

## Thuraya VSAT+ empowers smart shipping and digitalization as sector aims for sustainability

- Engineered for today's maritime market, VSAT+ debuts at Nor-Shipping
- Combining Ku-Band for high-throughput data with L-Band for back up in one integrated satellite solution
- Easy fixed-price plans for all maritime budgets and vessel types
- Helping end users, ship owners and fleet managers control operational costs

**DUBAI, 29 May 2019** - VSAT+, the ground-breaking maritime satellite service from Thuraya, will be unveiled in Europe at this year's Nor-Shipping conference and exhibition event in Oslo, three months after its commercial launch at the annual Thuraya partner conference in Dubai.

With digitalization now a major driver of change in the maritime sector, Thuraya VSAT+ is the ideal satellite service to help fleet operators increase operational efficiency, gain market advantage and meet growing demand for monitoring and compliance.

Thuraya VSAT+ seamlessly integrates the high-bandwidth speeds of Ku-Band and reliability of L-Band with affordable global coverage and high levels of security, resilience and flexibility. As the flagship of Thuraya's progressive maritime vision, it has been designed to help maritime customers achieve their goals and overcome the challenges of today's market.

Nadeem Khan, Director of Maritime M2M & IoT at Thuraya, said: "As demand for data increases exponentially, satellite communication is the only realistic option for ship-to-shore and inter-ship communication. That is why we designed VSAT+ to offer optimum flexibility and affordability. We believe it can help deliver significant savings for fleet operators - perhaps as much as 20-40% of operating costs through intelligent fleet management."

VSAT+ gives Thuraya a unique proposition in the Scandinavian and wider European markets, where it has maintained a strong maritime presence since 2001. The VSAT+ coverage in Europe, and globally, is enabled by the Panasonic global mobility network. Thuraya accesses the network through its partnership with Panasonic subsidiary ITC Global.

Europe provides a great opportunity for growth to Thuraya and its partners. As global Master Distributor for VSAT+, IEC Telecom will be central to service delivery in Europe and Scandinavia. Awarded Best Maritime Thuraya Service Partner in 2018, IEC Telecom will offer a range of value-added services and help Thuraya diversify its portfolio in the region.

Alf Stian Mauritz, VP - Business Development IEC Telecom Group and Managing Director of IEC Telecom Norway, said: "Sustainability of the maritime industry is one of the key challenges for Europe. Next year the IMO2020 rules on clean fuel will come into effect



imposing dramatic reductions in carbon emissions by 2030. Satcom technologies enable vessel owners to reduce their carbon footprint by optimizing operational efficiency of their fleets. VSAT+ can play an important role in the ongoing transformation of the maritime sector, enabling on board smart applications for remote control and maintenance.”

Analysis of data from ships and fleet operations can provide insights into where and how efficiencies and savings could be made. Operators who fall behind in the race to gather and utilize their data in this way risk losing data through a single integrated, flexible and affordable service.

Data acquisition and the rapid growth of digitalization augment online risk from cyber criminals. However, Thuraya helps users mitigate this threat by offering comprehensive cyber security packages through its VSAT+ partner network.

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#### **About Thuraya Telecommunications Company**

Thuraya, is the mobile satellite services subsidiary of the Al Yah Satellite Communications Company (Yahsat), a leading global satellite operator based in the United Arab Emirates (UAE), fully owned by Mubadala Investment Company. Established in 1997, Thuraya offers innovative communications solutions to a variety of sectors including maritime, energy, government, broadcast media, military, aerospace and humanitarian NGO.

Thuraya’s superior network enables clear communications and uninterrupted coverage across two-thirds of the globe by MSS, global VSAT coverage and around the world through its unique GSM roaming capabilities. The company’s diverse range of technologically advanced and dependable mobile satellite handsets and broadband devices provide ease of use, value, quality and efficiency. Through relevant partnerships, Thuraya stays ahead by delivering solutions and supporting applications that meet the rapidly transforming nature of market demands. Thuraya remains committed to keeping everyone within reach in any circumstance by making accessible the essential tools required for vital connectivity.

[www.thuraya.com](http://www.thuraya.com)

#### **About IEC Telecom Group**

IEC Telecom Group is one of the leading global providers of managed network communication solutions. Known for supplying high quality satellite-based technology to customers for more than 20 years, IEC Telecom delivers efficient end-to-end voice and data services, when and where it matters most.



Our portfolio includes a wide range of satellite products (from handset to VSAT services), solutions and value-added services. IEC Telecom's integrated approach of in-house design and engineering expertise allows us to develop truly unique solutions enabling full control over your satellite assets.

IEC Telecom is an experienced provider of services to the maritime sector, offering communications solutions for all vessel types from shipping to offshore, fishing to leisure boats. The company has 11 offices across 9 countries: Denmark, France (two offices), Kazakhstan, Norway, Singapore, Sweden, Turkey, UAE (two offices), and UK.

For more information see the website: [www.iec-telecom.com](http://www.iec-telecom.com)