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## Media Release

### **Pivotel joins Inmarsat distribution network for M2M services in the Asia-Pacific**

[Pivotel Group](#), Australia's leading provider of satellite M2M services announced today that it has been appointed by [Inmarsat](#), (LSE:ISAT.L), the leading provider of global mobile satellite communications services, as an Inmarsat Distribution Partner for M2M services. Pivotel will begin offering Inmarsat's portfolio of L-band M2M services, specifically IsatData Pro and BGAN M2M, to its customers in the Asia-Pac region.

"We are very pleased to welcome Pivotel, one of the most successful M2M service providers in the Asia-Pac region, to Inmarsat's family of distribution partners," said Ronald Spithout, President of Inmarsat Enterprise. "Pivotel's end-users will now enjoy access to Inmarsat's M2M portfolio, which features solutions for higher bandwidth requirements and unmatched reliability, backed by Inmarsat's always-on global mobile satellite network."

Pivotel has been providing satellite and cellular M2M in the region with a focus on transportation and occupational health and safety, as well as asset tracking within the mining, oil and gas and local government sectors. The company is looking to Inmarsat to help address demand for increased bandwidth and to capitalize on the significant M2M growth opportunities in the market.

"Inmarsat's ubiquity and reliability is unquestioned and they have a strong legacy and track record of success and innovation in the M2M space," said Peter Bolger, Chief Executive Officer of Pivotel Group. "The Inmarsat portfolio of M2M products and services is ideally suited to a range of segments we currently serve and opens up many more so we are excited to embark on a long and mutually beneficial relationship in the Asia-Pac region."



## **About Pivotel Group**

Pivotel Group Pty Limited is an international provider of mobile satellite services and one of four licensed Australian mobile telecommunications carriers. Pivotel Satellite Pty Limited, Australia's leading provider of mobile satellite services, is a wholly owned subsidiary of Pivotel Group and is a distribution partner for Inmarsat M2M and a reseller of other mobile satellite networks. Pivotel's innovative retail solutions are designed to deliver simple, easy to use services valued by its extensive range of government, enterprise and consumer customers across Australia, New Zealand and Indonesia. Pivotel also provides wholesale carriage services including satellite and GSM machine to machine communications and tracking services through its industry leading PulsarTM portal delivering the most extensive device ecosystem of any global satellite M2M provider.

With its head office located on the Gold Coast in Queensland, Pivotel Group is an Australian owned company currently employing over 55 staff supporting in excess of 160,000 end customer services. For more information on Pivotel and how to subscribe to their services, visit <http://www.pivotel.com.au/>

## **About Inmarsat**

Inmarsat plc is the leading provider of global mobile satellite communications services. Since 1979, Inmarsat has been providing reliable voice and high-speed data communications to governments, enterprises and other organizations, with a range of services that can be used on land, at sea or in the air. Inmarsat employs around 1,600 staff in more than 60 locations around the world, with a presence in the major ports and centres of commerce on every continent. Inmarsat is listed on the London Stock Exchange (LSE:ISAT.L). For more information, please visit [www.inmarsat.com](http://www.inmarsat.com).

## **For further information**

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