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Feb 16, 2017 11:48 GMT

Marlink: Marlink and PETSE extend partnership to provide VSAT services in Saudi Arabia

Second Terralink HUB chosen to enable significant new satellite capacity and service development

Oslo/Paris/Dubai, 16 February 2017 – Petroleum & Energy Services company (PETSE) and Marlink have this week signed a new five-year agreement for supply of a second Terralink HUB communications service concept with associated satellite airtime. The new agreement expands further the comprehensive range of VSAT communication services in the Kingdom of

Saudi Arabia introduced through a similar deal signed in 2015, and will additionally support PETSE's ambition to establish dedicated M2M services in the region.

A licensed VSAT services provider, Industrial Distributor and Oilfield Service Contractor in the Kingdom, PETSE will now have an even stronger presence as a full VSAT service provider, enabling high levels of IP connectivity with support from Marlink on the Terralink HUB platform.

Following this additional HUB acquisition and airtime contract, PETSE ensures its ability to meet the capacity requirements of its existing and future customer base while optimising its own performance and organisation. The company will establish its second HUB in Riyadh, interconnected to the Saudi terrestrial network/internet, strengthening its field service organisation and tier 1 helpdesk facility.

Using Terralink HUBs at its premises in Al Khobar with focus on Oil & Gas industry customers and soon in Riyadh with government users as the primary market, PETSE will deliver a wide range of VSAT services for diverse customers. Support for both HUBs is provided by a dedicated Marlink Service Manager, with network management and configuration controlled and monitored by the Marlink Network Operations Centre (NOC). Flexibility is a vital aspect of Marlink's delivery, which is designed to accommodate growth in PETSE's VSAT business and market demand for bandwidth.

"Marlink is a stable partner committed to supporting and expanding our VSAT capability with expertise across the service spectrum. By extending our agreement with Marlink, PETSE can continue providing vital communication services that ensure our customers can connect to the Internet reliably and cost-effectively," said Dr Adel, President PETSE.

"Terralink HUB has enabled PETSE to support diverse VSAT users in the Kingdom of Saudi Arabia and we are keen to help them expand further by providing more satellite capacity, technology and business support. PETSE is providing stable connectivity services and this new agreement will secure their ability to deliver innovative, available communications to a growing customer base," said Danny Côté, President Enterprise, Marlink.

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About Marlink

Marlink is the pioneer of business critical communication solutions for customers operating in remote environments. With 600 employees and 27 offices worldwide, the company is the largest technology-independent satellite communication and digital solutions provider serving the maritime and enterprise markets. Marlink's multi-band communication services covering Ku, Ka, C and L-band extended with mobile and terrestrial links, enable over 200,000 customers to operate in an ever smarter, safer and more profitable way.

With over 75 years' experience in developing innovative business critical communication solutions, Marlink's strategy is to deliver the benefits of a digital and connected world to its customers' remote operations. Today Marlink is the leading maritime communication and VSAT operator in the world. Marlink leverages strong partnerships with all major satellite network operators to deliver communication solutions direct to the customer and via an unrivalled network of service provider partners.

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