

MARLINK EXTEND PARTNERSHIP WITH ST ENGINEERING IDIRECT



Challenge

The expectations of connectivity on land and at sea have transformed over a short period of time. We now expect to be connected literally wherever we go. Driven by a combination of passenger, crew and operational factors, it's a market that is evolving quickly, with more people running more applications for a plethora of different reasons. Service providers must be able to respond to market demands and offer flexibility at the same time.

In order to meet this increase in requirements, Marlink, the world's leading provider of end-to-end managed connectivity and IT solutions for enterprise and maritime industries, turned to ST Engineering iDirect to enable them to build an even more future-proof network for their customers on land and sea.

Solution

Marlink selected our Newtec Dialog® platform to evolve and enhance its industry-leading VSAT services for its maritime customers. The agreement, which builds on the companies' long-term cooperation in the Enterprise market, enables

Marlink to offer higher throughput services and to continue building the superior VSAT network of tomorrow for the maritime industry.

The Dialog platform is currently being deployed across all Marlink's maritime customers, including shipping and tanker companies, cruise ships, ferries, super yachts, fishing and offshore supply vessels (OSV). Leveraging the full potential of its global Sealink VSAT network, maritime customers will benefit from increased throughput, as well as IT and digital solutions to support their digital transformation.

Dialog is a multi-service VSAT platform that allows operators and service providers to build and adapt superior infrastructure and satellite networking according to their business or missions. It gives operators the power to offer a variety of mobile and fixed services on a single platform, all of which can be delivered to customers operating remotely.

Using the Dialog platform, Marlink will be able to take advantage of network virtualization by offering flexible, future-proof VSAT services to meet the needs of its customers worldwide.

Results

Marlink continues to invest in its VSAT network to meet its customers' increasing demand for global high-speed connectivity and enable them to enhance business efficiency through more flexible and cost-effective operations. With digital transformation playing a critical role in all aspects of business today, the addition of Dialog for maritime, as well as enterprise customers, enhances its maritime VSAT network and will enable Marlink to continue its high standard of service for customers around the world, both today and in the future.

