleet One provides access to free voice distress (505) call services connecting leisure users directly to the nearest Search & Rescue team. “For the first time, leisure users can tap into the same SAR communications channels that provide the lifeline for commercial seafarers and for the professional sailors in the Volvo Ocean Race,” he says.

**ENDS**

**For Further Information**

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## **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](http://www.inmarsat.com).

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

## **About Network Innovations**

Network Innovations (NI) is a satellite communications service provider, focused in the provision and support of maritime communications which enables customers to communicate anywhere on the planet. Incorporated in 1988, Network Innovations' leadership position as a global provider of choice is due to an experienced and knowledgeable team of professionals located at offices around the globe. Specializing in the successful development and delivery of turn-key communication solutions for the maritime, media, energy, aero, enterprise and government sectors, Network Innovations' key differentiator is our ability to listen to our customer's specific needs and integrating efficient communication technologies resulting in turn-key connectivity solutions. Please visit [www.networkinv.com](http://www.networkinv.com) for more information.