

## Inmarsat appoints IEC Telecom Group as Global Xpress® VAR for media, energy and NGO sectors

4 March 2014 - Inmarsat (LSE:ISAT.L), the leading provider of global mobile satellite communications services, today announced that its 'gold service provider' IEC Telecom Group has been appointed as the latest Global Xpress (GX) Value-Added Reseller (VAR). IEC Telecom Group, a multi-regional fixed and mobile satellite services provider with a presence in Western and Northern Europe, the Middle East and North Africa (MENA), sub-Saharan Africa and Central and South East Asia, will specifically focus on opportunities for Inmarsat's GX high-throughput satellite (HTS) services in the energy, media and NGO sectors.

"GX is truly a game-changing service. We are delighted that a company such as **IEC Telecom**, with its strong heritage as an Inmarsat Service Provider for our L-band services, has invested significantly in building their VSAT capabilities and have demonstrated that they have the technical and commercial skills set, as well as the essential infrastructure, to play an important role in driving demand for GX services. They are a very welcome addition to our growing family of VARs that will support the launch and adoption of our globally available, high-speed broadband service," said Ronald Spithout, President of Inmarsat Enterprise.

"In addition to having unique reach into critical regions of the world, **IEC Telecom** is a solutions-oriented company, possessing a wide array of technical expertise, in areas such as tracking & M2M, video and audio broadcast, VoIP and WAN optimisation, which makes them a perfect partner for GX."

**IEC Telecom Group** has specific expertise in the NGO, energy and media sectors and, as a GX VAR, will concentrate their efforts in the MENA and Central Asian regions. The company's aid and humanitarian credentials are extensive with an office in Geneva specifically to service the United Nations.

"The addition of GX to the **IEC Telecom Group** portfolio enhances and strengthens our overall satellite offering in the VSAT marketplace," said Erwan Emilian, **IEC Telecom Group's** CEO. "With GX, we are able to continue meeting our goal of providing our customers with Global Ka-band broadband connectivity backed by unmatched network reliability."

Global Xpress will be the world's first globally available Ka-band, high-speed mobile broadband satellite network. Integrated seamlessly with Inmarsat's current L-band network, Global Xpress will ensure reliable communications regardless of the location.

### About IEC Telecom Group

IEC Telecom Group is one of the leading global satellite communications providers. With Headquarters in Paris, IEC Telecom operates worldwide with offices in Dubai, Abu Dhabi, UK, Norway, Kazakhstan, Afghanistan, Singapore and Sweden.

Historically a provider of mobile satellite communications, the Group recently developed its portfolio and is now fully accredited to provide fixed communications based on KA-Band VSAT. Thanks to considerable experience in the satellite market and strong technical expertise, the Group has become an international integrator of the major satellite network operators (Inmarsat, Thuraya, Iridium, Yahsat, Eutelsat).

Providing satellite communications, hardware and services IEC Telecom Group has also developed a wide range of value-added services and solutions aimed at optimizing R.O.I. of the telecommunications.

Since its creation in 1995, the Group has benefited from positive and stable growth and is now a strategic provider for many customers around the world.

More on our website [www.iec-telecom.com](http://www.iec-telecom.com)

### Contact

[marketing@iec-telecom.com](mailto:marketing@iec-telecom.com)

### About Inmarsat

Inmarsat plc is the leading provider of global mobile satellite communications services. Since 1979, Inmarsat has been providing reliable voice and high-speed data communications to governments, enterprises and other organizations, with a range of services that can be used on land, at sea or in the air. Inmarsat employs around 1,600 staff in more than 60 locations around the world, with a presence in the major ports and centres of commerce on every continent. Inmarsat is listed on the London Stock Exchange (LSE:ISAT.L). For more information, please visit [www.inmarsat.com](http://www.inmarsat.com).

The Inmarsat press release [newsfeed](#) is on Twitter @Inmarsatnews and corporate updates are on @Inmarsat\_plc

### For Further Information

Jonathan Sinnatt

Head of Corporate Communications

+44 (0)20 7728 1935

[jonathan.sinnatt@inmarsat.com](mailto:jonathan.sinnatt@inmarsat.com)