

NSSL celebrates promotion to Inmarsat Distribution Partner status

London, March 30th – NSSL, the global satellite communications provider, is celebrating following confirmation that it has been granted the much coveted status of Distribution Partner by Inmarsat, the world's largest MSS operator. Following a thorough review of NSSL's capabilities and business plans, Inmarsat appointed the company as a distribution partner for its BGAN and FleetBroadband services, effective from 15th April 2009.

Having a direct relationship with Inmarsat means that NSSL will be able to respond more rapidly to changing customer requirements. NSSL will now be able to introduce greater creativity and flexibility, offering customers a variety of tailored airtime pricing packages. On the technical front, having a direct connection into the Inmarsat network from its Point-of-Presence (POP) in London, UK, means that NSSL is able to bring a range of Value Added Services to market, as well as bespoke solutions specifically designed around the customer's application and networking requirements.

The new deal covers both Inmarsat's BGAN (492/492kbps land mobile broadband) and FleetBroadband (432/432kbps maritime broadband) services, which, when coupled with NSSL's Tier-1 distribution status for BGAN and FleetBroadband hardware and world-class customer support, maintenance and integration services, means that NSSL customers can now enjoy a truly end-to-end service on land and at sea.

Bob Chewter, Managing Director of NSSL said: "For the last 40 years we have been investing in our business and developing our range of services. We have certainly come a long way from originally supplying VHF radio communication equipment to the maritime industry! This is a significant milestone in our growth into new sectors and the expansion of our range of services. We look forward to a long and successful partnership with Inmarsat that builds on years of close co-operation."

Perry Melton, Chief Operating Officer, Inmarsat said "NSSL's experience of delivering Inmarsat services, together with their end-to-end managed capability and a strong engineering team, makes them an exciting new distribution partner for our BGAN and FleetBroadband services.

"NSSL will help Inmarsat further penetrate our existing key markets and secure new opportunities in new markets; from promoting Fleet Broadband in the mega yacht sector, to growing our BGAN business in the logistics, security and finance industries. We are delighted to welcome them as one of our newest distribution partners."

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Notes for editors

About NSSL

Established in 1969, NSSL Ltd is an independent service provider for satellite communications solutions. With a wide range of services and extensive experience of systems integration, network management and application development, our focus is on providing communication and IT solutions to the maritime, government, energy, media, finance and corporate sectors. NSSL is based in the UK and has a network of engineers and service agents worldwide to provide in country support to its global customer base.

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