MARLINK

Connect smarter. Anywhere.



M2M SATELLITE COMMUNICATION SOLUTIONS

The growing demand for monitoring and remote management of connected devices opens up a whole new world of machine-to-machine (M2M) ecosystems that enhance business agility and efficiency.

As a trusted world leader in satellite communications and hybrid network solutions, Marlink offers superior connectivity that provides the quality, reliability, and flexibility to operate M2M applications on a global scale.

We support companies to improve existing operational processes and exploit new business opportunities in challenging environments.



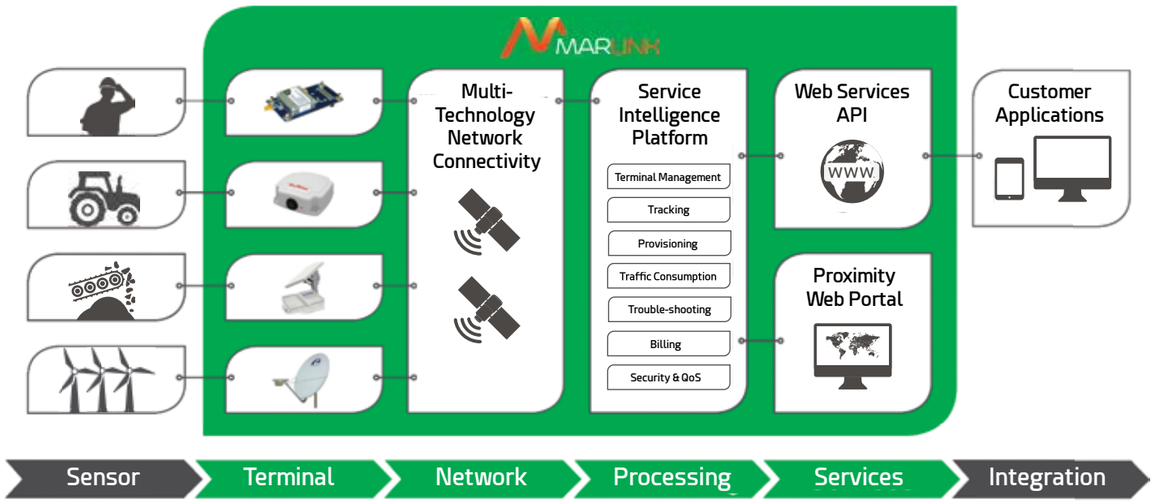




Tailored M2M solutions to help you manage your field operations efficiently: enhancing your data collection and remote monitoring through easily deployed equipment and secure, reliable connectivity services.

M2M Portfolio

Marlink's agnostic M2M portfolio is designed to deliver tailored M2M connectivity & management solutions that help you improve operational performance and profitability. We interconnect your M2M devices that are operating beyond terrestrial coverage with hybrid satellite networks. We secure your data transmissions and provide innovative managed solutions to increase your automation processes and enhance the management of your remote operations.
Our extensive M2M ecosystem offers you a One-Stop Shop to meet every aspect of your business requirements.



Marlink provides extensive end-to-end M2M solutions: M2M terminals for data gathering and transmission, multi-technology network connectivity for data routing towards Marlink's M2M Service Intelligence Platform for data processing and network management, M2M monitoring and management via Proximity Web Portal & Web Services API.

Empower Your M2M Operations

With over 75 years' experience in developing innovative business-critical communication solutions, Marlink provides resilient hybrid satellite and terrestrial connectivity solutions to ensure the integrity of your mobile and fixed M2M communications. Marlink delivers real-time, always-on, reliable, and secure connectivity that makes it possible to run M2M applications on a truly global scale – whether it is in the most remote areas or in harsh, challenging environments.

KEY BENEFITS FOR EFFICIENT M2M OPERATIONS

- Global coverage through partnerships with the industry's top satellite and terrestrial network operators, hardware and technology suppliers
- Broadest portfolio of multi-technology satellite networks: C-, Ku-, Ka-, and L-band
- Hybrid interconnectivity combining fixed and mobile satellite, terrestrial, cellular, and wireless radio networks (Wi-Fi, WiMAX, LTE, LoRA)
- M2M ecosystem for scalable, segment-specific solutions
- State-of-the-art management platform
- High grade Service Level Agreement (SLA)
- Expert customer support with 24/7 helpdesk and Network Operations Centre
- Global network of local Field Service Alliance partners



