



Bluetide Communications

Bluetide collaborates with Orange Maritime Satellite Services to ensure world-class ship-to-shore communication capabilities

“ The relationship with Orange gives us the ability to reach more ships at sea with a larger variety of advanced communications. To operate, the maritime industry depends on consistent, reliable communications between ship and port. ”

Emil Regard
Chief Executive Officer
Bluetide Communications

Highlights

- Industry-leading expertise in commercial VSAT communications
- Need to enhance global maritime connectivity coverage to deliver brand promise
- Orange Satellite Services and full integration with Bluetide technology for joint delivery of customer services
- Bluetide now has the global coverage and capability to open new shipping lanes, deliver its services with full customer support and improve crew welfare



Established in
2009



**Global
maritime
connectivity**



**Business
Services**



Issues and challenges

Bluetide Communications was established in 2009 and has developed industry-leading expertise in commercial VSAT communications. The company serves customers around the globe, offering primary and back-up broadband satellite communications plus value-added services including live video surveillance, VPN, commercial-grade voice services, vessel tracking, cybersecurity and systems monitoring.

With a clear strategic focus on the work-boat industry, Bluetide needed to enhance its global maritime connectivity coverage as part of delivering its brand promise. To accelerate the acquisition of this capability, the company decided to source a partner with specialist VSAT expertise and experience in global maritime markets.

The objective

Ensure connectivity capability worldwide.

The benefits

Orange Business Services is enhancing the Bluetide Communications offerings through its worldwide maritime knowledge and technology.

- Increased capability to open new shipping lanes
- Improved crew welfare
- Global connectivity via a single provider
- Platform for digital transformation and smarter ships

The Orange Business Services solution

- Orange Satellite Services (managed global Ku band VSAT) with the ability to switch to alternative satellite beams as required to deliver seamless global coverage
- Full integration with Bluetide technology, joint delivery and services for navigation, cybersecurity, voice, video, corporate applications and asset management
- Program and partner management

The results

- Secure, reliable, consistent maritime network
- Ability to deliver services with full customer support

“ Only Orange has a true, international network to make that connection. Running our solutions through Orange will have a transformative effect on how maritime shipping is conducted. ”

Emil Regard
Chief Executive Officer
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For more information about Orange Business Services, visit www.orange-business.com

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