Thrane & Thrane New agreement set to revolutionise the maritime broadband market

290 SAILOR 900 VSAT systems for Ericsson give new satcoms solution a head-start

Thrane & Thrane has signed an agreement with Ericsson for the delivery of at least 290 units of the new SAILOR 900 VSAT. First announced to the NASDAQ OMX stock exchange in Copenhagen on December 20, 2011, the agreement represents the largest single maritime VSAT order ever, with a contract value of at least DKK 60 million and the inclusion of global service, support and training. The majority of the delivery will take place over the next 12 months with a service agreement lasting the next seven years.

For Thrane & Thrane the order marks a technological and commercial breakthrough in the maritime VSAT market. The newly developed SAILOR 900 VSAT sets a new standard for communications at sea with a number of innovative features and usage possibilities.

“Our strong technology platform gives us a significant competitive advantage in terms of reliability, quality and functionality. These factors have made us leaders in other market segments and we intend to leverage them to increase our share of the VSAT market to a significant level over the next few years,” says Walther Thygesen, CEO of Thrane & Thrane.

Complex procurement, installation and operation has until now been a limiting factor to the wider adoption of maritime VSAT. Furthermore, many different satellite operators provide broadband connections based on Ku-band, which has to some extent limited the deployment of VSAT because of the great demands made on the interaction between modem, network and antenna.

The innovative technology of Thrane & Thrane’s SAILOR 900 VSAT solves several of these problems. The system dispenses with troublesome and time-consuming testing, balancing and configuration of satellite antennas on board vessels, as Thrane & Thrane performs such necessary processes prior to delivery. That makes the system fast and simple to install, and also more reliable. In addition, the SAILOR 900 VSAT is compatible with all Ku-band satellite systems globally.

Casper Jensen, VP Maritime Business Unit, Thrane & Thrane, says: “We listened to shipping companies and other stakeholders, and developed unique new testing regimes during development of SAILOR 900 VSAT. This has resulted in a maritime broadband solution that will support the growth of Ku-band VSAT in the shipping and offshore industries, and we’re delighted that global players like Ericsson have already signalled confidence in the benefits that SAILOR 900 VSAT brings to both installation and operation.”