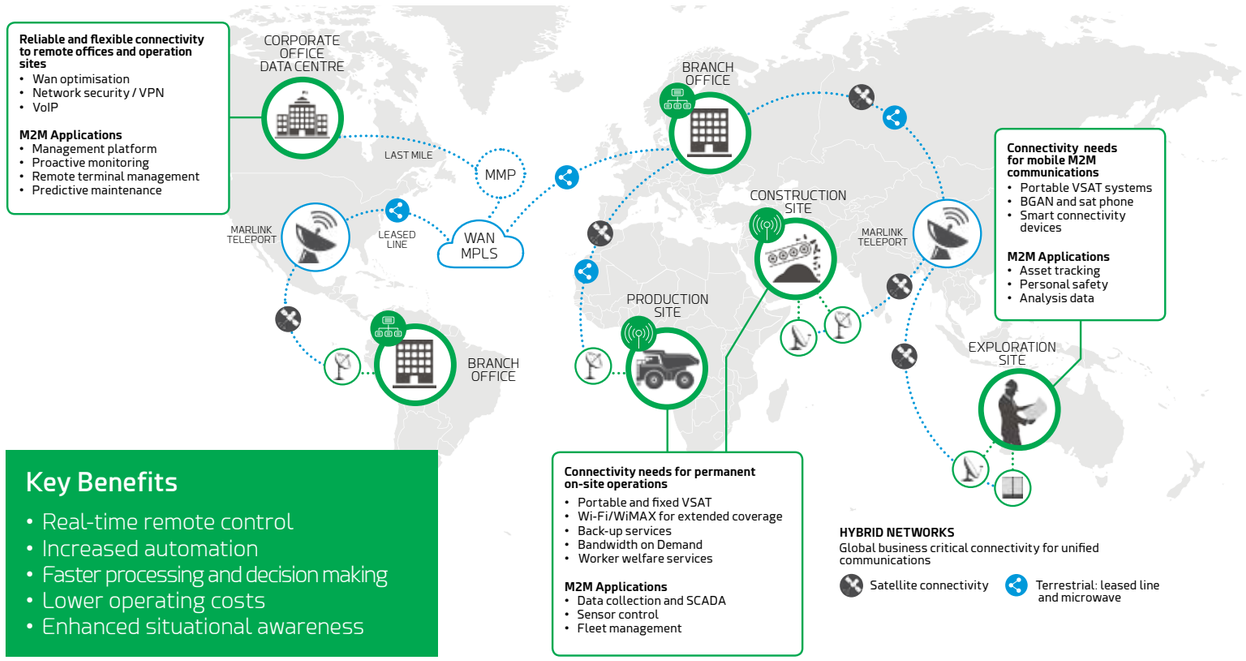
M2M Connectivity Options

We, at Marlink, understand the challenges of deploying the right M2M solution and work closely with you to select the best M2M technologies and connectivity services.

M2M SERVICES	Iridium SBD (Short Burst Data)	IsatData Pro	Thuraya M2M	BGAN M2M	Terralink M2M
					
Services	Store & Forward	Store & Forward	Standard IP	Standard IP	Standard IP
Coverage	Pole-to-Pole Global	Global	Regional (EMEA, Africa, APAC, N.America)	Global	Regional (EMEA, Africa, APAC)
Bandwidth	340 bytes/270 bytes* (send & receive)	6,400/10,000 bytes (send & receive)	5 kbps/40 kbps (send & receive)	>100 kbps (send & receive)	From 10kbps up to several Mbps
Expected monthly Volume	< 1 MB	< 1 MB	From 1 to 20 MBs	From 1 to 20 MBs	From 1 to hundreds MBs
Communication Type	Packet Data	Packet Data	TCP/IP, UDP/IP	TCP/IP, UDP/IP	TCP/IP, UDP/IP
Service Delivery	Iridium	SkyWave	Thuraya	Inmarsat	Marlink
Manufacturer	Iridium core modern; 100+Value Added Manufacturers	SkyWave	ViaSat Inc.	Hughes	Newtec
Terminal Size and Weight	3.15 x 2.96 x 0.81 cm 11.4 g (Iridium 9603)*	From 12.6 x 12.6 x 4.9 cm From 460 g to 1 kg (without battery)	17.8 x 13.0 x 4.2 cm 900 g	27.5 x 34.5 x 5.0 cm 2.8 kg (with battery)	From 0.75m antenna Ruggedized IDU (modem) Remote VSAT weight: from 10 kg
Applications	LRIT, Personal Locator Beacon, Fleet Management, Flight Following, Remote Fixed Asset Monitoring, Telemetry, non-IP SCADA	In-cab dispatch, Remote Monitoring and Communication, Electronic Document Transfer, non-IP SCADA	Industrial SCADA, Real-time Alerting & Monitoring IP, Smart Grid, Secure ATM/POS, Remote Fixed Asset Monitoring, Telemetry and Surveillance.	IP and non-IP SCADA, Smart Grid, Secure ATM/POS, Remote Fixed Asset Monitoring, Telemetry and Surveillance.	IP and non-IP SCADA, Smart Grid, Secure ATM/POS, Remote Fixed Asset Monitoring, Telemetry and Surveillance.

