



Inmarsat services

Our portfolio of global broadband, machine-to-machine (M2M) and voice services offer different performance options to suit different operational needs and are accessed through a range of portable, fixed and vehicular terminals, which have been type approved for use over our network.

Broadband:

- > BGAN
- > BGAN HDR
- > BGAN Link
- > IsatHub
- > Global Xpress®

M2M:

- > BGAN M2M
- > IsatData Pro
- > Isat M2M

Voice:

- > IsatPhone 2
- > IsatPhone Pro
- > IsatPhone Link

Enterprise Certified Application Partner Programme

In today's highly competitive business environment successful solutions must be customer focused and market driven. With our global voice and IP data services, Inmarsat can help to increase the adoption of your innovative solutions even outside of cellular and fixed networks. By certifying your solution with us, we can help set your company apart from the competition and provide an opportunity to build strong business relationships with our existing customers and sales channels, improve customer satisfaction by delivering turnkey Inmarsat-ready solutions, resulting in you growing your business.

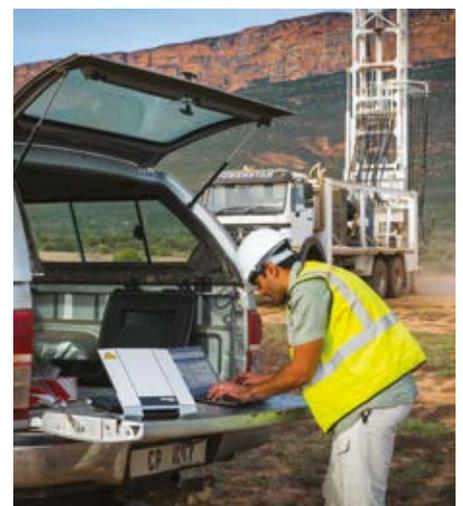
We are committed to our partners' success and are constantly looking for new ways to better serve our customers with tailored solutions that meet their requirements. The Enterprise Certified Application Partner (CAP) programme allows third party companies to develop applications and solutions that are compatible with Inmarsat's satellite communications network. The programme is designed to recognise hardware and software applications that:

- > Drive growth for both the partner and Inmarsat by increasing adoption
- > Open up new markets and/or increase market penetration
- > Demonstrate increased operational efficiency for end-users

By certifying applications through this programme, Inmarsat offers qualified companies access to our global enterprise sales channel and customer base to promote their voice, broadband and/or

machine-to-machine solutions that are tailored to address end-user requirements in the following sectors:

Aid, banking and finance, construction, eHealth, eLearning, environmental monitoring, farming, insurance, media, mining, oil and gas (on and offshore), transportation and utilities.



Certified Application Partner benefits

Create more demand and new revenue streams for your solution

Inmarsat sells its services through a global distribution network of airtime resellers. Through this network Inmarsat can open up new revenue-generating opportunities by introducing your solution to our global sales channels resulting in the increased adoption of your solution.

Access marketing support

The tiered programme offers sales and marketing support to increase the visibility of your solution to our distribution partners, service providers and throughout relevant areas on our website.

Demonstrate trust, credibility and expertise

Certified solutions will receive an Inmarsat Certified logo for use in on and offline environments, which represents Inmarsat's endorsement of your solution for use over our network.

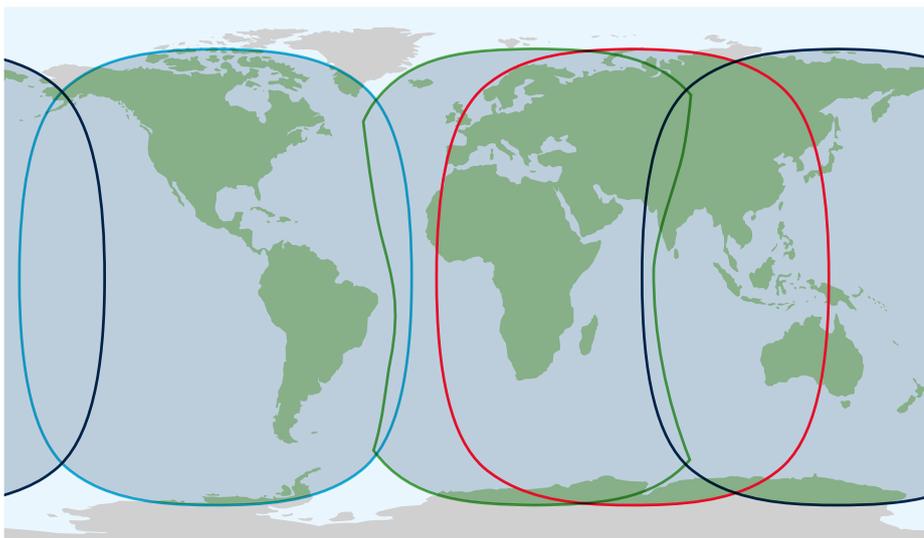
Easy integration

With access to Inmarsat APIs, solution partners can leverage functionality such as billing, bandwidth utilisation, content pre-provisioning and network availability in order to deliver integrated solutions to customers.

Hands-on experience for customers and sales teams

The Enterprise CAP programme gives you the opportunity to place your solution in one of Inmarsat's labs in London, Dubai, Miami and Singapore, allowing customers and Inmarsat's sales channels to get hands-on experience of your solution.

Enterprise services coverage



■ Combined I-4 and Alphasat coverage □ I-4 Americas □ Alphasat □ I-4 MEAS □ I-4 Asia-Pacific

This map depicts Inmarsat's expectations of coverage following the commercial introduction of Inmarsat's fourth L-band region, scheduled for the end of 2015. It does not represent a guarantee of service. The availability of service at the edge of coverage areas fluctuates depending on various conditions.



Tiered programme

There are three levels of partnership that are designed to foster mutual success and reward our partner's investment in taking their solutions to enterprise markets. For more details about the programme, tier criteria and what level of technical, marketing and commercial support is available for you please submit an enquiry at inmarsat.com/partners/cap-programme.

About Inmarsat

Inmarsat plc is the leading provider of global mobile satellite communications services. Since 1979, Inmarsat has been providing reliable voice and data communications to governments, enterprises and other organisations on land, at sea and in the air.

We offer an unrivalled portfolio of global satellite communications including broadband, voice and machine-to-machine services over our geostationary satellites on both L-band and Ka-band frequencies. Inmarsat operate an end-to-end high speed IP network with global point of presence and coverage.

How to apply

If you would like to find out more information on the programme or how to apply to become a CAP, please submit your enquiry at inmarsat.com/partners/cap-programme

inmarsat.com/partners/cap-programme

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