

## ADIPEC HIGHLIGHTS

**IEC Telecom alongside Thuraya, Intellian and YahClick provide ADIPEC visitors with a 'one-stop shop' for nextgen satcom solutions**

*Technology innovation creates new opportunities for the Middle East's energy sector*

**11<sup>th</sup> November 2019, Dubai, United Arab Emirates** – Leading global provider of managed network communication solutions, IEC Telecom Group along with its strategic partners – Thuraya, Intellian and Yahclick provided ADIPEC 2019 visitors with a 'one-stop shop' for all satcom enquiries to support the increasing demand for real-time communication across the Middle East's energy sector. Visitors to ADIPEC were provided with 360-degree consultations on how to deploy the latest satellite technologies to help gain the competitive edge.

*“Digital technologies are helping almost every industry rewrite its operating landscape, and the oil and gas industry can no longer remain behind. 2020 will be an important year for Middle East energy companies to accelerate their digital transformation and further adoption of new solutions can help businesses stay sustainable and competitive. According to Wood Mackenzie, the industry can save up to \$73 billion within five years in exploration and production by adopting the latest technologies,”* **commented Nabil Ben Soussia, Vice President – Maritime, IEC Telecom Group.**

BP's 2019 Energy Outlook reports the Middle East as the largest oil producing region and the second largest gas producer, with 36 percent of global oil and 20 percent of gas output. At the same time, a lot of exploration sites are based in areas where telecommunication infrastructures are often unreliable or unavailable. Moreover, the constant change in locations and the challenging site conditions mean that implementing terrestrial communications can be both costly and impractical.

Studies indicate that between now and 2025, digital transformation in the oil and gas industry could unlock approximately \$1.6 trillion of value for the industry, its customers and wider society. According to IDC, the Internet of Things will continue to grow by 81 percent to USD12.6 billion by 2021. This growth will continue to facilitate improved crew communications, online access and seamless operational performance creating new opportunities for the Middle East's energy sector.

In this backdrop and to meet changing customer needs at ADIPEC 2019, **IEC Telecom** demonstrated its latest **OneGate Energy**, designed as a land-deployed variation of its unique solution OneGate, to meet the requirements of remote units. OneGate provides access to a virtual platform to store critical applications. The solution also enables technical teams to maintain, update and upgrade on-site infrastructure remotely, saving time and money on logistics. OneGate also separates the corporate environment from staff network. Such segregation ensures that e-operations and classified data remain safe eliminating cyber



threats. OneGate addresses all major challenges of the oil and gas industry including logistics, cyber security and optimising connectivity.

IEC Telecom's strategic partners also revealed some of their latest solutions.

**Thuraya** demonstrated its latest affordable voice terminal, **Thuraya MarineStar** that was for the first time presented to the Middle East market. MarineStar provides flawless voice communications with tracking and monitoring across the world's busiest sea routes and fishing hotspots. It enables satellite calls to landlines, mobile phones and other satellite phones and can also connect to a standard analogue phone as an extension or an on-board PBX. *"Thuraya MarineStar represents a new and important chapter in Thuraya's maritime portfolio. With more than 300K small vessels expected to benefit from the service, we are looking forward to working with our distribution partners to roll out Thuraya MarineStar worldwide and benefit from strong potential demand from users for this game-changing solution," commented **Shawkat Ahmed, Chief Commercial Officer of Thuraya.***

In addition to this, Thuraya also showcased its bespoke Thuraya **VSAT+ service**, allowing users to rely on one service for all their maritime communication needs. It delivers Ku-band VSAT and Thuraya L-band services over major regional merchant shipping routes, offshore regions and coastal marine areas.