Global Hybrid Interconnection

Marlink digitalises your M2M operations with highly integrated multi-connectivity network solutions enabling service flexibility and bandwidth guarantee between remote sites and corporate networks. Our end-to-end managed services transform your infrastructure into a truly interconnected community that improves and simplifies the way you do business at every operational stage.

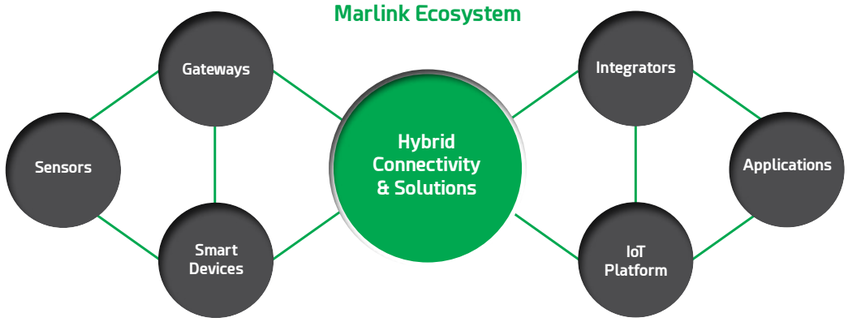


Key Benefits

- Real-time remote control
- Increased automation
- Faster processing and decision making
- Lower operating costs
- Enhanced situational awareness

Ecosystem of M2M Partners

M2M and Internet of Things (IoT) deeply transforms the way data is collected, transmitted from remote locations and analysed when received. To help overcome these challenges, Marlink is partnering with key players from the IoT industry. Our M2M ecosystem offers the right technological and business capabilities to cover the entire value chain of segment-specific M2M solutions. We serve you on a global scale across a broad range of industries including agribusiness, green energy, utilities, oil & gas, mining, Humanitarian & NGO, transportation, and more.



Our partnerships go beyond cost savings and risk management. We put our expertise and capacity for innovation at your service to explore new opportunities, create sustainable value and develop your business.

M2M Applications



AGRIBUSINESS
- Soil & humidity control
- Climate monitoring
- Harvest optimisation
- Crop monitoring



MINING
- Geotechnical monitoring
- Tailing dam monitoring
- Staff security
- Equipment surveillance



OIL & GAS
- Pipeline monitoring
- Leak detection
- Wellhead monitoring
- Flow measurement



HUMANITARIAN & NGO
- Personal safety
- Fleet management
- Geofencing
- Water tank monitoring

UTILITIES
- Predictive maintenance
- Dam monitoring
- Smart grids
- Downtime decrease



TRANSPORTATION
- Asset tracking
- Fleet Management
- Personal safety
- Geofencing



GREEN ENERGY
- Metering
- Turbine monitoring
- Distant maintenance
- Meteorological data

