



BUILDING **BEYOND** COMMUNICATIONS

# History



# 01. SkyReach telecom: HISTORY

- > Founded in 2011 by engineers with an extensive experience in satellite telecommunications systems to the offshore market
- > Headquartered in Rio de Janeiro - BR and also with a subsidiary unit, SKY REACH TELECOM LLC, in Miami - USA
- > Part of its infrastructure comes through of international partners from USA which have the telecommunications segment as main business too
- > With the proposal of providing quality services aligned to use of best management practices
- > With young profile and innovative solutions that enable flexible composition with focused in results
- > It has partnerships with the best equipment manufacturers of the market as satellite broadband services providers
- > In order to enable an alternative for customers who requires high quality of telecommunications services in this growing market which is oil and gas and maritime in general



## 02. SkyReach telecom: ENTERPRISE

The SkyReach Telecom is based in developing solutions of telecommunication systems via satellite to the offshore market

The SkyReach Telecom has part of its infrastructure as the teleports, through with two of the largest satellite telecommunications providers operating in the world as partners, that are: Global Crossing and Hughes, which both of them have their own teleports spread throughout America and Europe continents



# Infrastructure



## 03. SkyReach telecom: GLOBAL CROSSING INFRA

Through the agreement with Global Crossing, one of the biggest players in the telecommunications market worldwide, SkyReach Telecom take a benefit of an infrastructure composed of eight satellites and hubs around the world enabling to provide a wider coverage of satellite services throughout the earth

### Latin America - 4 Hubs Idirect

- > 4 Satellite in Ku band
  - > NSS-7
  - > Amazonas 1
  - > AMC-4
  - > IS-903
  - > Coming soon: SES-4
- > 1x Satellite in C band
  - > NSS-10





## 04. **SkyReach telecom: GLOBAL CROSSING INFRA**

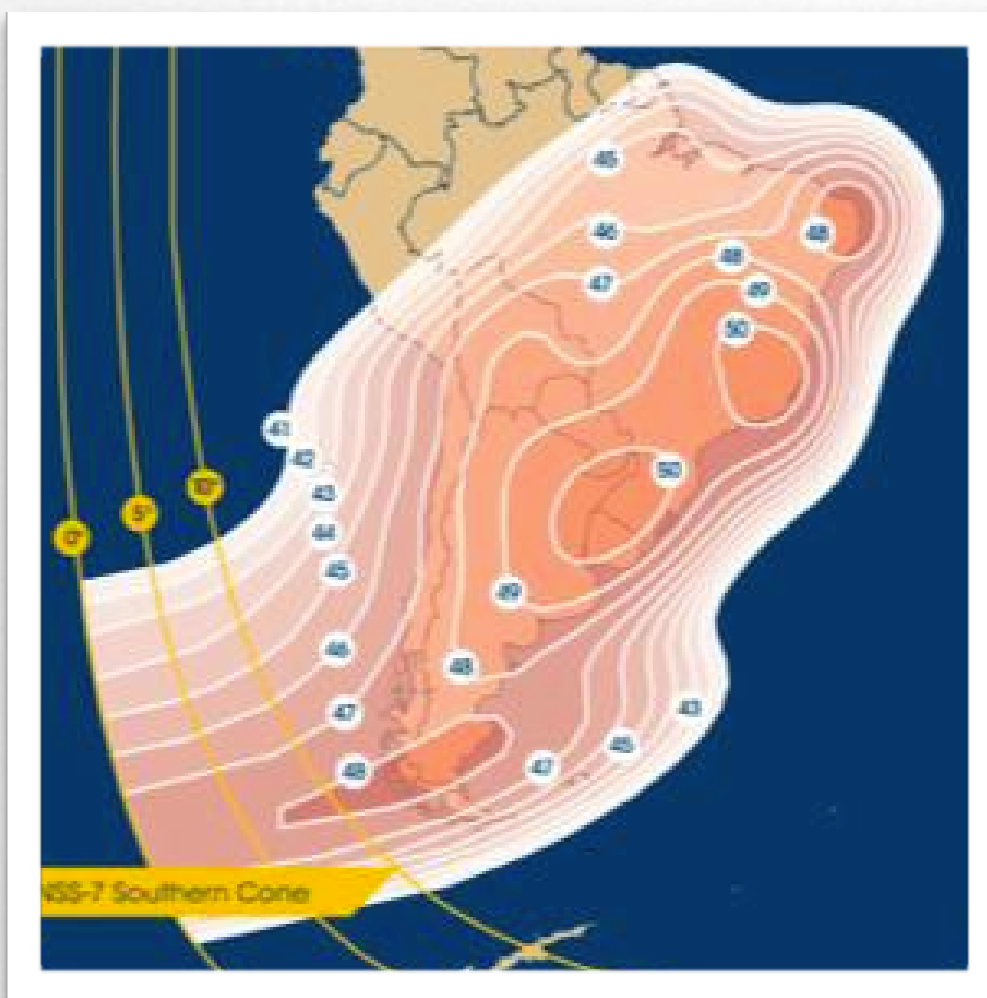
### Europe - 2 Hubs Idirect

- > 2 Satellites in Ku band
  - > NSS-10
  - > T11N
- > 1 Satellite in C band
  - > Arabsat 5A