ADIPEC visitors also had the opportunity to meet with leading satellite antenna manufacturer **Intellian** and find out about the unique features of its **new NX Series antennas** and see the sophisticated new **v85NX** for the first time in Middle East. NX Series antennas make VSAT easier, faster and stronger by introducing important new features. Uniquely, all NX Series antennas can work on Ka- or Ku-band frequencies and can operate with satellites in any orbit with a simple upgrade kit. This is very significant, as it means that Middle East offshore service companies can benefit from future-proof performance on Geostationary satellite beams right now, while being ready for new services in the future.

Together with its strategic satellite broadband partner **Yahclick**, IEC Telecom also demonstrated its robust **IEC Welfare Solution**, specifically designed to provide on-demand data access for team members and third-party contractors at onshore and offshore oil and gas facilities, as well as at remote sites across other industries such as the construction one for instance.

**Samer Bazyan, VP Sales Middle East and Africa at YahClick commented:** *"IEC Welfare offers uninterrupted and cost-effective connectivity thanks to YahClick's use of the efficiencies provided by High Throughput Satellite (HTS) technologies over the Ka-Band. This is particularly relevant with the demand for satellite ka bandwidth continuing to grow year-on-year in the UAE by 10%, and for welfare by 40%."*

The digital oil field is no longer a concept, but a reality, opening new horizons for the industry. The use of next generation satellite solutions can help reduce exploration costs while improving efficiency.



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**IEC Telecom Group:**

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

Brand's 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's goal is to enable digitalization for the entire maritime industry. Our integrated approach, utilising in-house design and engineering expertise, allows us to develop truly unique solutions tailored for all vessel types from shipping to offshore, fishing to leisure boats.

IEC Telecom Group has offices across eight countries: Denmark, France, Kazakhstan, Norway, Singapore, Sweden, Turkey and UAE. For more information see the website: [www.iec-telecom.com](http://www.iec-telecom.com)

**About Thuraya Telecommunications Company:**

Thuraya, is the mobile satellite services subsidiary of Yahsat, a leading global satellite operator based in the United Arab Emirates (UAE), fully owned by Mubadala Investment Company. Established in 1997, Thuraya offers innovative communications solutions to a variety of sectors including energy, government, broadcast media, maritime, military, aerospace and humanitarian NGO.

Thuraya's superior network enables clear communications and uninterrupted coverage across two-thirds of the globe by MSS, global VSAT coverage and around the world through its unique GSM roaming capabilities. The company's diverse range of technologically advanced and dependable mobile satellite handsets and broadband devices provide ease of use, value, quality and efficiency. Through relevant partnerships, Thuraya stays ahead by delivering solutions and supporting applications that meet the rapidly transforming nature of market demands. Thuraya remains committed to keeping everyone within reach in any circumstance by making accessible the essential tools required for vital connectivity. [www.thuraya.com](http://www.thuraya.com)

**About YahClick (powered by Hughes):**

YahClick (powered by Hughes) provides commercial Ka-band satellite broadband solutions to unserved and underserved communities across the Middle East, Africa, Central and South West Asia. The venture aims to unlock the socio-economic potential of the communities it serves by bringing the benefits of digital inclusion through its cost-effective and high-performance broadband solutions.

YahClick (powered by Hughes) is a Joint Venture by Yahsat, a leading global satellite operator based in the United Arab Emirates (UAE) and wholly owned by Mubadala Investment Company, and Hughes Network Systems (HUGHES), a subsidiary of EchoStar Corporation (NASDAQ: SATS).

**About Intellian Technologies, Inc.**

Intellian is the global leader of mobile satellite communication systems for maritime, government, military and MEO/LEO sectors. Founded in 2004, Intellian is leading the way in driving innovation in the satellite communications market. The industry's top ranking companies choose Intellian's maritime satellite antenna systems to deliver connectivity when it matters most.

Intellian operates in 12 offices worldwide, including global logistics centers in Asia, the Americas, and Europe, and is supported by a network of more than 550 partners across the globe. Intellian Technologies Inc. is listed on the Korean Stock Exchange, KOSDAQ (189300:KS).

More information may be found at [www.intelliantech.com](http://www.intelliantech.com).