

## TELENOR SATELLITE SELECTS NEWTEC TECHNOLOGY TO MEET GROWING BANDWIDTH DEMAND

*Telenor Satellite to triple vessel VSAT throughput with Newtec Dialog® platform enabling more scalable services for cruise liners, ferries and offshore support vessels (OSVs)*



*Suiting high-end vessel customers – including cruise and ferry operators in the North and Baltic seas.*

**OSLO, Norway, 02 May 2019** – Telenor Satellite aims to satisfy rising demand from its customers for higher throughput maritime services on its THOR 7 Ka-band High Throughput Satellite (HTS) with a new collaboration with Newtec on its [Newtec Dialog®](#) platform. [Newtec](#) is a leader in the design, development and manufacture of equipment for satellite communications.

Telenor Satellite will use the platform for high end users such as Ferry, Cruise and OSVs where it will be able to fully exploit the potential of THOR 7 and deliver a service that far exceeds what it is possible to deliver today using existing hub-based technology. Newtec Dialog also opens up the possibility of using THOR 7 in new verticals not presently using hub-based technology for service delivery.

Launched in 2015, THOR 7 targets the North Sea, North Atlantic/Norwegian Sea, Baltic Sea, Black Sea, Caspian Sea, Red Sea, the Persian Gulf and the Mediterranean Sea. Its HTS payload uses high power spot beams making it ideally suited for the mobility VSAT market. Telenor Satellite's new [Anker](#) suite of services was also recently developed to meet growing demand for unique VSAT profiles capable of meeting any requirement.

*“Today’s maritime users wish to remain constantly connected via their mobile devices and ferry and cruise operators are utilizing maritime connectivity more and more to enhance operational efficiency,” said **Jan Hetland, Director, Data Services, at Telenor Satellite.** “Consequently, demand for throughput on vessels is increasing exponentially. As a leading Ku- and Ka-Band satellite operator and managed services provider, we are committed to meeting that demand and ensuring our service delivers the highest possible throughput. This Newtec Dialog platform will enable us to achieve that goal.”*

Newtec Dialog is a single-service and multiservice VSAT platform which brings scalability and flexibility to operators and service providers, allowing them to build and adapt infrastructures and satellite networking as and when required by their customers.

**Andrew Faiola, Head of Mobility at Newtec,** said: *“In today’s era of anywhere, anytime connectivity, satellite operators are being required to provide increasingly better coverage, as well as higher bandwidth and faster services. Our work with Telenor Satellite is another important milestone for Newtec and we are confident the installation of our Newtec Dialog multiservice platform will ensure it continues to deliver on its customers’ expectations.”*

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### About Telenor Satellite

Telenor Satellite, [www.telenorsat.com](http://www.telenorsat.com), is a premium wholesale provider across three divisions; Broadcast, Occasional Use Broadcast and Data Services. We work with the industry’s leading antenna suppliers for land and sea services, the biggest direct-to-home (DTH) providers across the Nordics and Central Eastern Europe for broadcast TV and all of the world’s largest broadcasters for video services. Telenor serves over 18 million homes, nearly 1,300 vessels, 600 land terminals and deliver services to more than 400 broadcasters.

### About Newtec

Newtec, [www.newtec.eu](http://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 every day 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.