



Dobroflot fishing fleet stays connected at sea with managed satellite services from Orange Business Services

- **Integrated satellite solution supports applications onshore and at sea**
- **Network plays key role in improving crew welfare for long journeys**

Russian fishing fleet operator [Dobroflot Corporate Group](#) has chosen a fully-managed maritime satellite solution from [Orange Business Services](#) to connect its 14 vessels and onshore operations. The solution makes it possible to access business-critical applications onboard, wherever the vessels are located. It also provides crews with a full range of ship-to-shore communications and entertainment services, allowing for more comfortable working conditions during the long periods at sea.

Dobroflot is the leading manufacturer of canned fish in the Far East. The fully-managed solution gives the fleet access to corporate applications for seamless work onboard. Along with the VSAT-based network, which offers a guaranteed speed of 2 Mbit/s, Orange provides all the necessary equipment, installation and maintenance services. The complete solution also incorporates voice communications and traffic optimization, all delivered within a single contract for a simplified, fixed monthly payment.

“Harvesting and processing fish during long periods at sea is tough work, and modern ICT technologies can help the entire crew stay connected. Another of our main goals was to introduce new communication technologies on our vessels, and we wanted an out-of-the-box communication solution with a predictable budget. Our partner Orange Business Services has offered us just that,” said Yuri Badodin, Technical Director, Dobroflot Corporate Group.

“Orange has connected hundreds of vessels all around the world with satellite services, but this is our first fully-managed maritime VSAT solution in Russia. As a leader in the fishing industry, Dobroflot Corporate Group understands just how crucial it is to have reliable connectivity. We are certain that our solution will help with the digital transformation of its business, introducing them to new opportunities for work at sea,” says Richard Van Wageningen, senior vice president, Indirect, Middle East, Africa and Russia, Orange Business Services.

About Dobroflot Corporate Group

Dobroflot Corporate Group is the Far East leader in the fishing industry and is Russia's №1 manufacturer of canned fish. The company has a fleet of 24 vessels, including the world's largest floating fish factory - “Vsevolod Sibirtsev”. The structure of the Group consists of Yuzhmorbyflot Public Company - the largest Far East coastal processing enterprise of full technological cycle, fishing collective farm “New World” (sea-fishing), Movement LLC (logistics company, providing full shipping and transloading cycle of fish in the ports), Livadia repair Shipyard LLC (shipbuilding and repair), which provide seamless workflow and full life cycle of fish product from harvesting and processing of raw fresh materials in the sea to the delivery of end product to each region of Russia.

About Orange Business Services

Orange Business Services, the B2B branch of the Orange Group, and its 21,000 employees, is focused on supporting the digital transformation of multinational enterprises and French SMEs across five continents. Orange Business Services is not only an infrastructure operator, but also a technology integrator and a value-added service provider. It offers companies digital solutions that help foster collaboration within their teams (collaborative workspaces and mobile workspaces), better serve their customers (enriched customer relations and business innovation), and support their projects (enriched connectivity, flexible IT and cyberdefense). The integrated technologies that Orange Business Services offer range from Software Defined Networks (SDN/NFV), Big Data and IoT, to cloud computing, unified communications and collaboration, as well as cybersecurity. Orange Business Services customers include over 3,000 renowned multinational corporations at an international level and over two million professionals, companies and local communities in France.

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Orange is one of the world's leading telecommunications operators with annual sales of 40.9 billion euros in 2016 and has 263 million customers in 29 countries at 31 December 2016. Orange is listed on Euronext Paris (symbol ORA) and on the New York Stock Exchange (symbol ORAN).

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