



## PRESS RELEASE

### IEC Telecom enters French Fishing market

**Itechmer, 16-18 October, 2019: As the fishing industry gathers for this year's Itechmer, France's key exhibition dedicated to the fishing sector, IEC Telecom is excited to showcase its pioneering range of satellite communications solutions.**

Europe remains one of the major players on the global fishing market with more six million tonnes of total production (combined volume for fishery and aquaculture). In accordance with the recent report by the Food and Agriculture Organization of the United Nations, the EU is the planet's No. 1 consumer of seafood with 24kg per capita, followed by the United States and Japan. To satisfy the demand, while ensuring sustainable, safe and efficient operations, fishing vessels rely more and more on high-tech applications, the latest of which require stable high throughput connectivity – and this is where satcom technologies are irreplaceable.

IEC Telecom provides a wealth of satellite connectivity options to suit a range of fishing vessel types – from large fleets who spend many months at sea, to smaller boats making shorter trips. IEC Telecom is uniquely placed to provide the most cost-effective connectivity, thanks to its direct links with satellite operators such as Iridium. IEC Telecom recently completed an interconnection with Iridium Certus™ which enables it to provide its robust and reliable portfolio of maritime satellite communications solutions, across truly global Iridium coverage.

Gwenael Loheac, Managing Director IEC Telecom Europe, said: “The fishing industry has been asking us for these solutions. Unlike previous generations, millennials, who are now entering the labour market, are deeply connected to their devices. A comprehensive crew welfare program is what a fisher of the modern age is looking for and we are here to provide it.”

“This is our first voyage into the French fishing market and our intention is not to compete with existing market players, but offer something new: our unique expertise in communications, proven by more than 20 years in the satcom industry,” explained Mr Loheac.

Centre stage of IEC Telecom's display at Itechmer will be OneGate – a highly adaptive virtualized platform designed to enable digitalisation for all vessel types. Launched in March 2019 in UAE, this solution will for the first time be presented in France. For fishing vessels OneGate provides one compact device both for crew welfare and corporate needs. It comes with an e-dashboard, enabling vessel owners to remotely have full control over budget and consumption channels. OneGate segregates crew welfare from corporate network, eliminating cyber risk from mal-usage.

For more information visit IEC Telecom at Itechmer on stand E-130.



## **Notes To Editors:**

### **IEC Telecom**

IEC Telecom Group is one of the leading global providers of managed network communication solutions. Known for supplying high quality satellite-based technology to customers for more than 20 years, IEC Telecom delivers efficient end-to-end voice and data services, when and where it matters most.

Our portfolio includes a wide range of satellite products (from handset to VSAT services), solutions and value-added services. IEC Telecom's integrated approach of in-house design and engineering expertise allows us to develop truly unique solutions enabling full control over your satellite assets.

IEC Telecom is an experienced provider of services to the maritime sector, offering communications solutions for all vessel types from shipping to offshore, fishing to leisure boats. The company has 10 offices across 9 countries: Denmark, France (two offices), Kazakhstan, Norway, Singapore, Sweden, Turkey, UAE (two offices), and UK. For more information see the website: [www.iec-telecom.com](http://www.iec-telecom.com)

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