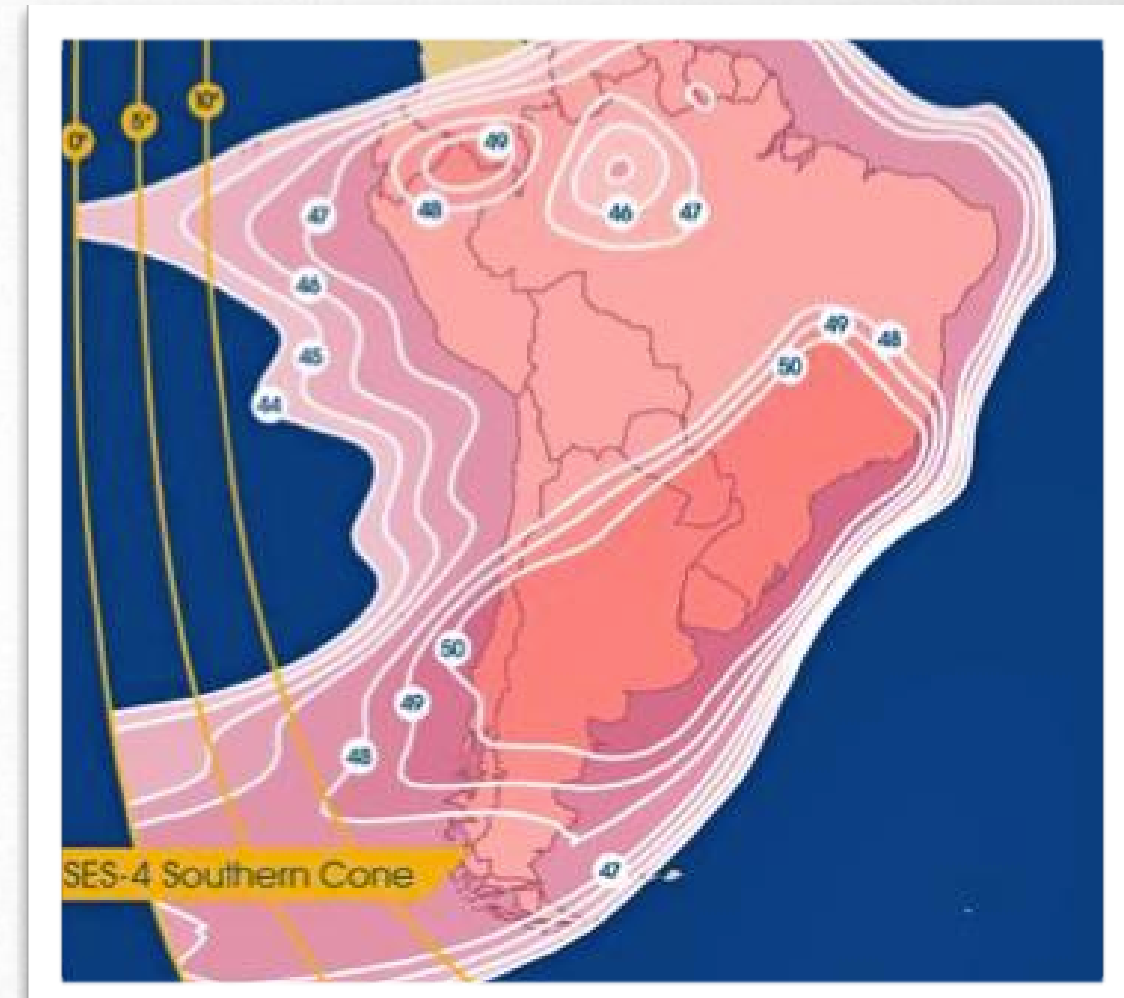


## 05. Global Crossing Satellite Coverage: LATIN AMERICA in Ku BAND



NSS-7

AMC-4

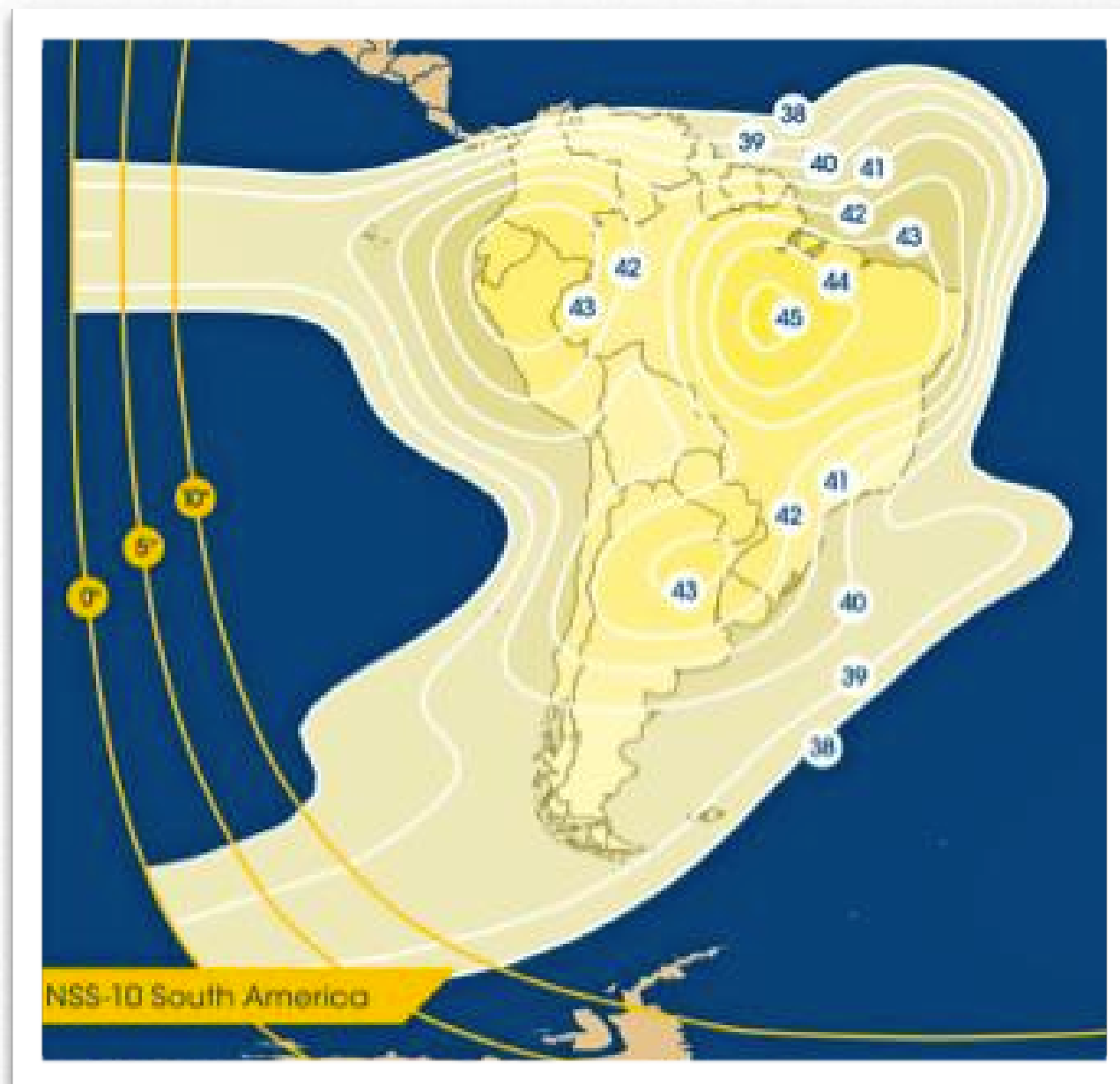


SES-4





## 06. Global Crossing Satellite Coverage: LATIN AMERICA in C BAND



NSS-10

