

## GLOBAL SATELLITE COMMUNICATION PROVIDERS ANNOUNCE DISTRIBUTION AGREEMENT

### IEC Telecom Group and Paradigm Communications sign distribution agreement for Global Xpress® Land Terminals

**IBC, Amsterdam, Netherlands – September 15, 2014** – Paradigm Communications and [IEC Telecom Group](#) announce the signing of a distribution agreement for IEC Telecom to distribute Paradigm’s range of fixed and transportable Global Xpress (GX) Connect land terminals from August 2014. The Connect land terminals complement [IEC Telecom](#)’s existing product portfolio as one of the world’s leading service providers of mobile and fixed satellite communications. In turn, this partnership serves to strengthen Paradigm’s distribution and reach within the Asian and European markets for this innovative range of terminals.

As an approved Launch Terminal and Integration Partner with Inmarsat, Paradigm is committed to working with [IEC Telecom](#) to meet end-user requirements in varied and often demanding operating conditions.

[IEC Telecom Group](#) has headquarters in Paris and offices throughout Europe and Asia and is fully accredited to provide fixed communications and VSAT using Global Xpress. The Group has extensive experience in the satellite market with a strong technical expertise and is a strategic provider for customers worldwide.

Inmarsat is the leading provider of global mobile satellite communication services and the first satellite (Inmarsat-5 F1) in their game-changing GX constellation entered service in July 2014. The fleet of three GX satellites, scheduled to be fully deployed in early 2015, will create the world’s first globally available Ka-band, mobile high-speed broadband satellite network, providing high-throughput services on land, at sea and in the air.

The Connect terminal range provides high bandwidth and is designed for enterprise and government users, ranging from civil government and defence forces to banking and finance, and NGOs. The Connect terminal installation is straightforward and is even further enabled by the powerful features of the Paradigm Interface Module (PIM), which can also be easily paired with other GX-compliant Ka-band antenna systems.

“We are delighted to have been selected by [IEC Telecom](#) to provide our range of GX land terminals. [IEC Telecom](#) will also have access to our integration services which will ensure the customized requirements and applications of their customers can be delivered,” said Ulf Sandberg, Managing Director of Paradigm Communications.

Erwan Emilian, Chief Executive Officer of [IEC Telecom](#) added: “We are very pleased to have concluded our agreement with Paradigm. Our customers are demanding higher throughput and highly reliable services in very demanding environments. Paradigm’s Connect series of GX terminals and their integration skills for customising terminals will help [IEC Telecom](#) meet and exceed our customers’ needs.”

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## For further information

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## About IEC Telecom

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)

## About Paradigm Communications

Paradigm provides optimal, innovative communication and control solutions by delivering functionality, performance, reliability, and service at a competitive price.

Paradigm is a UK-based, independent and privately owned company with Europe's largest satcom warehouse. Incorporating an extensive logistics capability, Paradigm is able to deliver extremely efficient and cost-effective global services and unique solutions, from the provision of satcom equipment and terminals to the design and installation of complete turnkey systems.

Paradigm has extensive engineering experience designing and delivering customised satellite terminals and earth stations for a wide range of industries and sectors, developing close relationships with customers, and giving valuable insight into their key requirements.

For more information, please visit [www.paracomm.co.uk](http://www.paracomm.co.uk)