

MARLINK EXTENDS PARTNERSHIP WITH NEWTEC TO ENHANCE ITS GLOBAL VSAT NETWORK AND MEET GROWING CUSTOMER DEMAND FOR BANDWIDTH

Extended partnership will cover both Enterprise and Maritime market segments



Erik Ceuppens, CEO, Marlink Group (left) & Thomas Van den Driessche, CEO, Newtec (right)

SINT-NIKLAAS, Belgium, and OSLO, Norway – 29 May 2019 – Newtec, a specialist in the design, development and manufacture of equipment for satellite communications, and Marlink, the world’s leading provider of end-to-end managed connectivity and IT solutions for enterprise and maritime industries, have extended their partnership to future-proof Marlink’s global VSAT network.

As the confirmed Number 1 maritime VSAT provider in the industry, Marlink will adopt the Newtec Dialog® platform to evolve and enhance its industry-leading VSAT services for its maritime customers. The agreement builds on the companies’ long-term cooperation in the Enterprise market. Driven by the rising demand from its extensive customer base for higher throughput services, Marlink decided to step-up its investments by adopting the Newtec Dialog platform to continue building the superior VSAT network of tomorrow for the maritime industry.

Marlink will expand the use of the Newtec platform for all maritime customers, including shipping and tanker companies, cruise ships, ferries, super yachts, fishing and offshore supply vessels (OSV). Leveraging the full potential of its global Sealink VSAT network, maritime customers will benefit from increased throughput, as well as IT and digital solutions to support their digital transformation.

Newtec Dialog is a single-service and multiservice VSAT platform that allows operators and service providers to build and adapt high-quality infrastructure and satellite networking according to their business or missions. It gives operators the power to offer a variety of mobile and fixed services on a single platform, all of which can be delivered to customers operating remotely.



Using the Newtec Dialog platform, Marlink will be able to take advantage of network virtualisation by offering flexible, future-proof VSAT services to meet the needs of its customers worldwide.

"Enhancing our high-quality VSAT network with Newtec Dialog will enable us to build an even more future-proof network for our customers on land and at sea," said Erik Ceuppens, CEO Marlink Group. "We continue to invest in our VSAT network to meet our customers' increasing demand for global high-speed connectivity and enable them to enhance business efficiency through more flexible and cost-effective operations."

Newtec CEO Thomas Van den Driessche said: *"Digital transformation is playing a critical role in all aspects of business today and adding Newtec Dialog for maritime, as well as enterprise customers, is a logical step forward. As a pioneer in the delivery of business-critical IT, communications and digital solutions, Marlink is a managed service provider both sectors can count on. We are therefore incredibly proud that Marlink has chosen Newtec to enhance its Maritime VSAT network and continue its high standard of service for customers around the world, both today and in the future."*

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About Newtec

Newtec, www.newtec.eu, is specialized in designing, developing and manufacturing equipment and technologies for satellite communications. As a pioneer in the industry, Newtec is dedicated to creating new possibilities for the broadcast, consumer and enterprise VSAT, government, cellular backhaul and trunking and mobility, offshore and maritime markets. Our products and technologies can be applied in a wide range of single and multiservice applications from DTH broadcasting, video contribution and distribution and disaster recovery and backbones for cellular backhauling, to small and medium enterprises, SCADA and oil and gas networks, aircrafts and vessels.

Since 1985, our dedicated team of specialists has set industry standards with the most efficient, scalable and economical technology solutions. New challenges and customer needs offer opportunities to explore new boundaries. This empowers us to work even harder, helping customers to perform their best so that, together, we can make the world a safer, more informed and connected place. As a result, more than 3 billion people watch TV everyday thanks to Newtec technology.

Newtec is a European company headquartered in Sint-Niklaas, Belgium. Through additional commercial offices in Dubai (UAE), Singapore, Beijing (China), Sao Paulo (Brazil) and Stamford, CT (USA) as well as an extensive network of over 100 certified partners, Newtec can meet customer's needs worldwide.

www.newtec.eu

About Marlink Group

The Marlink Group is the world's leading provider of end-to-end managed connectivity and IT solutions. The group which includes Marlink, Telemar, Palantir, Livewire Connections and OmniAccess, provides maritime and enterprise customers with an integrated offering of reliable broadband communications and IT, digital solutions, bridge electronics, and flexible service and maintenance.



Press Release

The Marlink Group's unrivalled portfolio of multi-band communication solutions covering Ku-, Ka C, and L-band services is augmented with mobile and terrestrial links and an industry-unique range of digital solutions. With more than 1000 employees worldwide, the Group serves enterprise and maritime customers globally, including: Shipping, Offshore, Cruise & Ferry, Yachting and Fishing, as well as Mining, Oil & Gas, Utilities, Humanitarian & NGO, Media & Events.

The Marlink Group delivers solutions with unrivalled service and support through an enhanced global footprint, including a network of sales and service locations ensuring customer proximity. Our 24/7 service desk, local presence on all continents and a network of 1250 service points staffed with highly qualified service engineers support our customers globally to operate their business in an ever smarter, safer and more profitable way.

More than 70 years' experience, combined with our strong satellite network and hardware manufacturer partnerships, enables Marlink to bring the power of smart connectivity solutions to customers worldwide, helping them to digitalise their remote business operations wherever they are. The Group is led by Erik Ceuppens as CEO.

www.marlink.com