

## Syntelix chooses Hispasat to bring its USAIL<sup>®</sup> maritime connectivity solution to America

- This unique, high-capacity maritime connectivity solution allows clients to enjoy maximum flexibility and efficiency.
- Hispasat, which boasts ideal coverage for this type of service in regions like the American and Caribbean coasts, strengthens its presence in the maritime connectivity sphere, one of the segments with the greatest growth potential in the spatial telecommunications sector.

**MADRID, 10 September 2019.** Syntelix, the satellite telecommunications solutions provider, specialised in remote environments and mobility communications, has chosen Hispasat, the Spanish satellite telecommunications operator, to bring its connectivity solutions to the American maritime market.

Demand in the maritime connectivity market is defined by accentuated peaks and seasonal variation. Hispasat and Syntelix have therefore developed USAIL<sup>®</sup>, the most efficient and flexible on-demand VSAT connectivity offer on the market. This proposal boasts highly innovative services in this region which are backed by more than three years of sustained growth in Europe. Thanks to this agreement, the companies are now rolling out USAIL<sup>®</sup> on the American maritime market to service fishing fleets, ferries that navigate the Florida Keys, the Caribbean, the Gulf of Mexico and the Pacific coast of Latin America, as well as the merchant marine operating routes in this region.

The opening of Hispasat's hub in Bogotá with the latest generation iDirect technology, the most commonly used technology in the maritime sector, together with the hub located in Arganda del Rey (Madrid), will enable the company to provide fully transparent services to its clients on both sides of the Atlantic from the coverage in the 30<sup>º</sup> West position.

Syntelix, which already provides solutions in America for the oil & gas, mining and corporate markets, is now expanding its portfolio in the region to include the maritime sector. Its on-board services include communications to monitor vessels, including security and rescue ships; as well as solutions that aim to improve the crew's well-being and systems intended to promote digitalisation and business intelligence on the high seas.

According to José Antonio Guerra, Head of HISPASAT's Commercial Office "the collaboration with Syntelix has been essential for Hispasat's growth in the maritime sector. Since it was first launched, the USAIL<sup>®</sup> brand has been an example of an innovative business model and we are convinced that we will have great success on the American market".

Carlos Derqui, co-founder and CEO of Syntelix, added that "the expansion of our proposal to the American market from the 30<sup>º</sup> West position and the rapid recorded growth serve as confirmation for the strategic partnership developed by both companies over the last few years and an example of why Hispasat's fleet is perfect to meet the demand at sea".

The maritime sector is one of the main drivers for growth in the satellite market in upcoming years for operators and service providers. Satellites are the ideal option to offer connectivity in the sea where it is impossible to roll out terrestrial infrastructures. The demand for connectivity in this market is expected to grow ten-fold in upcoming years<sup>1</sup>. In fact, it is estimated that the number of antennas on ships will practically double by 2023, from 24,500 today to 45,000 within four years. HISPASAT's fleet features optimised coverage in the Ku band to offer efficient, high-quality services available in the Mediterranean, Canary Islands, north-western rim of Africa, the Caribbean, the coast of Chile and other areas in the Pacific.

#### About Syntelix

With headquarters in Vigo, an office in Barcelona and a commercial network in the main international sites, Syntelix, a fully Spanish-owned company, is a niche provider dedicated to professional satellite communications. The company offers expert satellite solutions to companies and organisations with communication needs in mobility sectors, remote areas and in critical operations. With operations in more 15 countries and a fleet servicing all maritime regions, Syntelix provides consulting, engineering and operations services.

#### About HISPASAT

HISPASAT is comprised of companies that have a presence in Spain as well as in Latin America, where its Brazilian affiliate HISPAMAR is based. HISPASAT 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 the backhaul networks, in addition to other added value solutions for governments, companies and telecommunication operators in America, Europe and North Africa. HISPASAT 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.

#### Press contact:

Víctor Inchausti – tel. +34 91 710 25 40 – [vinchausti@hispasat.es](mailto:vinchausti@hispasat.es) / [comunicacion@hispasat.es](mailto:comunicacion@hispasat.es)

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<sup>1</sup> Source: Euroconsult, 2018.