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Marlink: New Terralink Premium Flex Service Reduces Cost with Bandwidth On Demand Flexibility

Re-branded land satcom specialist starts new era with game-changing Bandwidth on Demand technology

Oslo, 25 April 2016 – Marlink, the global business critical communication solutions specialist previously operating as Airbus Defence and Space, has unveiled a brand-new satcom service for VSAT (Very Small Aperture Terminal) users in the land segment called Terralink Premium Flex. The service enables Marlink customers to increase their bandwidth on-demand on their VSAT

connectivity service, enabling them to more cost-effectively meet temporary demands for higher data rates.

Utilising sophisticated Bandwidth on Demand (BOD) technology, Terralink Premium Flex unlocks new opportunities to select the best data rate plan. Instead of choosing a plan to accommodate the most data-hungry applications 24/7, customers can choose a package adapted to daily routines and simple provision of the extra bandwidth as and when it's needed. Once the higher bandwidth period is over, customers are automatically reverted back to their standard data rate. Consequently, Terralink Premium Flex eliminates the common scenario of paying for satellite bandwidth that remains unused.

With Terralink Premium Flex, higher bandwidth needs are met quickly and efficiently e.g. for applications such as video conferencing, surveillance, business continuity and emergencies, i.e. telemedicine. It delivers the best of both worlds: lower communication costs with high-end capabilities at the click of a button.

The launch of BOD capability represents a significant step forward for the Terralink service portfolio, which offers fixed and mobile broadband solutions for customers in diverse segments including energy & utilities, humanitarian activities and the media.

Danny Côté, President Marlink Enterprise (prev. Head of Enterprise at Airbus Defence and Space), said: *“Our primary objective is to provide customers and partners with the ability to carry out their daily business and missions in the most effective manner. The launch of Terralink Premium Flex gives our customers the required flexibility to reduce their communication cost while benefiting from Marlink’s cutting-edge technologies, services and global infrastructure.”*

Marlink provides 24/7 global support and assistance for its Terralink customers operating around the world, often in remote locations without terrestrial communication networks. Dedicated support teams and technology, end-to end service management and SLA packages including i.e. proactive network monitoring are designed to make sure that a customer's connectivity and voice services are always available.

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About Marlink

Marlink, an Airbus Defence and Space company, 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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