

# SkyWave uses satellites to enable tracking and security solutions for hard-to-access assets, growing 40% year-over-year

*Through their global network of 170 partners in over 45 countries, over 150,000 SkyWave terminals have been shipped for tracking, logistics and security systems on land, air and over water*

## Fast facts

### Corporate profile

Founded in 1997 as a four-man startup, Ottawa-based SkyWave Mobile Communications Inc. is a global satellite telecommunications provider. Using land-based hubs that communicate through the SkyWave IsatM2M network on Inmarsat satellites, SkyWave is able to reliably reach assets located in some of the most remote regions of the world.

### Why Ottawa

When the company was formed, SkyWave partnered with Communications Research Centre Canada (CRC), located in Ottawa. As an agency of Industry Canada, CRC has a mission to be the centre of excellence for communications research and development and to provide technical expertise to small and medium-sized companies. Giving access to its machine shops and in-house engineering talent, CRC helped SkyWave with the design and prototype of its early satellite products, allowing the company to focus its funds on building global partner relationships.

### Business advantage

Since 1997 SkyWave has sold over 150,000 terminals, shipping over 30,000 units in 2007 alone — representing a growth of 40% year-over-year. “More than ever, the market recognizes the value provided by dependable SkyWave satellite products and services for a broad range of mission-critical applications,” said Pui-Ling Stanley Chan, SkyWave CEO and Managing Director.

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### Canada's Innovation Capital

“SkyWave products enable cost-effective, intelligent solutions that go beyond their primary business objective of cost savings,” said Dan Poirier, SkyWave VP Sales and Marketing. “We facilitate critical logistics and security applications which positively impact the bottom line by protecting both physical assets and safeguarding human lives.”

SkyWave's flagship DMR terminals are low profile devices affixed to assets (such as automobiles, ships, planes or pipelines), connected to the SkyWave Isat M2M network service, and a Global Positioning System (GPS) satellite. The terminal is able to send and receive customer notifications transmitted via the Internet, relayed by the nearest hub.

SkyWave also offers integrated satellite/GPRS terminals, the SureLinX 8100 series, providing seamless communications for mobile assets that roam through remote areas without reliable cellular network access. The dual-mode terminals offer lowest-cost message routing via GPRS where available, using the SkyWave IsatM2M

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*SkyWave was named one of the 2007 Fast 50 companies, a distinction awarded by Deloitte Corp, one of Canada's leading professional services firms. Deloitte launched the program over a decade ago to celebrate the world-class achievements of the Canadian technology sector.*

satellite network as a communications backup if necessary. SkyWave sells its products through a global network of over 170 partners who provide industry-specific expertise in more than 45 countries across Latin America, Europe, Middle East, Africa, Asia and North America. All products are field-tested and proven reliable for a broad range of industry applications including land mobile, marine, oil & gas, government and defense applications.

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In addition to a 99.995% network reliability rate, benefits for customers using SkyWave technology include:

- Global coverage – Providing seamless roaming over land and sea
- Control – Two-way communications to maintain control and costs
- Broadcast – Messages can be sent to multiple terminals at once, reducing the cost of managing field assets
- Low power – “Sleep” mode enables remote and unmanned terminals to run for extended periods of time on battery power
- Low cost – SkyWave offers low terminal and airtime costs

### **Future growth plans**

SkyWave has added a new product to its DMR-series, the DMR-800LRIT, to help ships meet international Long Range Identification and Tracking (LRIT) requirements. Established in the aftermath of the September 11, 2001 attacks, LRIT was proposed by the United States Coast Guard (USCG) and implemented by the International Maritime Organization (IMO). After December 31, 2008, vessels travelling up to 1000 nautical miles from any coast must have the ability to transmit their identity and date and time-stamped positions at regular intervals. Marketing to the 50,000 ships around the world, this pre-configured product is a quick way to ensure LRIT compliance. This newest SkyWave product is less expensive than the leading competitor and is the size of a portable CD player, minimizing any inconvenience associated with space or installation.

### **Contact information**

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