## 07. **SkyReach telecom: HUGHES INFRA**

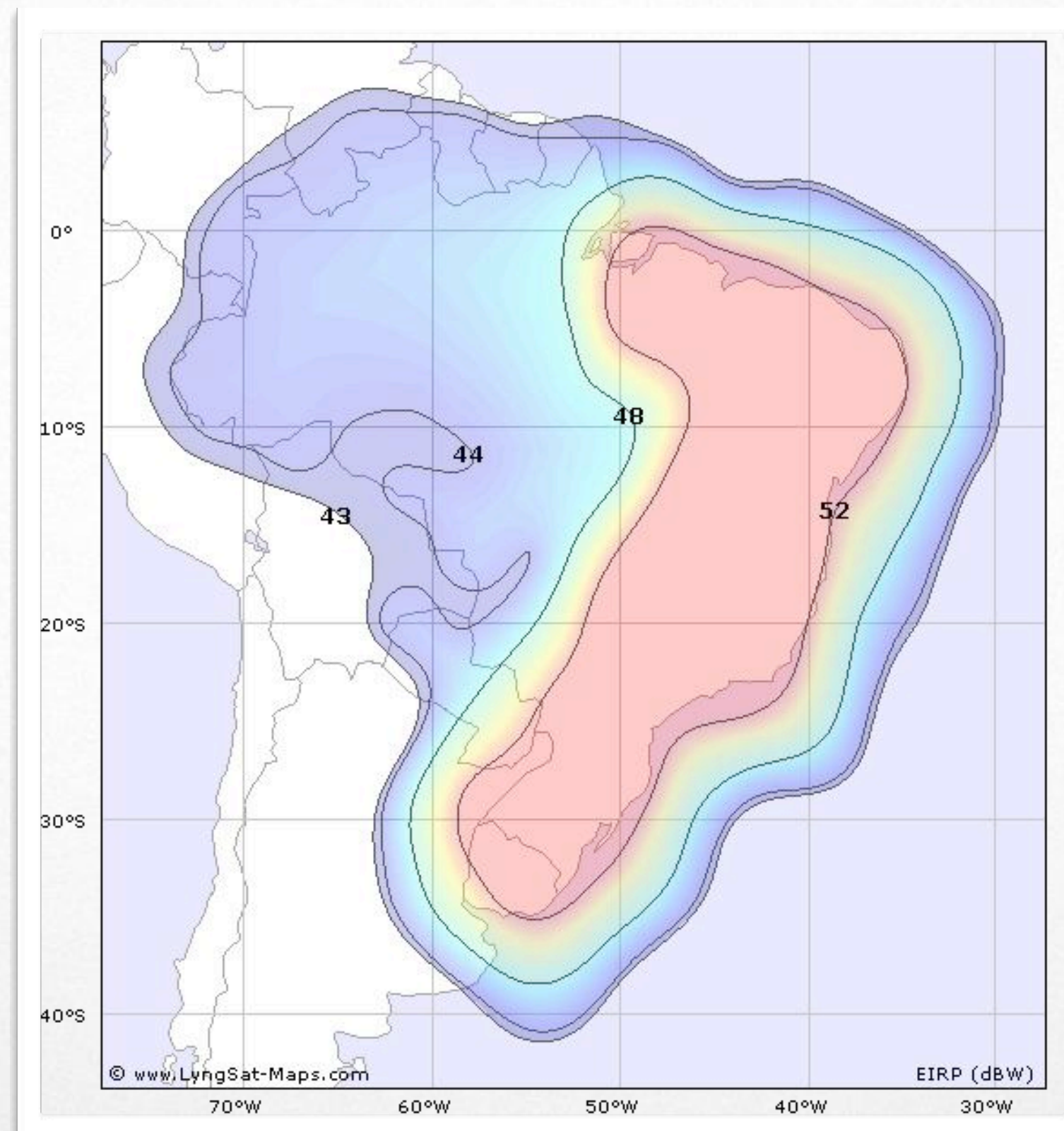
The SkyReach Telecom also has a partnership with the telecommunications services provider Hughes, which is one of the most respected providers of enterprise solutions on the world market, attending customers as large companies and corporations

