

## NEWTEC POWERS MILANO TELEPORT'S MARITIME OFFERINGS

The Newtec Dialog® multiservice platform is enhancing Milano Teleport's service for yachts and cruise liners



**MILAN, ITALY, and SINT-NIKLAAS, Belgium, August 6, 2018.** [Newtec](#) – a specialist in designing, developing and manufacturing equipment and technologies for satellite communications – today announced its [Newtec Dialog® multiservice platform](#) is being used by global telecommunications provider Milano Teleport to enrich its services for the maritime market.

Targeting namely yachts (via the “Orbis Yacht” brand) and cruise liners (with “iSeaglobal”) which both require very high-bandwidth connectivity, especially now during the height of the maritime season for yachts in the Middle East. Milano Teleport is mainly using two types of Newtec modems depending on the throughput required – Newtec’s MDM33xx and the MDM5000 Satellite Modem series. A number of vessels are already in service, with Milano Teleport seeing significantly reduced Operational Expenditure (OpEx) as a result of the Newtec Dialog hub located at its teleport in Italy.

*“As a globally recognized telecommunications and Internet provider, remaining customer-centric and meeting the specific needs of each market we operate in is at the top of our agenda,” said Luca Massaro, Chief Technology Officer at Milano Teleport. “We chose Newtec Dialog due to the capabilities it brings to our maritime portfolio such as very high data rates and increased efficiency which enables us to serve our most demanding customers very cost-effectively. Thanks to Newtec’s modems and its Mx-DMA® bandwidth allocation technology, we can deliver improved bandwidth utilization with the highest level of efficiency to ensure our customers continuously enjoy on-board connectivity at all times.”*

Newtec Dialog features the award-winning return link technology [Mx-DMA](#), which delivers the efficiency of SCPC with the dynamic bandwidth allocation of MF-TDMA. This enables the operator to expand customers’ capacity as and when required, ensuring best-cost performance, bandwidth efficiency and reliability of services. The platform combines this with sophisticated mobility functionality including unique flexibility to manage beam switching in a global network.

Milano Teleport is also taking advantage of the multiservice capability Newtec Dialog brings. In addition to offering maritime services over the infrastructure, it is using the same Newtec Dialog hub to deliver broadband connectivity services in Africa. Newtec’s certified business partner Diem Technologies was also involved in the project, especially in the project planning phase and to support the distribution.

“Operating mobility and fixed services on a single Newtec Dialog platform reduces both OpEx and Capital Expenditure (CapEx) without compromises for Milano Teleport,” said **Jo De Loor, VP Market Development at Newtec**. “As users’ needs evolve, Newtec’s modems provide Milano Teleport with the efficiency, throughput and flexibility to optimally serve end-users with a touch of a button, positioning the provider to meet the demand for reliable, high-speed connectivity quickly and cost-effectively in maritime and fixed markets.”

- ENDS -

### Your Contacts

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## MEET US AT IBC, SEPTEMBER 14 - 18



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### Supporting Graphical Material

- High resolution photo of Luca Massaro, CTO at Milano Teleport  
[https://www.newtec.eu/frontend/files/userfiles/images/news%20and%20press/Luca-Massaro-CTO-MilanoTeleport\\_Newtec-PressRelease.jpg](https://www.newtec.eu/frontend/files/userfiles/images/news%20and%20press/Luca-Massaro-CTO-MilanoTeleport_Newtec-PressRelease.jpg)
- High resolution photo of Jo De Loor, VP Market Development at Newtec  
<https://www.newtec.eu/frontend/files/userfiles/images/photo%20Newtec%20team%20members/Jo%20De%20Loor.jpg>



### 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 and defense, 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.

### About Milano Teleport

Milano Teleport, [www.milanoteleport.com](http://www.milanoteleport.com), is a globally recognized, telecommunications and Internet provider specializing in VSAT via Ku, C, Ka-Band satellites and 4G. Within its three brands - Milano Teleport, iSeaglobal, and Orbis Yacht - Milano Teleport offers a suite of premium telecommunication solutions to keep customers continuously connected - at all times, from anywhere in the world.

Its customer-centric mindset allows Milano Teleport to create a custom communications/data solution to support all unique needs. Milano Teleport uses detailed surveys to fully understand client's requirements so its team of experienced engineers can design the best system using the most robust technologies and its global support network. Whether customers need onsite or offsite solutions in highly-developed areas or remote locations, Milano Teleport connects them!

The Milano Teleport's wide range of services includes feasibility studies, system integration, remote survey, project design, bandwidth brokerage, service activation and management. Since superior service is paramount at Milano Teleport, customer also receives full maintenance backed by 24/7 support.

The 20+ years of experience guarantee the highest quality, efficiency, security, flexibility and, most importantly, customer satisfaction.

### **About Diem Technologies**

Diem Technologies, [www.diemtech.com](http://www.diemtech.com), was founded in 2000 on the basis of the experience gathered in the digital satellite broadcast market. Today it is a well-established and steadily growing company in the International market offering "state-of-the-art" solutions.

Diem Technologies' mission is to develop long-term business relationships with its customers and partners, by delivering reliable and innovative systems, together with professional engineering and technical consultancy.

For almost a decade, we have delivered products that have added both, technical and commercial value to a diverse range of customers in mission critical applications. Diem Technologies' customers include major corporate and government organizations as well as international companies in Europe and other continents.

Our Diem Technologies facilities in Europe are expressly dedicated to supporting the evolving needs of this loyal customer base, many of whom have selected us as their preferred business partner.