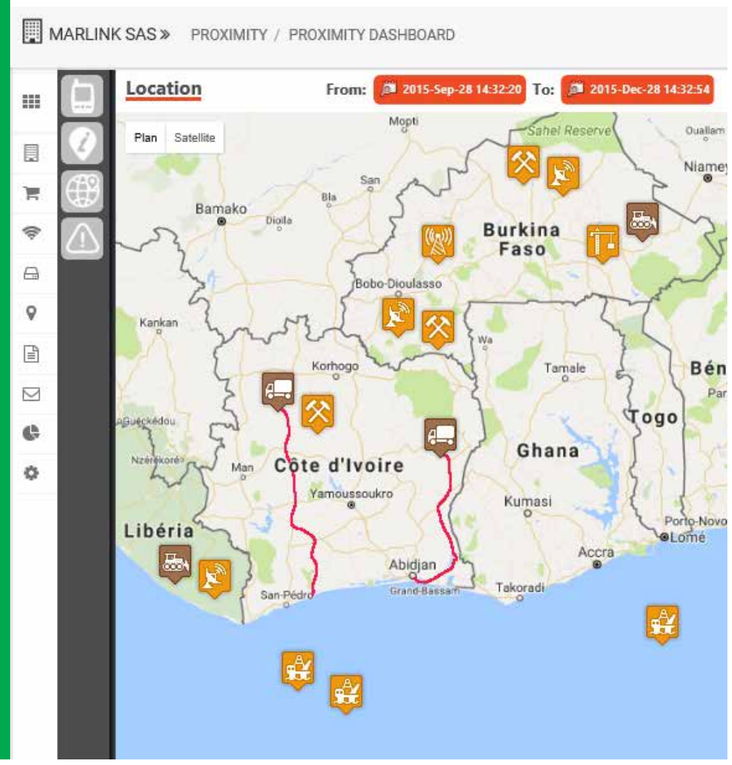


BANKING
- Remote ATM
- Distant maintenance
- Point of Sale
- Picture & video surveillance



Get More with Marlink's Digital Solutions

To help you get more from your connectivity service, Marlink offers our expertly designed M2M platform with advanced data and terminal management capabilities.



PROXIMITY

Proximity, Marlink's proprietary M2M management solution, is a unique multi-device platform that provides complete visibility and control of all your M2M and tracking terminals on a single platform.

From low data rate to high-speed IP terminals, Proximity manages all your mobile and stationary M2M devices operating in remote locations across multiple connectivity networks.

The solution provides real-time monitoring and advanced management of your remote terminals allowing you to keep operations running smoothly whilst maintaining full control of your costs.

Proximity is built on a state-of-the-art technology with a network agnostic data access in order to meet the most demanding M2M applications. Your M2M terminals are seamlessly integrated into a single Intelligence Platform to avoid separate operations of various connectivity bands.

Proximity is also available as a Web Services API which is a future-proof, multi-technology enabler for quick and seamless integration of M2M data into your existing solutions and M2M applications.

KEY FEATURES

- Web-based 24/7 access
- Real-time data at all times
- Terminal & data monitoring
- Remote terminal management
- Tracking & geofencing
- Bidirectional messaging
- Data polling & event-driven alert notifications
- Trouble-shooting
- Administration & multi-user management
- Customisable reporting and performance analysis capabilities
- Field data securely stored in redundant databases
- Mapping including Google Maps and multilayer mapping capabilities
- White labelling

Tracking & Safety

Marlink's in-house developed satellite-based tracking solutions, **Iritrack & Smalltrack**, are designed for **high protection and surveillance** of your personnel and assets when they are on mission hundreds of miles away from terrestrial coverage. Iritrack & Smalltrack feature **advanced tracking** and **security capabilities** providing maximum flexibility to follow your assets, stay in contact at all times and react in seconds to emergencies.

IRITRACK



Iritrack acts as your lifeline in critical situations with its inbuilt hands-free voice function and bidirectional text messaging capabilities.

- Instant two-way voice calls between Iritrack and Control Centre
- Silent listening calls in case of attack or accident
- Canned text messages for easy and quick communications
- Adapt Iritrack with handset, remote panic button, buzzer/ flash, and M2M capabilities

SMALLTRACK



Smalltrack is a light and compact satellite tracking system providing situational awareness to understand what is happening in the field.

- Light and compact, ideal for personnel tracking
- Operational in minutes thanks to quick configuration
- Period check-ins by using emergency call buttons to improve worker safety
- Data collection from external sensors connected to e.g. compressors and pumps

KEY BENEFITS

- Flexible tracking modes adapted to your needs
- Geofencing enabling violation alerts to know when the asset exits/enters a predefined zone
- Alarm system with manual panic buttons and automatic alarms triggered by embedded shock sensors
- Autonomous with internal battery and antennas
- Proximity management platform for instant visibility and control
- Event notifications and tracking reports are directly sent by SMS and email, and in the Proximity Web Portal



We transform your remote communities into a truly automated, interconnected world

World leader in satellite communications and hybrid network solutions, Marlink offers more choices with the most complete multi-technology satellite network portfolio.

We keep your work environment seamlessly interconnected, empowering your communications - for smarter, safer and smoother M2M operations.

- Global satellite coverage for all remote operations
- Satellite teleports in the Americas, Europe and the Asia Pacific regions
- Global MPLS Network
- Dedicated sales force and delivery team
- ISO 9001:2008 certification from sales to delivery and operations
- On-site support with our Field Service Alliance, active in 160+ countries
- Wide network of Service Provider Partners all over the world

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