

## IEC Telecom Group appointed as Inmarsat global Distribution Partner for Enterprise, Media, Energy, Civil Government and Humanitarian sectors

28 April 2015 – Inmarsat (LSE:ISAT.L), the leading provider of global mobile satellite communications services, today announced that IEC Telecom Group, a Global Xpress (GX) Value-Added Reseller (VAR), has additionally been appointed as a global Distribution Partner (DP) for Inmarsat’s L-band portfolio, including BGAN, IsatHub and IsatPhone.

IEC Telecom Group is a fixed and mobile satellite distribution provider with a presence in Europe, the Middle East and North Africa (MENA), sub-Saharan Africa and Central and South East Asia.

Greg Ewert, President of Inmarsat Enterprise, said: “In addition to their reach into critical regions, IEC Telecom offers a high level of technical expertise with a solid focus on developing solutions for the services portfolio over Inmarsat’s L- and Ka-band networks.”

Erwan Emilian, IEC Telecom Group’s CEO, adds: “Our intention is to double our reseller channel by mid-2016 thanks to our very specific delivery and our focus on Inmarsat’s services. Our focus is on offering applications for tracking & M2M, video and audio broadcast, WAN optimization, video surveillance, ehealth, security, biometrics and data scan.”

“The interconnect with Inmarsat allows all our tier 1 resellers as well as our global accounts to be directly linked to Inmarsat’s global network and, as such, we will be able to improve the global Service Level Agreements (SLA), the Quality of Service (QoS). We can now offer and lower the throughput latency for some strategic users, propose the online visualization of each SIM in its beam, propose an enhanced, dedicated and individualized 24/7 support” added Erwan Emilian.

### For further information

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## About IEC Telecom Group

IEC Telecom Group integrates and delivers highly reliable mobile and fixed satellite communications solutions to businesses, public institutions and individuals all over the world.

IEC Telecom Group started voice and data Tier 1 L band distribution 20 years ago and Tier 1 Ka-band distribution 4 years ago with leading YahSat and Eutelsat KA satellites. In 2014 Inmarsat's Global Xpress, the only global Ka-band VSAT solution, was added to the portfolio. The expanded portfolio of satellite services demonstrates the Group's strength and ability in deploying advanced technologies and supporting its sales channels in adopting these revolutions. With the appointment to an Inmarsat L-band distributor, the company will focus on land-based opportunities for Inmarsat's entire L-band portfolio and Global Xpress in the energy, media, civil government and NGO sectors.

We are able to deploy tailored managed network communications services and offer a comprehensive suite of system integration, products, network services and value-added services. We believe this integrated approach of in-house design and engineering expertise provides us with a unique advantage.

This communication lifecycle & value proposition is taken to selective vertical markets including humanitarian, governmental, media, energy, enterprise and maritime.

More on our website [iec-telecom.com](http://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 and corporate updates are on [@InmarsatGlobal](https://twitter.com/InmarsatGlobal).