



MEETING THE MOBILE CONNECTIVITY CHALLENGE

THOR 7 CATR Testing, courtesy SSL

Challenge

Telenor Satellite is a major satellite operator that covers the European, Middle Eastern and North African markets, delivering broadcast and data communications services. One of its major market segments is maritime and it offers solutions to all maritime users, from the smallest fishing boat to the largest ferry.

The operator launched its High Throughput Satellite (HTS), THOR 7 in 2015. The satellite targets the North Sea, North Atlantic, Norwegian Sea, Baltic Sea, Black Sea and the Mediterranean. Its HTS payload uses a number of high-power spot beams which deliver high performance services specifically designed for the mobility VSAT market.

In recent years, Telenor Satellite has experienced demand for bandwidth in three particular sub-segments of its maritime business: fishing, offshore/research and survey, and passenger vessels, such as cruise ships and ferries.

There has also been an exponential increase in offshore/research and survey vessels due to very high bandwidth requirements. This sector in particular requires large amounts of data and places great emphasis on real-time decision-making which, in turn, requires high availability large bandwidth services. For offshore rigs, crew welfare, health safety and the streamlining of day-to-day operations are paramount. Therefore, the combination of Telenor Satellite's THOR 7 coverage in the North Sea and a high bandwidth platform is expected to be a very attractive combination for this particular segment.

Passenger vessels have also experienced a considerable rise in growth. Telenor Satellite currently delivers services to around 100 vessels in Ka-band, which is a very significant share of the European ferry market. With passenger Internet traffic becoming more symmetrical thanks to social media and messaging services, Telenor Satellite turned to ST Engineering iDirect to enable it to meet this burgeoning market demand, which they are unable to do using their current platform.

Solution

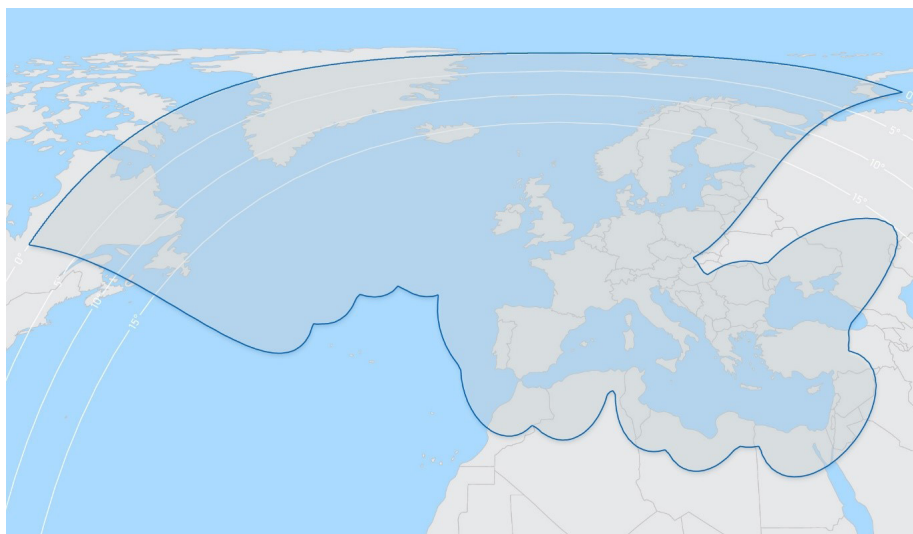
To enable Telenor Satellite to ensure a service with the highest possible throughput for maritime services on THOR 7, the Dialog® platform was selected. Its multiservice capability offers scalability and flexibility to Telenor Satellite, allowing it to build and adapt infrastructures and satellite networking as and when required by their customers on both Ku- and Ka-band. Telenor Satellite was looking for a platform that could evolve with its growing demands and that would help to future-proof its business going forward. Dialog ensures that Telenor Satellite can stay a step ahead as maritime users remain constantly connected via their mobile devices and ferry and cruise operators increasingly utilize maritime connectivity to enhance operational efficiency.

Results

The migration of its high-end vessel customers – including cruise and ferry operators in the North and Baltic seas – to Dialog will allow Telenor Satellite to deliver higher throughput and more scalable services.

The installation of Dialog will also enable the Operator to operate more efficiently and cost-effectively while addressing new verticals.

In today's era of anywhere, anytime connectivity, satellite operators are required to provide increasingly better coverage, as well as higher bandwidth, faster services. The partnership between Telenor Satellite and ST Engineering iDirect is another important milestone and will enable customers' increasing expectations to be met – and exceeded.



THOR 7 Mobility Coverage