SATCOM DIRECT STRENGTHENS INMARSAT RELATIONSHIP WITH NEW VALUE-ADDED RESELLER (VAR) STATUS FOR JET CONNEX

News / Business aviation

SD has been appointed a Level 1 Value Added Reseller (VAR) for Inmarsat's Jet ConneX service, the seamless in-flight connectivity solution. The Level 1 VAR status means that SD can now provide the ultra-high-speed data service directly to the business aviation community. This latest progression of the long-term SD and Inmarsat relationship benefits customers by enhancing the support and solutions available to them.

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The new Jet ConneX Level 1 VAR status brings even more flexibility to the newly-launched SD Xperience which simplifies and improves business aviation connectivity and operations. SD Xperience is the new fully-synchronized, end-to-end solution that combines cabin and cockpit communications services, aircraft connectivity hardware, and flight operations software. SD Xperience delivers purpose-built technology to satisfy the unique, evolving requirements of business aviation, allowing SD to deliver tailored, customer-driven solutions to the global business aviation marketplace. As a Level 1 VAR, SD customers now have more direct airtime provider choices through the SD Xperience.

“SD was the first business aviation communications provider to provision its services and transmit data over Inmarsat’s first two Global Xpress satellites. We’re delighted that our successful partnership continues to grow, and we’ve become the leading supplier of Jet ConneX to the global business aviation sector,” said David Greenhill, President, SD. “Additionally, SD proprietary solutions enhance and optimize the Jet ConneX service to deliver unmatched performance in the air. These exclusive SD services allow operators to manage and maximize bandwidth, improve voice call quality, prioritize passenger data and more – bringing them a better Jet ConneX experience.”

“Inmarsat’s Jet ConneX global inflight wi-fi has experienced unprecedented demand in the business aviation market, with more than 400 activations to date across the world,” said Philip Balaam, President, Inmarsat Aviation. “Our successful, long-standing partnership with SD has been a key part of this success. We are confident that now, as a Level 1 VAR, SD will build on that momentum by placing JX as a cornerstone of their new SD Xperience. We are proud to be one of their premium network providers.”

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