### **Service features**

- > Be able to reach up to 50% above of the rates contracted for bursty traffic mode in any bandwidth contracted
- > Voice line guaranteed
- > Be able to offer beside the TDM satellite access, we can provide Spectrum Spreading technology, which enables the use of smaller antennas but with high quality and therefore with great application to small vessels
- > Proactive networks management services, as:
  - > Web-Based Network Monitoring
  - > TurboPage Network Acceleration
  - > TurboPage Caching Adaptive Code Modulation;
  - > Global Boat Tracking Automatic In Route Selection
  - > 24X7 Local Support



## 08. Hughes Satellite Coverage: LATIN AMERICA in Ku BAND



Telstar 14R EDS 2

## Partnerships



## 09. Official Representation

The Skyreach Telecom has signed in the beginning of 2012 a contract that it makes an official supplier of Orbit antennas manufacturer's (<http://www.orbit-cs.com/>)

This partnership it enables to provide all SATCOM product line including spare parts with better prices, and also offer the full technical support to the vessels which requires any Maintenance of these systems through our technical staff certified by the manufacturer of the system



✦ Besides this, we have other partnerships. Visit our website at Our Partners

# Portfolio



**Onshore**

**Offshore**

**Sport & Leisure**

**Other**

## 10. SkyReach telecom: PRODUCTS

The SkyReach has a portfolio of products in different segments according to their application and users profiles, thus facilitating the understanding of the customer to find with our experience, the solution that best fits their demands:

The composition of telecommunications projects for sea and land segments are splitted into following categories:

- > **Onshore** - In this segment fits all the services of satellite telecommunications solutions as: Internet access, voice and data links to remote locations with difficult access in land
- > **Offshore** - In this segment fits all the telecommunication services for vessels which work mainly for oil and gas segment, government services and maritime and general
- > **Sport & Leisure** - In this segment fits all the telecommunication services for the boats and small vessels for leisure and tourism segment in general
- > **Other Services** - In this category fits all the integration services such: surveillance, videoconferencing equipment, Inmarsat and Iridium services and radio communications equipment and anti-stress as GMDSS, EPIRB, VHF, UHF, etc. We provide beyond equipment, installation and comissioning services



## 11. Products: OFFSHORE

As our main business, we have here a full range of telecommunications services exclusively for vessels such: Supply Vessels (PSV), Cargo Ships, Tankers, FPSO, Oil Platforms, and Tugboats

The offshore products are divided into:

Satellite TV(TVRO)

Internet (VSAT)

Dedicated IP (SCPC)





