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Jun 20, 2016 11:33 BST

## Marlink: Boost for Stena Line Passenger Connectivity Experience

*Large capacity increase with integrated mobile links for established European ferry operator*

**Oslo/Paris, 20 June 2016** – Stena Line’s ferry passengers are set to experience new levels of communication services following a significant upgrade to the VSAT connectivity on board. Marlink has more than trebled the bandwidth in Stena Line’s fleet-wide Closed User Group (CUG) service and integrated GSM 3/4G services for connectivity during voyages in addition to

in-port Internet Wi-Fi networks. The upgrade enables Stena Line to offer its passengers faster Internet speeds to meet the growing demand for access to social media and connectivity for working while travelling.

This upgrade puts unrivalled levels of Internet connectivity on board Stena Line ferries and strengthens the company's position as an early adopter of cutting-edge communication technology and services that keep passengers connected throughout a voyage. By combining Sealink VSAT, GSM 3/4G and Wi-Fi through its sophisticated multi-band solution, Marlink enables hundreds of separate high-speed Wi-Fi connections for Stena Line's 25 ship fleet.

The Sealink VSAT CUG configuration ensures high bandwidth and availability of voice and Internet access, in addition to providing the flexibility to optimise connectivity based on demands. Before this upgrade, the CUG was based on an already industry-leading bandwidth allocation, which all 25 vessels in the fleet could access on a shared basis. Now, Stena Line's fleet has direct access to significantly more bandwidth on diverse, integrated carriers.

Stena Line's dynamic new service is designed specifically for its fleet to make the best use of a large shared capacity pool. Vessels receiving connectivity within 3/4G coverage areas or Wi-Fi while in port will require less from the VSAT CUG capacity, allowing even more satellite bandwidth to be available for other vessels and passengers at sea using the VSAT CUG. Taking advantage of Marlink's multi-band configuration, the vessels will switch automatically between Sealink VSAT and 3/4G in addition to hooking into port Wi-Fi services when docked, ensuring seamless communication and connectivity for passengers and crew.

"The passenger experience is a high priority for us when it comes to on board communication," said Raimo Warkki, Commercial ship communication & systems, Stena Line. "This upgrade ensures that we better meet the fast-changing needs of ferry passengers, who today expect a seamless, always available connection to the Internet in addition to high quality, cost-effective voice calling. Our new multi-band service from Marlink allows us to deliver the experience our passengers want."

"Stena Line has always been at the cutting-edge of passenger communication services," said Tore Morten Olsen, President Maritime, Marlink. "It was the

first ferry operator to introduce free Internet access and the first to trial integrated multi-band services. Stena Line's commitment to leveraging the best communication technology and services supports high levels of customer satisfaction and Marlink will continue to develop solutions and offer support that helps to keeps them on top."

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## **About Marlink**

Marlink is the pioneer of business critical communication solutions for customers operating in remote environments. With 600 employees and 27 offices worldwide, the company is the largest technology-independent satellite communication and digital solutions provider serving the maritime and enterprise markets. Marlink's multi-band communication services covering Ku, Ka, C and L-band extended with mobile and terrestrial links, enable over 200,000 customers to operate in an ever smarter, safer and more profitable way.

With over 75 years' experience in developing innovative business critical communication solutions, Marlink's strategy is to deliver the benefits of a digital and connected world to its customers' remote operations. Today Marlink is the leading maritime communication and VSAT operator in the world. Marlink leverages strong partnerships with all major satellite network operators to deliver communication solutions direct to the customer and via an unrivalled network of service provider partners.

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