



Sealink Business provides a choice of seven Committed Information Rates (CIR)

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Marlink: Marlink launches new Sealink Business VSAT service packages

Customers can choose from seven levels of guaranteed bandwidth ensuring availability of broadband communications for business needs

Oslo/Paris, 25 April 2017: Marlink has expanded its extensive Sealink VSAT portfolio with new service plans specially designed for the business needs of maritime customers. The new Sealink Business is a highly flexible, cost-effective way to meet the diverse operational and crew communication requirements for maritime customers of all segments and features a choice of

Committed Information Rates (CIR) to guarantee constant minimum bandwidth at all times. The service plans enable digitalisation of vessel operations by ensuring fixed bandwidth is always available for applications and processes that contribute to more efficiency throughout the shipping value chain.

With seven CIR levels available from 32 to 256 Kbps, in addition to a burstable Maximum Information (MIR) up to 2Mbps, Sealink Business benefits a wide range of users. It provides a guaranteed amount of bandwidth that will always be present, ensuring access to business critical applications at the defined speed, regardless of data consumption of other users, e.g. the Crew.

Available as a regional or global service on a range of antenna sizes from 60 cm to 1 metre, Sealink Business is a highly capable and flexible solution. While service cost has been instrumental in development of Sealink Business, it offers the same features as Marlink's market-leading Sealink products. In addition to user-definable fixed speeds, the service also features 2-4 voice lines and high-level support including remote access for reduced downtime and less onboard intervention, using XChange Universal Remote Access (URA).

With full integration of XChange, a sophisticated service and application platform, Sealink Business customers can access cutting-edge features including XChange BYOD, enabling crew to use personal devices on board; XChange Media for daily news and sport bulletins; and XChange Telemed, a cost-efficient solution for managing illness/injuries at sea, meeting the latest ILO/MLC and IMO/STCW labour regulations for crew health and medical treatment. XChange also offers the ability to set policies over separated crew and corporate networks so that business critical traffic always remains prioritised.

Sealink Business users get access to the full range of Marlink value added services, featuring a diverse applications including Portal360, Marlink's online customer portal for quick and easy service monitoring; Universal Card for prepaid telephone and data usage; Local Numbers, which enable calls to vessels from shore for the same cost as local calls; and VPN for secure connections between vessels and land offices. Sealink Business users also enjoy the operational benefits of the SkyFile software suite including SkyFile Mail and SkyFile Anti-Virus.

“Positioned in our portfolio between data consumption-based services and our fully Premium solutions, Sealink Business answers the need for more flexibility to meet the specific budget requirements of our diverse customers, while still offering guaranteed bandwidth,” said Tore Morten Olsen, President Maritime, Marlink. “We are committed to the continuous development of our Sealink portfolio and believe this new development will act as a catalyst for even more shipping companies to leverage reliable, global maritime broadband to drive more efficiency in their business and ultimately, use connectivity to reduce operating costs across the board.”

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About the Marlink / Telemar Group

Through its ownership of both Marlink and Telemar, Apax Partners has created a **Group** dedicated to providing the maritime industry with an integrated offering of broadband communications, digital solutions, bridge electronics and on-board maintenance. The Group is led by Erik Ceuppens as CEO.

Combining the power of these two long-term, expert organisations, Telemar and Marlink are the **world’s leading maritime communication**, digital solutions and servicing specialist covering all customer segments at sea

including: Shipping, Offshore, Cruise & Ferry, Yachting and Fishing. The newly combined group will generate **US \$440 Million in revenues** with more than **800 employees worldwide** serving at least 1 in 3 vessels operating globally. The group will also continue to deliver the benefits of a digital and connected world to enterprise customers such as energy and mining companies, humanitarian organisations, global media and events companies.

The new Group will provide customers with **unrivalled service and support** through an enhanced **global footprint and worldwide sales and service locations**. A global 24/7 helpdesk, specialised competence centres, local presence on all continents and a network of **1250 service points and partners** staffed by highly qualified, certified service engineers, will support global customers to operate smarter and safer.

More than 70 years' experience combined with strong satellite network operator and bridge electronics manufacturer partnerships enables the group to bring the power of broadband communication, maritime bridge technology and service excellence to customers globally, further optimising their business operations and enabling the digital vessels of tomorrow.

www.marlink.com

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