

# VSAT Services for Maritime

## 3 Things You Must Consider When Choosing a VSAT Solutions Provider



Operational efficiency, personal communications and connected devices are driving the demand for connectivity at sea. Optimization of commercial operations requires the integration of global fleets with shore-based operations, the ability to meet regulatory requirements and deliver tools to enhance crew and passenger loyalty. Connectivity is increasingly important for shipowners and managers as they invest in internet of things (IoT) technology and vessel monitoring across their fleets. Owners use data from vessels to make more informed decisions on routing, machinery performance, reducing fuel costs and optimizing time in port.

Reliable high-speed connectivity has emerged as one of the critical keys for success. Advances in technology make it much easier to store, search, analyze and transmit vast amounts of data. But not all high-throughput satellite (HTS) solutions are created equal or provide the capabilities you need to provision, manage and scale connectivity services – anywhere your vessels travel.

As HTS capacity becomes more available, how can ship owners and managers integrate new technology into their network to meet the commercial ship's growing bandwidth demand? By incorporating these three essential elements into the criteria you use to select a VSAT solutions provider, you can be confident that your maritime connectivity decisions will stand the test of time.

### What are the most important things to consider when choosing a VSAT solutions provider?

#### 1 COVERAGE AND REDUNDANCY

Does a single HTS provide enough coverage to meet your future route needs? Just a few HTS and wide-beam satellites won't suffice to provide global coverage, especially in high-traffic travel routes.

Designed specifically for global maritime trade routes, FlexMaritime provides a cost-effective and highly reliable solution for ship owners and managers, without sacrificing speed and throughput even in the most densely populated shipping lanes. FlexMaritime uses HTS to deliver bandwidth density to high-traffic routes and provide greater capacity. Additional layers of Ku-band wide-beam capacity satellites further reinforce the HTS coverage for increased resiliency. Intelsat's fleet of satellites are fully integrated with our terrestrial and teleport infrastructure for guaranteed and available coverage no matter how remote the location.

Across the globe, FlexMaritime offers multiple layers of satellites, reducing or even eliminating service outages caused by vessel structures or land-based obstructions. Ship operators can also maintain connectivity, even when routes and bandwidth demand shift unexpectedly.

## 2 OPEN ARCHITECTURE & SECURITY YOU CAN TRUST

Security you can trust and an open architecture system provides control and choice to the shipping company and are designed to make adding, upgrading and swapping components possible and safe. As requirements change over time, solutions that are compatible with existing and future technologies are critical for scalability. Intelsat has tested and qualified over 30 Ku-band antennas for FlexMaritime, so new customers can readily be brought onto the network. Additionally with FlexMaritime's open architecture, ship owners and managers can take advantage of new technology advancements and satellite innovations as they become available without the need to retrofit or replace current technology.

Ask the tough question about securing your data. Intelsat remains at the forefront of cybersecurity and is the only commercial satellite operator with an independent third-party Service Organization Control 3 (SOC 3) accreditation. This ensures our global satellite and terrestrial network is protected against unauthorized access, use or modification.






## 3 ABILITY TO SCALE UPWARD AND FUTURE-PROOF YOUR INVESTMENT

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. By working with Intelsat's solutions partner you can be confident that your maritime satellite communications systems installed today will be able to leverage HTS technologies and ecosystem developments as they are introduced.

Intelsat's robust maritime solutions have been designed to support the most complex mobility applications. When you choose an Intelsat solutions partner, you can be assured your satellite network can scale to meet your demands today as well as in the future.

**Offered through our carefully selected solutions partners, FlexMaritime can be seamlessly integrated with their innovative value-added services and world-class support to create the perfect solution for their customers.**



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