

# Outstanding Globalsat Group presence at Inmarsat Americas Regional Conference 2017

*Globalsat Group was present as an exhibitor, with a team of key officials from several countries at the Inmarsat Americas Regional Conference 2017*

MIAMI, FLORIDA, USA, May 17, 2017 /EINPresswire.com/ -- Between April 25 and 27, Inmarsat and its main business partners gathered at the Miami Beach Spa and Resort Hotel. Globalsat Group was present as an exhibitor, with a team of key officials from several countries.

The group's extensive continent-wide network, the experience of innovative mobile satellite technology projects currently in operation, and value-added elements differentiate Globalsat Group as the unique market access leader with nine offices in the Western Hemisphere. Of particular interest was the AirtimeSAT platform, which allows efficient management of users and services, fast provision, highly granular airtime control, reports and automated actions for agile management.



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*J. Alberto Palacios - CEO  
Globalsat Group*

There was also interest in the warehouse and logistics system centralized in Davie, Florida, already in place and available to facilitate the rapid delivery of products throughout the hemisphere, under real-time monitoring.

J. Alberto Palacios, CEO of Globalsat Group, commented on Globalsat Group's vision focused on the human factor: "Our shared vision with Inmarsat is that one of the essential elements of differentiation lies in the training and experience of our specialists. They help our users understand the value of our high availability services that work in extreme situations. It is necessary not only to know how to operate the

equipment, but also to understand risk management and explain how our satellite technology can optimize processes, reduce costs, save lives and improve working conditions."

Palacios adds that "This synergy has allowed us to grow together in each country where Globalsat Group implements solutions with Inmarsat services. This year is of particular interest since our group was designated as the first Tier 1 Distributor Partner by Inmarsat Enterprise. This new designation allows us to create even more optimized and competitive solutions for our users".

Paul Gudonis, President of Inmarsat Enterprise, adds that "Globalsat is actually one of the first companies I met when I joined the Inmarsat Enterprise team two and a half years ago. Even then, I could tell their level of interest in doing things different from the norm, things that are very innovative and leading in terms of technology developments. We see a great deal of opportunity there, and we are really excited to engage with Globalsat on grasping those opportunities. "

#### About Globalsat Group LLC

Globalsat Group is the first multi-entity Pan-American mobile satellite service (MSS) provider and an industry leader delivering standard voice and data, M2M / IoT, software and hardware in the region since 1999. With offices in the United States, Bolivia, Brazil, Canada, Chile, Colombia, Peru, Argentina and Mexico as well as distributors in the region's most important cities, the company is in charge of providing satellite telecommunications solutions for thousands of customers through a flexible organisational structure, powered

by extensive and specific expertise in multiple vertical sectors such as energy, government, defence, media, mining, banking, agriculture, NGOs and tourism. Most clients use these services in mission critical applications where infrastructure or lives are at stake, under extreme conditions or exceptional circumstances, when or where other means of communications cannot operate.

Globalsat Group was named "Company to Watch" in the category Emergency Response Mobility Satcom Innovation by the Mobile Satellite Users Association (MSUA) at the Satellite 2016 conference, for its role as a provider of satellite services for the tsunami detection and warning system operated by Chile's government, through the local subsidiary Globalsat Chile. Globalsat Group also has received the "2016 Latin America Satellite Communications Company of the Year" Award from the highly recognised international consulting firm Frost & Sullivan. More information at <http://www.globalsatgroup.com/>.

Silvina Graziadio  
Globalsat Group LLC  
+1 (561) 419 9856  
email us here



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