

V is for Virtual: IEC Telecom links with Thuraya to offer affordable digitalisation for all vessel types via a new joint solution

IEC Telecom challenges the limitations of digitalisation with its state-of-the-art connectivity solution Orion Edge V, which offers an affordable VSAT-like experience over compact hardware for smaller vessels.

20 November 2020 - Digitalised vessels have a competitive advantage when it comes to adapting to challenges and optimising business opportunities – but until now such benefits have been unavailable to smaller crafts.

Now, IEC Telecom has joined forces with Thuraya, the leading global satellite operator, to bring affordable quality satcom technology to smaller vessels that have limited onboard space with the cutting-edge Orion Edge V, which enables a VSAT-like communications experience over L-band with access to a cloud-based system offering a wide range of telecom services.

In preparation for the official launch to be held during this week's virtual OSEA2020, Jassem Nasser, Chief Strategy & Marketing Officer, Thuraya Telecommunications, said, "We are pleased to work with IEC Telecom to develop this connectivity solution which will be of significant benefit to an important marketplace. In these difficult times, flexibility is key. You need to be able to adapt quickly to business requirements with agile solutions. Orion Edge V operates using a combination of Thuraya's Orion IP broadband and the MarineStar circuit-switch voice terminals, providing a compact connectivity digital solution that can easily be transferred to another vessel if needed."

Incorporating IEC Telecom's ground-breaking OneGate system into the pre-existing Orion Edge solution has brought communications to a new level with all telecom services now available via a virtual platform. ICT managers can monitor and control the network across all vessels of their fleet remotely via a user-friendly set of dashboards. New services, including telemedicine, videoconferencing, and remote maintenance, can be added on demand via IEC Telecom's application store.

"Today we are experiencing a significantly higher demand for digital solutions in light of the new IMO regulations, which come into effect in January 2021 and require vessel operators to ensure the onboard cyber security of connected ships. I am delighted to announce that this level of virtualised digital connectivity, incorporating advanced cyber security features, is now available to smaller vessels," said Nabil Ben Soussia, CEO Asia, Middle East & CIS, IEC Telecom Group.

He added: "For small ships, such as offshore support vessels, it is important to remain within tight budgetary requirements. This agile product gives you the confidence to be in control of costs while benefiting from all that is possible through digital communications now and for years to come. To support this market, IEC



Telecom and Thuraya offer Orion Edge V with flexible tariff plans and an option of free hardware for project-based subscriptions, enabling fleet managers to get their vessel connected with zero capital investment in a short span of time. It's a win-win and we are delighted to introduce Orion Edge V during this year's virtual OSEA."

Globally, the small boats sector has evolved steadily over recent years and is forecasted to grow at 7% by 2024 to become a \$13.8 billion industry. The Asia-Pacific region has a proliferation of smaller vessels, particularly those supporting its growing offshore oil and gas sector. IEC Telecom and Thuraya have developed this advanced solution in response to the needs expressed by customers in the Asia Pacific region. Orion Edge V overcomes the challenges of going digital for smaller vessels.

Moreover, the worldwide march towards digitalisation is accelerating and has further increased pace since the Covid-19 pandemic as maritime sectors turned to digital solutions to overcome a range of logistical challenges that encompass ports, vessel surveys, supply chain matters, and crew communications. A recent study conducted by Ocean Insights revealed that 42% of businesses in the freight industry will change their supply chain strategies as a result of the pandemic with 67% regarding technology as the key to doing so.

With a digitalised world now inevitable, the digital economy has grown two and a half times faster than global GDP over the past 15 years. It is now worth \$11.5 trillion globally, equivalent to 15.5 percent of the global GDP. The global digital transformation market is predicted to grow to USD 1,009.8 billion by 2025.

Mr Ben Soussia commented: "For maritime and offshore businesses, digital connectivity represents the future, and we are pleased to announce that the future is available now!"

Ends

NOTES TO EDITORS:

Orion Edge V offers:

- Least cost routing due to its dual satellite / GSM modes
- Clearer, more reliable, communications via bandwidth optimisation provide a user experience up to 2 Mbps
- A digital dashboard for network management and data consumption monitoring
- Crew calling and data access even on small boats
- Optimised applications for emails, videoconferencing, automated file transfer, video surveillance, route planning, remote maintenance, etc
- Bandwidth prioritisation for critical vessel functions or during high-use periods
- Real-time compression to enable up to 90% reduction in traffic for regular reporting and email exchange



- Robust back-up services and advanced cyber security
- Easy to setup, remove, and reinstall
- Vessels remain reachable at all times with full visibility from shore using GPS tracking
- With no long-term commitment needed, connectivity can be assessed on a project-by-project basis

About IEC Telecom:

IEC Telecom Group is one of the leading international providers of satellite communications services. Renowned for supplying high quality satcom solutions for more than 25 years, IEC Telecom delivers efficient end-to-end voice and data services when and where it matters most.

We enable digitalisation for the maritime industry as well as remote units on land, where GSM coverage is not available.

For urban networks, we provide a powerful satellite back up to ensure the business continuity of customer enterprises.

IEC Telecom has long-standing business relationships with all the key satellite operators. As a strategic partner for Inmarsat, Iridium, Thuraya, and Yahsat, we're in the unique position to support organisations with global operations as well as offer a wide variety of plans for area-by-area use to regional customers.

IEC Telecom's integrated approach of in-house design and engineering expertise allows us to develop truly unique solutions that enable full control over customer satellite assets.

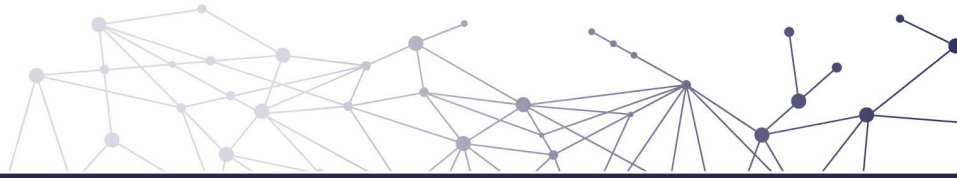
Our portfolio includes a wide range of satellite products (from handset to VSAT services), solutions, and value-added services. In addition, we offer 24/7 support for satellite-based solutions during their full lifecycle.

IEC Telecom Group has offices across eight countries: Denmark, France, Kazakhstan, Norway, Singapore, Sweden, Turkey, and UAE. 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

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