

HISPASAT expands the agreement with SYNTELIX to offer satellite connectivity to the maritime sector in the Mediterranean and Latin America

- The two companies are renewing and expanding the satellite capacity agreement until 2022 in order to consolidate the maritime segment in these regions.
- The agreement also includes a joint action plan to develop maritime connectivity service distribution channels in Latin America.

MADRID, 2 July 2020. HISPASAT, the Spanish telecommunications satellite operator, and Syntelix, a satellite telecommunication solutions provider, specialising in remote environments and mobility settings, have extended their agreement until 2022 to strengthen their growth in the European and American maritime market.

The agreement allows Syntelix to expand its multiregional capacity over the American coverage of the H30W-6 satellite, located in the 30º West orbital position, in order to attend to the growing demand in the region, principally coming from the fishing and coastal merchant sector (freight ferries) that operates throughout the Southern Cone, as well as yachts that sail in the Caribbean and the Mediterranean.

The agreement also reinforces the cooperation between the two companies by implementing a shared action plan in order to build and develop specialised distribution channels in maritime connectivity services in several countries in Latin America, including Argentina, Peru, Paraguay, and Chile, among others.

HISPASAT and Syntelix provide comprehensive end-to-end connectivity services to all types of boats: yachts, fishing boats, cruise ships, merchant and passenger ferries, and river transport boats, all segments with high potential for growth due to their emerging and unstoppable digitalisation. Thanks to this satellite connectivity, the crews and passengers on these boats can access the Internet, be in contact with their families, and enjoy TV and onboard entertainment services, while the solution also reinforces emergency, security and corporate services communications to optimise fleet management.

Diego Lopez, the Strategic Sales Manager at HISPASAT, has ensured that “the mobility market, and in particular the maritime sector, will continue growing at a good pace in upcoming years, and is undoubtedly a priority market for Hispasat. Collaboration agreements like the one we are renewing and expanding with Syntelix are essential in order to offer high-quality communications services in our areas of coverage”.

On behalf of Syntelix, Carlos Derqui, the company’s co-founder and CEO, added that “we have been partners with Hispasat for seven years during which we have provided continual and efficient growth, serving hundreds different types of boats. We have an exciting journey together ahead of us”.

About Syntelix

Headquartered in Spain, with Latin American branch in Panama, and a commercial network in the main international markets, Syntelix is a niche satellite service provider. It brings global satellite communications solutions to business and organizations with communication needs in mobility, remote and critical environments. Operating in more than 15 countries and serving a 200+ fleet in all maritime regions under the brand USAIL, Syntelix also provides consulting and engineering services.

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Acerca de HISPASAT

HISPASAT, Red Eléctrica Group's communications satellite operator, is a world leader in content distribution in Spanish and Portuguese speaking countries and its satellite fleet is used by important direct-to-home television (DTH) and high-definition television (HDTV) digital platforms. HISPASAT also provides satellite broadband and connectivity services, which include broadband access, mobility and backhaul networks, in addition to other added value solutions for governments, companies and telecommunication operators in America, Europe and North Africa. HISPASAT –which is comprised of companies that have a presence in Spain as well as in Latin America, where its Brazilian affiliate HISPAMAR is based– is one of the world's largest companies in its sector in terms of revenue, and the main communications bridge between Europe and the Americas.

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