## 12. Products: SATELLITE TV (TVRO)

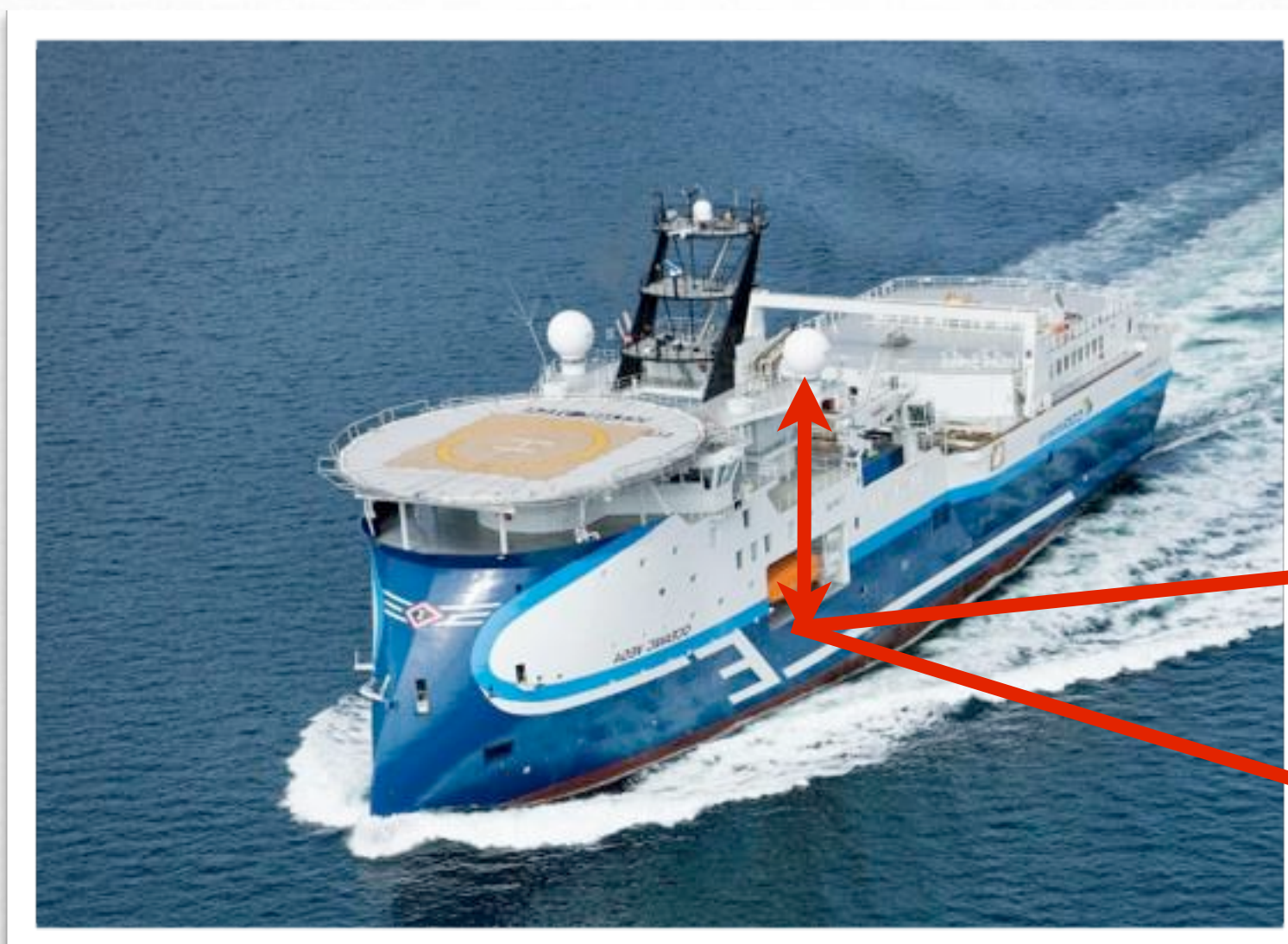
Satellite TV(TVRO)

> Satellite TV system uses stabilized antennas and enable the crew watch all the SKY TV programming on board

Internet (VSAT)

> SkyReach supply the entire package, from the executive project, commissioning up to service activation, including the provision of the equipment, support services and maintenance

Dedicated IP (SCPC)





## 13. Products: INTERNET (VSAT)

Satellite TV(TVRO)

Internet (VSAT)

Dedicated IP (SCPC)

> Internet Satellite Service Pack that enables the use of bunch of applications on board as web browsing at high speed, video conferencing, remote camera monitoring and provision of telephone lines through the use of Voice over IP (VoIP)

> We have Internet service with links from 128Kbps/64Kbps up to 4Mbps/1Mbps rates depending on the application to be used in the solution

> The antennas used in the service, utilize auto-tracking technology that enable security services offered

> The service includes 24x7 support with specialized technical staff to serve you quickly

