

# BEYOND ESSENTIAL

SES and Brommeland Elektronikk

## Case Study

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### Industry

Maritime & Shipping

### Location

Norway, Europe

**SES**<sup>▲</sup>  
beyond frontiers

 **BROMMELAND  
Elektronikk AS**  
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**KNS**



# Together with Brommeland Elektronikk, we provide consistent and reliable broadband connectivity previously unavailable to smaller cargo and fishing vessels at sea.

Our solution enables Brommeland to offer a connectivity service to customers that had never before considered VSAT satellite broadband services.

Strict Norwegian regulations demand that commercial fishing vessels are always able to reach and be reached by the government, making reliable broadband connectivity essential. In addition, ships without internet connectivity often encounter difficulties retaining crew, who rely on the internet to keep them in touch with their friends and family during long periods at sea. Yet installing a conventional maritime VSAT solution on fishing and cargo vessels below 5,000 gross tonnage (GT) is generally too complex and costly for small vessel owners, due to the expense of VSAT antennas.

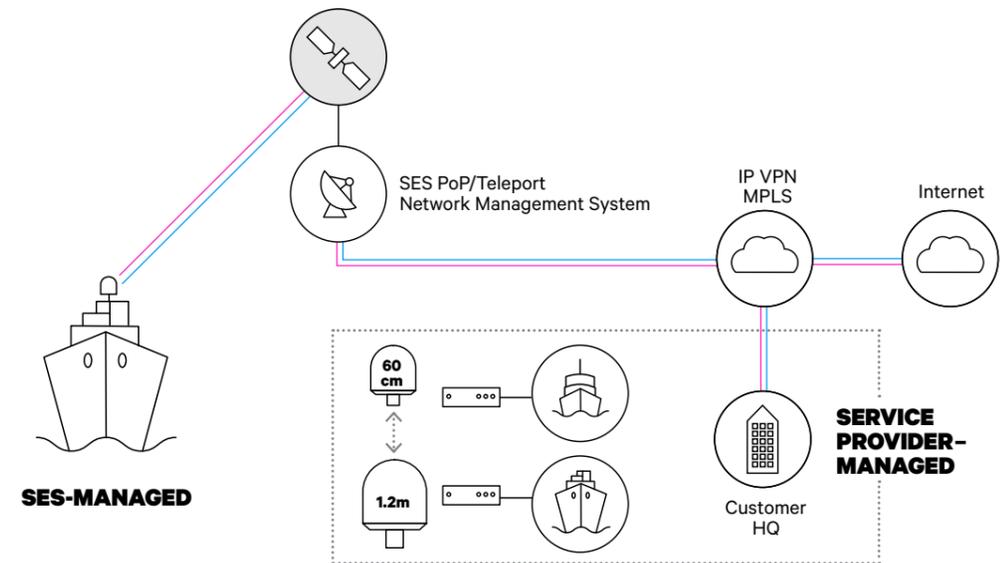
Brommeland Elektronikk's 80-year history positions the company as one of the most respected maritime electronics companies operating across Scandinavia and Northern Europe. The company uses our SES Maritime+ regional connectivity services under the GTLiteSpeed solution, distributed via our partner GTMaritime. GTMaritime has provided technology solutions and services to the maritime industry for 30 years, enabling effective communications via satellite.

Captain Bjørn Kjelby owns and operates a 24-metre commercial fishing vessel, with a beam of 7.2 metres. His crew trawls and flyshoots year round in the North Sea and Skagerrak. Kjelby owns one of 33 vessels that Brommeland has connected to our service to date, as well as cargo vessels of 2,300GT, smaller fishing vessels, and guard vessels. The service needs to support a wide range of operations, including government-mandated ship-to-shore communications, up-to-the-minute weather reports, vessel operations, communication with other boats, and keeping the crew connected and entertained while at sea.



Our partnership with Brommeland enables the delivery of consistent and reliable satellite broadband connections with speeds up to 4Mbps for internet access and ship-to-shore calls.

Our partnership with Brommeland enables the delivery of consistent and reliable satellite broadband connections with speeds up to 4Mbps for internet access and ship-to-shore calls, all at an affordable price for Kjelby and the other ship owners. This connectivity has made daily operations aboard the ship more efficient, while improving crew morale and retention. Our solution enables Brommeland to offer a connectivity service to customers that had never before considered VSAT satellite broadband services. Brommeland bundles together VSAT equipment provided by KNS with airtime on our SES Maritime+ solution under its own name. The company installs the equipment on marine vessels, and provides maintenance and customer support. It also provides training for technical personnel at the shipping companies, enabling them to commission the systems themselves and further reduce costs. And thanks to the simplicity of our solution, Brommeland can sell the package to other dealers.



“The price and simplicity of this solution are what make it so unique. It’s opened the market for maritime operators that were previously unable to consider VSAT solutions. These customers have gone from being able to only send limited text messages to enjoying internet and phone access almost all the time. It’s a level of communication at sea that they had never experienced before.”



**ALEXANDER MANIKHIN**  
Brommeland Eletronikk AS

**BROMMELAND**  
Elektronikk AS

www.brommeland.no

## **ABOUT MARITIME+ REGIONAL CONNECTIVITY**

Our solution delivers a reliable and consistent connection, up to 8 mbps, specifically for the maritime industry. Ideal for short sea commercial vessels and ships travelling on in-land waterways, including ferries, fishing vessels, cargo carriers, yachts and other leisure craft, it's available in waters throughout Europe, the Middle East and sub-Saharan Africa. Marketed via airtime providers such as GTMaritime and EPAK, the service offers a range of tailored, fixed-rate monthly packages, including options for hardware, software, installation and 24/7 support. The system uses a dedicated maritime terminal, and a satellite modem to connect on-board PCs and devices to the internet.

### **PARTNERS**



For additional information on this project,  
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### **SES HEADQUARTERS**

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