

Satcom Strategy: Stay Connected no Matter What

In any kind of disaster, whether natural or man-made, communication is critical. Whether the situation involves emergency responders saving lives or business continuity plans going into action, dependable communications systems will make all the difference between success and failure. In disaster scenario after disaster scenario, incident after incident, land lines become disrupted or non-functioning, cellular systems become overloaded with civilian traffic and radios are subject to hardware failure. In short, ALL terrestrial-based communications become unreliable because they ALL carry risk.

Satellite phones remain resilient and functional, providing reliable communications to emergency workers who save lives and the people who work to restore normalcy as soon as possible. *After* being immersed in the middle of a hurricane, tornado, flood, blackout, ice storm or terrorist act is NOT the time to decide you need something that will work. You need to do that *before* disaster strikes and the time is *now!*

Once you decide to add Satcom to your portfolio of Business Continuity/Disaster Management/Disaster Response toolkit, make sure you work with a provider that understands the critical nature of your business – saving lives and preventing further harm to populations, buildings and infrastructure. You need a provider who will be an objective strategic partner. You need GlobaFone!

Who we are:

“To enable our clients to communicate whenever, wherever and however they need to, using the solution that works best for them.”

We live this mission daily by offering satellite communications from five different networks. We are the first choice satellite phone provider to FEMA's Emergency Operations Center and we are proud to have agencies such as NASA, NOAA, USACE, the FAA, DoDIG, DOJ, EPA, US Courts, the State of Texas, the MA Dept of Public Health and private companies such as BAE Systems, General Dynamics, Raytheon, Hoffman LaRoche and Boeing among our clients. We are a two-time winner of the GSA's Industry partner Service Excellence Award – one award was given for our nine-hour response and delivery of Satellite phones to NASA after the Columbia disaster. We have supported federal, state and local agencies through 9/11, annual hurricane seasons, Katrina, blizzards, floods and power blackouts. Clients choose to work with us because we focus on *their* goals, mission; we focus on *their* results. One of our federal clients says it best: “Lou, we work with you because you just get it done”.

Testament to our success lies in the fact that over 40% of our new business is from unsolicited referrals within an agency or affiliated group.

Our solutions

GloboFone's dedication to client mission and strategy is exemplified by the wide array of satellite solutions we offer. Whether you need localized or regional satellite products and services or a satellite communications system that covers the entire planet, we have your solution.

Our portfolio includes:

Iridium – This is truly global service. GloboFone is a reseller of Iridium products and airtime with three different Iridium Service Providers. Our clients benefit because we shop the hardware prices and negotiate the best rates for you. We offer an array of airtime plans, ranging from our basic service to high volume, inclusive minutes, as well as pre-paid and pooled minute plans.



Iridium kit w/Pelican case



Docking kit



Fixed-site



The first Iridium car kit!

INMARSAT – GloboFone offers Broadband Global Area Network (BGAN) hardware and service (again, we use multiple providers) – high-speed data (up to 492K shared or dedicated) in a portable device the size of a laptop computer. We work directly with one of the top INMARSAT Service Providers to offer a variety of rate plans, again, with the flexibility to pool airtime across phones and create custom airtime plans for you.

inmarsat 



INMARSAT Coverage Map



Just one of our BGAN units!

Globalstar – the smallest handheld satellite phone in the world! We are one of the top STAR dealers in the United States, providing the full array of Globalstar phones and accessories as well as simplex and duplex data/tracking devices. The SPoT device is the first satellite messenger/tracking device that allows you to send your GPS coordinates and conditions to your colleagues to get help if needed, or to simply track your location.

Some of our Globalstar products:



Fixed site



'Hurricane kit'



GSP 1600



GSP 1700

Thuraya – With GSM and regional satellite in one handset, Thuraya has become a standard product in the Middle East. The beauty of this phone is that you can use it as a GSM handset in 100+ countries and then as a satellite phone within the footprint.



Hughes 2520



Hughes 2510



Portable DSL

This document only scratches the surface of what we do. This business is NOT about the phone – we believe our success depends on your success; your results with your phones.

Once you engage with GloboFone, you will find that you'll throw out many notions about satellite phones, what they are, who should have them and how you should view them from a disaster management standpoint.

At GloboFone, your priority is what drives us – we are focused on helping you achieve the results you need and we remain objective, keeping our recommendations directed at the solution that will best serve you.

Please call us today on 1-800-826-6152 within the United States and on +1-603-433-7232 from overseas. We live our mission daily and we are here to help you.

We look forward to serving you.