> Equipment provided are all homogated by Anatel



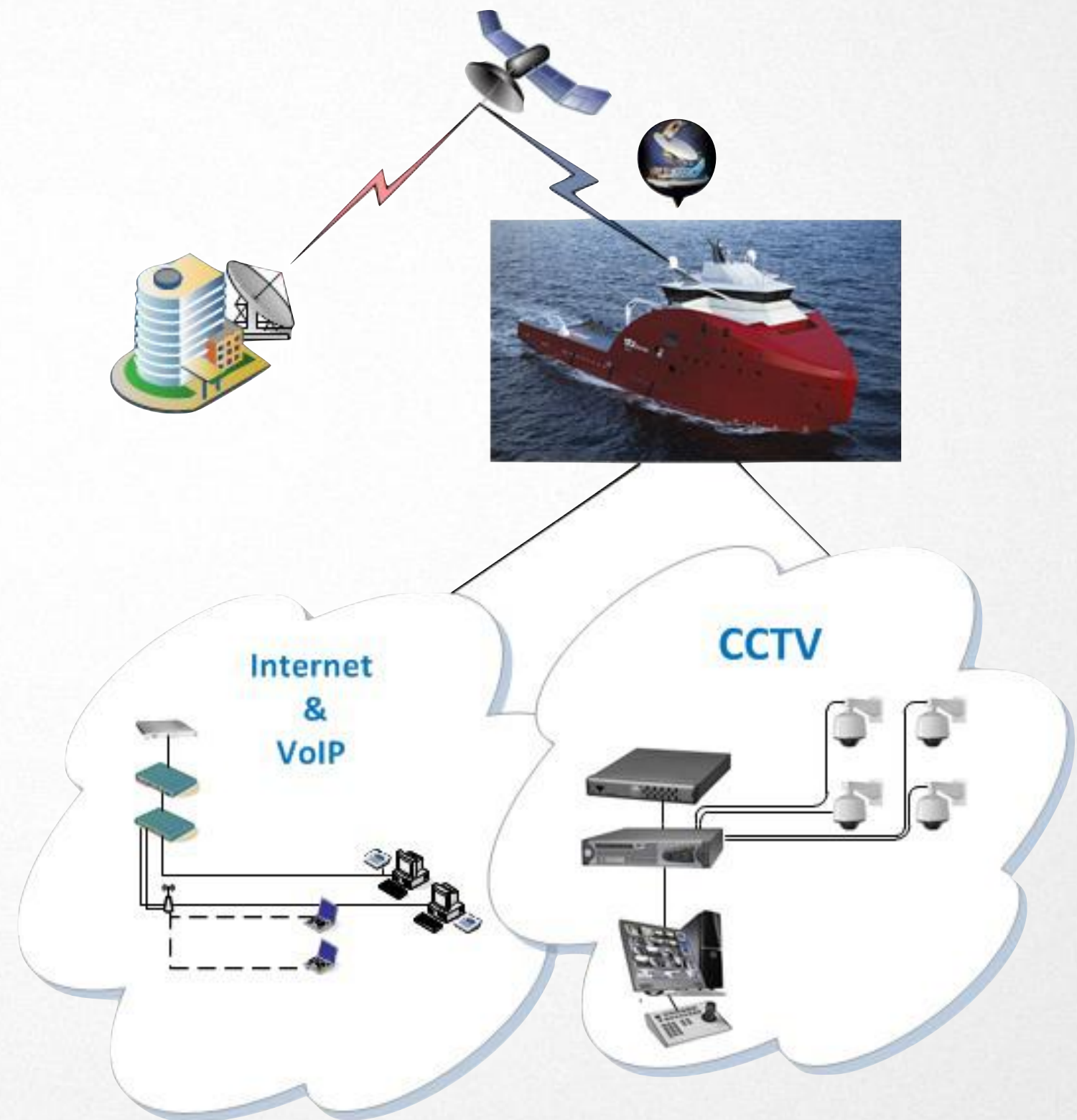


## 14. Products: VSAT SYSTEM TOPOLOGY

Satellite TV(TVRO)

Internet (VSAT)

Dedicated IP (SCPC)





## 15. Products: DEDICATED IP (SCPC)

Satellite TV(TVRO)

Internet (VSAT)

Dedicated IP (SCPC)

> SCPC (Single Channel per Carrier) is a satellite transmission system with separate carriers for each channel, with symmetric and dedicated link

> Is the preferred choice for critical applications such as Voice-over-IP (VoIP), video conferencing, ERP, CRM, remote monitoring, etc.



