



Ronald Spithout, President, Inmarsat Maritime

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Inmarsat supports yachting sector during COVID-19 crisis with 50% voice call discounts

In a direct response to the COVID-19 pandemic and its impact on the superyacht and leisure yachting sectors, Inmarsat has formalised a sweeping 50% discount for voice calling services, available day and night for three months until the end of June.

The leading maritime satellite service provider is offering the voice call discount to Inmarsat retail customers using FleetBroadband and Fleet One

ChatCard voice services and to wholesale partners offering FleetBroadband voice calls under the legacy Crew Calling 'SQT' brand. Steps are also being taken to accelerate the launch of ChatCard services for Fleet Xpress, with an introductory discount.

"We recognise the unprecedented situation facing people at sea, as the global maritime industry responds to the challenges of COVID-19," says Ronald Spithout, President, Inmarsat Maritime. "We have been providing additional call time for ChatCard voice service users since February. It has become clear that, above all other forms of contact, being able to talk to family, friends and colleagues is critical for the health and well-being of crew during these difficult times.

"Today we are formalising the 50% discount for voice calls for three months. FleetBroadband retail customers are eligible immediately and, even if they currently don't use the ChatCard service, they can sign up today to provide the offer direct to their crews and we will make the process as easy as possible. We are also rolling this through to wholesale partners via our Crew Calling (SQT) service and strongly recommend they pass on the full saving to crew."

Through Inmarsat retail channels, Spithout says the 50% discount is available to all users of the ChatCard service, which seafarers call upon for around 600,000 minutes every month. For reasons of transparency, he says that tariffs for services through wholesale channels may vary because partners negotiate call termination costs separately with local networks.

Having previously scheduled the launch of ChatCard services via Fleet Xpress later in 2020, Spithout says that every effort is now being made to fast-track its introduction. The move reflects Inmarsat's determination that crew on Fleet Xpress-installed vessels, who can already get unlimited high-speed data services, are assured that high voice call use does not bring any additional financial burden, Spithout says.

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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 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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