69,500 Ships in Addressable Commercial Maritime VSAT market

60 Gbps High-throughput Satellite Capacity by 2024 Driven by Explosive Data Growth

75% of Crew Members Bring Three Connectable Devices on Board
The demand for true broadband connectivity is skyrocketing within the commercial maritime market. Regulatory and crew requirements are putting more pressure on ship operators to provide reliable service throughout a vessel’s entire journey. Applications that monitor ship performance and keep charts updated are dramatically increasing bandwidth consumption. On average, crew take three internet connectable devices on board commercial ships, their internet demand for social media and video streaming is exceeding the limits of the bandwidth that has been provided in the past. Growing crew welfare applications are increasingly important to retain qualified personnel and to attract a younger workforce.

How can ship operators and service providers incorporate new technology into their network to meet the commercial ship’s growing bandwidth demand? And more importantly, how can they achieve this within constrained operational budgets? Designed as a global overlay to the existing Intelsat network, the Intelsat EpicNG platform uses focused spot beams in key maritime routes to meet your high throughput and performance needs. EpicNG satellites provide the highest performance of any high global high-throughput satellite system. The open architecture and backward compatibility of Intelsat EpicNG provides you with improved performance over your existing hardware or the ability to customize your technology based on the application.

IntelsatOne Flex for Maritime offers a stepping stone for service providers to immediately seize the improved performance of the EpicNG platform and make it available to ship operators.
What if you could invest in technology today, knowing that it was “future-proof?”

Ship Operators

For the first time since the data was collected annually in 2009 by Futurenautics, respondents to the 2015 Maritime Satellite Communications & Applications survey stated that, “The prime driver for ship operators to fit IP satellite systems was not crew welfare, but operational efficiency.” The fact that operational efficiency gains were cited as the #1 driver for choosing a particular solution indicates that conventional thinking is really shifting towards a holistic view of vessel management rather than looking at connectivity as simply another line-item cost.

Maritime operators are discovering that VSAT service, which typically represents only 1% of a vessel’s operating costs, does in fact deliver a compelling ROI. VSAT has fundamentally shifted from a cost center to a cost saver.

While bandwidth expectations are growing, operational budgets are not. Upgrading technology imposes significant expenditures – and with technology changing rapidly, choosing the right platform is critical as it will need to support your requirements well into the future.
What if you could easily integrate HTS into your infrastructure and manage the network with no capital investment?

**Service Providers**

As more bandwidth is required in new geographic regions and less is required in others, it’s unsustainable to be locked into long-term operator contracts for coverage you aren’t using. But, securing shorter term contracts increases your price structure and erodes your margins. When you choose Intelsat, you have access to the broadest and most flexible network in the industry. If customers establish new routes or need surge capacity in certain regions, they can utilize the Intelsat network without any coverage disruption. And with our portability service, you can even take underutilized capacity from other markets and transfer it to where you need it.

What if you could serve unmet demand without increasing your cost structure or losing ownership of your customers, and provide high-quality connectivity no matter how shipping routes evolve? When your bandwidth shifts with your customers, you’ll actually get to use the capacity for which you’re paying.
Introducing IntelsatOne® Flex

Service Providers

Ensure Access to High Throughput Technology, Wherever Your Customers Travel

Does a single high-throughput satellite provide enough coverage to meet your future route needs? Is there enough capacity available for all ships in dense shipping routes? With IntelsatOne Flex for Maritime, you can offer consistent, pervasive high-capacity coverage globally. Leveraging the Intelsat EpicNG capacity as an overlay on top of the Intelsat global mobility fabric, IntelsatOne Flex for Maritime offers continuity, growth and resiliency with multiple layers of capacity in congested, high-traffic areas.

Ship Operators

Future-proof Your Technology Investments

Upgrading satellite communications is a significant expenditure, and you want to be certain your technology choice doesn’t become obsolete as next-generation capabilities are introduced. With Intelsat, your satellite service providers can be confident that their maritime satellite communications systems installed today will be able to leverage HTS technologies and ecosystem developments as they are introduced; particularly the seven high-capacity Intelsat EpicNG satellites which will complement Intelsat’s global wide beam fleet. And when the OneWeb LEO constellation comes online you can utilize terabytes of capacity to scale even further, particularly over the poles.

IntelsatOne Flex simplifies the procurement and management of HTS into the service providers’ infrastructure.
A customizable “Wholesale Mbps” service offered to Intelsat’s service providers, which uses capacity from across the Intelsat fleet, including our next generation EpicNG satellites, the IntelsatOne global ground infrastructure and the Epic-optimized iDirect Velocity™ platform, into a simplified, unified ecosystem.

Intelsat’s Mobility Portfolio Provides Freedom of Choice for Service Providers

Service Providers can incorporate HTS into their infrastructure with MHz space segment leases to optimally service high traffic density areas.

IntelsatOne Flex for Maritime service provides access to pre-defined zones with a guaranteed SLA. Intelsat manages beam selection to meet the service providers’ requirements.

IntelsatOne Flex for Maritime Enables Service Providers with:

- Enterprise-grade, wholesale Mbps service, with tiered plans to meet the Committed Information Rate (CIR) requirements
- The ability to customize, prioritize, and shape bandwidth for their end-customer market segments alleviating contention for bandwidth
- A flexible operational environment to easily scale services to meet surge requirements or geographic additions
- Quick and cost-effective expansion while retaining control over service differentiation, brand and visibility of end terminals
- Lower total cost of ownership through shared infrastructure that eliminates unnecessary bandwidth overhead by scaling the network for average versus peak demand

Multi-GHz Initial HTS Capacity and Growing

Multi-million Infrastructure & Operations Investment
Intelsat Mobility Product Suite

We structure our service offerings to give our service providers the flexibility to deliver differentiated services and create value for them and their end users. Intelsat’s industry-leading mobility services include:

**Mobility Transponder Services** – MHz space segment leases across Intelsat’s global fleet of satellites, with optimized coverage for applications on the land, at sea and in the air.

**IntelsatOne Flex for Maritime** – Wholesale Mbps service integrating Intelsat EpicNG and wide beam space segment, IntelsatOne terrestrial infrastructure and an HTS optimized platform for a simplified, unified ecosystem.

**About Intelsat**

Intelsat operates the world’s first Globalized Network, delivering high-quality, cost-effective video and broadband services anywhere in the world. Intelsat’s Globalized Network combines the world’s largest satellite backbone with terrestrial infrastructure, managed services and an open, interoperable architecture to enable customers to drive revenue and reach through a new generation of network services.

Thousands of organizations serving billions of people worldwide rely on Intelsat to provide ubiquitous broadband connectivity, multi-format video broadcasting, secure satellite communications and seamless mobility services. The end result is an entirely new world, one that allows us to envision the impossible, connect without boundaries and transform the ways in which we live.

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