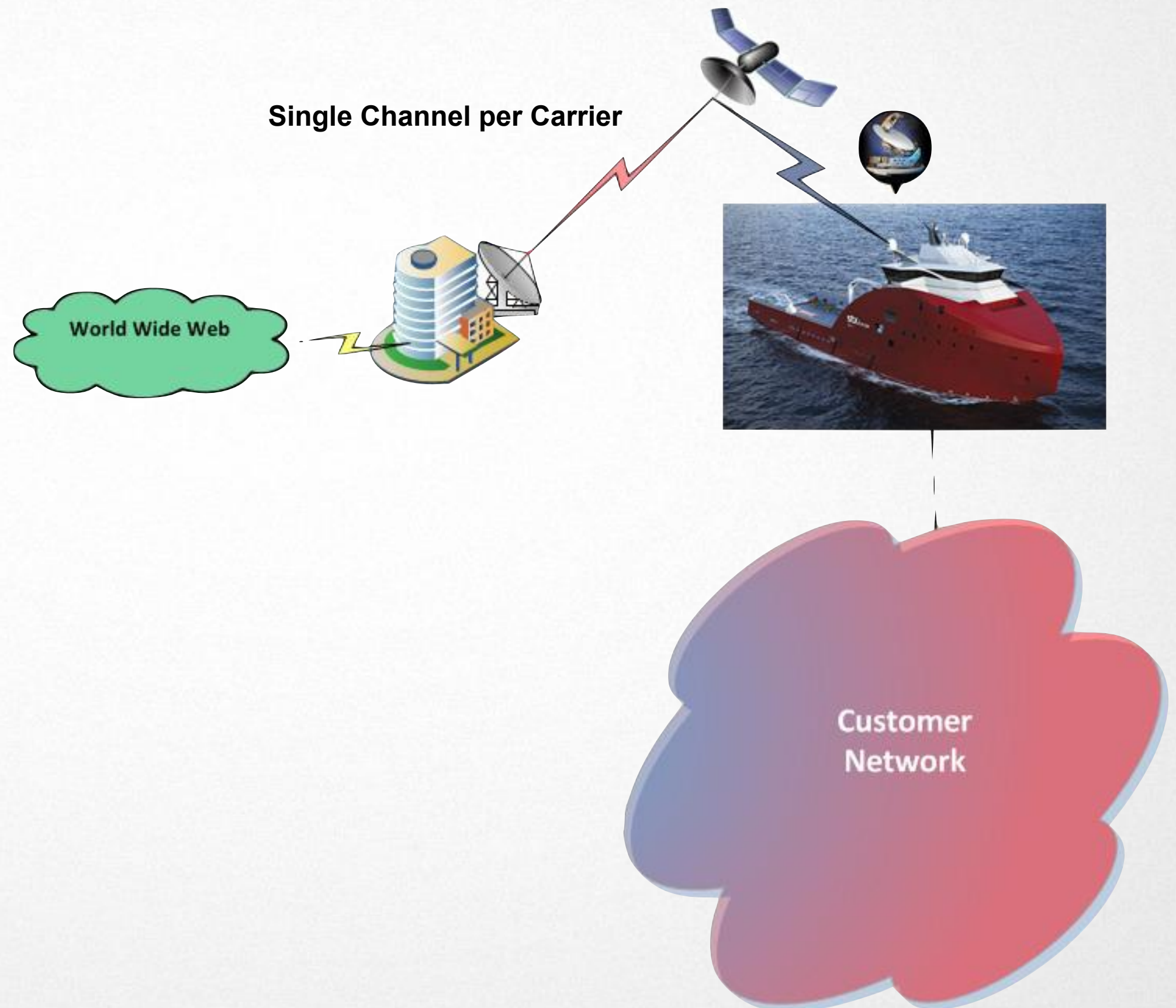


## 16. Dedicated IP (SCPC): TOPOLOGY

TV via Satélite (TVRO)

Internet (VSAT)

Dedicated IP (SCPC)





## 17. Products: ONSHORE

They are full range of telecommunications services for customers who require unique application of Internet, voice, streaming video and audio to remote locations with difficult access, requiring the use of satellite data transmission

The onshore products are divided into:

Internet Links to Remote Areas

Videostreaming to Remote Areas





## 18. Products: INTERNET LINKS TO REMOTE AREAS

### Internet Links to Remote Areas

### Videostreaming to Remote Areas

- > We project telecommunications solutions for many different applications with different degrees of complexity, as an example:
  - > Internet links and voice over IP for temporary use in major works
  - > Links to the integrated satellite systems for surveillance
- > We offer solutions for telecommunications systems with antennas Fly Away, which are portable antennas that can be loaded in small cases





## 19. Products: VIDEOSTREAMING TO REMOTE AREAS

Internet Links to Remote Areas

> We provide complete solutions for satellite communications applications in order to transmit audio and video with digital quality

Fitting in this profile projects, we have:

Videostreaming to Remote Areas

> Content broadcasting as: livestock auction, distance learning, channels, gospel, etc.

> SNG - *Satellite News Gathering*





## 20. Products: SPORT & LEISURE

Segment dedicated to provide comprehensive telecommunications solutions for small vessels such as: tourism and leisure boats, speedboats, yachts, passenger vessels and so on. All with great potential to modernize its fleet offering products as Internet and TV on board to add value to their services

The Sports & Entertainment projects are divided in:

Satellite TV E&L

Internet VSAT E&L





## 21. Products: SATELLITE TV for SPORT & LEISURE

Satellite TV E&L

Internet VSAT E&L

> Projects of satellite TV network installation on board using stabilized antennas offering quality and reliability in satellite signals reception

> The project enables the execution of any TV package for your boat, offering comfort and value to their services

> The SkyReach, has a specialized team to provide installation, commissioning and support the complete package



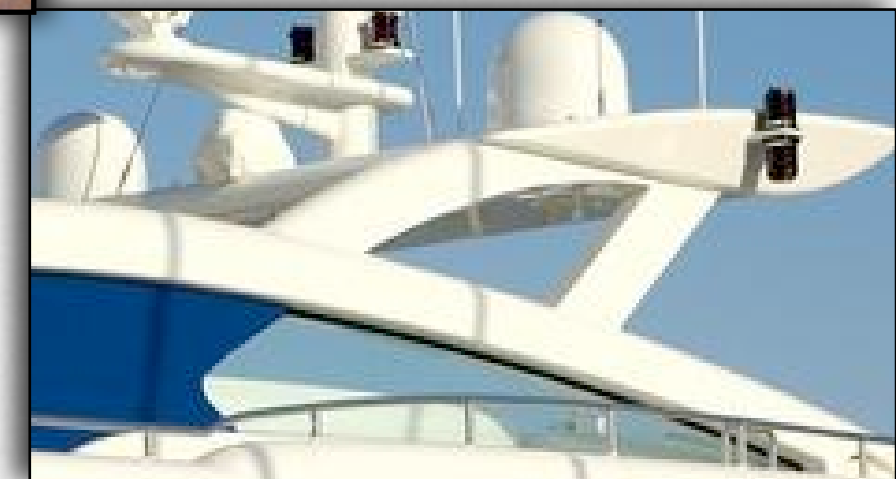


## 22. Products: INTERNET for SPORT & LEISURE

Satellite TV E&L

Internet VSAT E&L

> Internet and telephony services using VoIP technology dedicated to small boats, and could thus reduce the costs of the current system and provide greater comfort to the crew





## 23. Products: OTHER SERVICES

- > In this vertical we show a portfolio of products throughout the company applied to all segments served, either at sea, on land or in the air
- > The products shown may be offered separately or integrated with other solutions in our portfolio
- > All products are supplied with special protection features to suit many different types of environments

The other services are divided into:

CCTV

Videoconference

Inmarsat

Iridium

VHF/UHF Radios, GMDSS, etc





## 24. Products: CCTV

### CCTV

> We offer solutions for the CCTV industry segments, offshore, civil works, etc.

