

# CREATING THE WORLD'S MOST SOPHISTICATED FLOATING TOWN



Intelsat's Epic<sup>NG</sup> High Throughput Satellite (HTS) network has helped maritime operators stop thinking of satellite connectivity as a necessary expense for crew welfare, and instead seeing it as a means of fully integrating their global fleets with on-shore operations. Today's limited mindset, created by years of having only minimal satellite bandwidth via L-band, is now opening to the possibilities of using satellites to gather valuable data for the analysis that can make ship operations more efficient and increasingly able to be managed from shore-based operations centers.

The improvements in connectivity are delivering benefits across all the maritime sectors which Intelsat serves, including commercial shipping, cruise, oil and gas, superyacht, fishing and leisure, each with unique requirements and customer demands.

Marlink selected Intelsat and ST Engineering iDirect to deliver fast, high quality Intelsat Epic<sup>NG</sup> broadband connectivity to MSC Cruises' newest vessels, the MSC Meraviglia and MSC Seaside. Launched in June 2017, and December 2017, respectively, record-breaking maritime broadband service was provided to the vessels by Marlink's Sealink service powered by Intelsat's Epic<sup>NG</sup> HTS satellite network and ST Engineering iDirect's cutting-edge 9350 modems.

The predicted spikes in demand for the maiden voyages were met as guests on the most sophisticated "floating towns" in the world shared their first-hand experiences and memories on social media.

While many service providers like Marlink choose to manage their entire infrastructure, Intelsat also offers managed services, such as IntelsatOne Flex for Maritime. Flex for Maritime is a customizable "Wholesale Mbps" service offered to Intelsat's service providers, which uses capacity from across the Intelsat fleet, including our next generation Epic<sup>NG</sup> satellites, the IntelsatOne global ground infrastructure and the HTS optimized ST Engineering iDirect platform, into a simplified, unified ecosystem.

Intelsat is a strong supporter of the wholesale model, citing that it allows the service provider to differentiate and build strong, sustainable foundations for their business. Therefore, the wholesale nature of Flex for Maritime is adapted to customers who actively control, contend, commission and prioritize their customer's end-terminals.



Launched in June 2017, and December 2017, respectively, record-breaking maritime broadband service was provided to the vessels by Marlink's Sealink service powered by Intelsat's Epic<sup>NG</sup> HTS satellite network and ST Engineering iDirect's cutting-edge 9350 modems.