### Videoconference

> The solutions use the leading manufacturer of cameras CCTV. Pelco is the world (for more information visit [www.pelco.com](http://www.pelco.com))

### Inmarsat

> We provide solutions for indoor environments and Outdoor with equipment such as DVR, Matrix, cameras, keyboards, encoders, cabling, etc.

### Iridium

> The solutions offered may use analog or digital cameras or hybrid solutions depending on the project

### VHF/UHF Radios, GMDSS,etc





## 25. Products: VIDEOCONFERENCE

CCTV

Videoconference

Inmarsat

Iridium

VHF/UHF Radios, GMDSS, etc

> The SkyReach also offers multimedia solutions that reduce costs and add value to their applications. Videoconferencing system conducive among others, some benefits such as:

> Reducing the financial cost and time to achievement of meetings with various members anywhere in the world

> Easy installation and operation

> If dealing with applications for the marine environment, the solution is even more important because this application provides the crew a way to talk and viewing their relatives

> Use as the main supply to the Polycom equipment is a world leader in this segment





## 26. Products: INMARSAT SOLUTIONS

CCTV

Videoconference

Inmarsat

Iridium

VHF/UHF Radios, GMDSS, etc

The SkyReach has partnered with the largest provider of Inmarsat satellite services in Brazil, so we present below some of the products we can offer:

- > **Inmarsat IsatPhone Pro:** Phone with satellite technology, designed to meet a wide range of users
- > **Inmarsat Fleet Broadband:** Maritime equipment services to provide voice and broadband data simultaneously
- > **Inmarsat C:** communication system capable of transmitting messages to different e-mail, informing the terminal identification, latitude, longitude, date, time, direction and speed. Also used in applications GMDSS
- > **Inmarsat BGAN:** Broadband Global Area Network. This means connectivity, communication and reliability through light equipment and compact, easy to configure and use
- > **Inmarsat D +:** communication system capable of transmitting messages informing applicants terminal identification, latitude, longitude, date, time, direction and speed, and other information



Inmarsat IsatPhone Pro



Inmarsat Fleet Broadband



Inmarsat C



Inmarsat BGAN



Inmarsat D+



## 27. Products: IRIDIUM SOLUTIONS

CCTV

Videoconference

Inmarsat

Iridium

VHF/UHF Radios, GMDSS, etc

The SkyReach has partnered with the leading provider of Iridium satellite services in Brazil, so we present below some of the products we can offer:

> **Iridium 9505A:** satellite phone that works around the globe

> **Iridium 9555:** satellite phone that works on 100% of the globe, with quality and reliability. This is the latest model of mobile phone Iridium, 30% smaller and 27% lighter than the previous model, the Iridium 9505A

> **Iridium OpenPort:** satellite terminal specifically designed for boats. It is the only terminal in the category that provides coverage pole-to-pole, 100% of the globe  
Telephone: Allows the simultaneous use of three lines.

High-speed data: Offered in bands ranging from 9.6 kbps to 128 kbps, according to the package purchased.

> **Iridium Sailor SC4000:** Complete satellite phone, specially designed for use on boats. It consists of three units: a telephone base for wall mount, an external antenna and a transceiver.



Iridium 9505A



Iridium 9555



Iridium OpenPort



Iridium Sailor SC4000



## 28. Products: RADIOS

CCTV

Videoconference

Inmarsat

Iridium

VHF/UHF Radios, GMDSS, etc

We also offer all kinds of Radios applied to vessels of all sizes.  
Among the main types are:

- > MF / HF radio
- > VHF Radios
- > HAT
- > System GMDSS A1/A2/A3

MF/HF Radio



VHF Radio



UAIS



GMDSS





## Annex V of Petrobras Project



## 29. Project: Annex V of Petrobras

The Skyreach has all the necessary expertise for the supply and installation of all equipment in the Telecommunications Annex of the contract with Petrobras service providers

We have the experienced technicians and engineers on this project, qualified to provide all the necessary support

We provide turnkey project or any part of the set separately

Among the devices that are part of the scope are:

Radiotelephony and Radiotelex

Trunking Digital APCO-25 Radio

DGNSS and SPI

SGF

Communication via Satellite

Energy System - No Break

Videoconference

Out of Band Management

CCTV System

Inmarsat D+



# Customers



## 30. Main Customers





## International Logistics Services



## 31. INTERNATIONAL LOGISTICS SERVICE

The SkyReach can ease the arrangement of imported equipment delivery into any port or airport of the world through our logistics team based in USA to serve you quickly and efficiently. We work with air cargo, sea and also expressed depending on need and urgency of our client.

Thus, we offer more convenience to our customers and add value offering door-to-door services





[return](#)

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