



TO INCREASE CUSTOMER VALUE COLLINS AEROSPACE EXPANDS ABILITY TO OFFER INMARSAT JET CONNEX SERVICE

News / Business aviation



A result of new agreement between Collins Aerospace and Inmarsat gives the possibility now work directly with Inmarsat to offer JetConneX (JX) high-speed internet service to business jet operators through a Level 1 Value Added Reseller (VAR) position. Already a VAR for the commercial airline and government market segments globally, this new agreement further strengthens the Collins Aerospace relationship with Inmarsat.

Through this new arrangement, Collins Aerospace will work with Inmarsat – the world leader in global, mobile, satellite communications – to improve the inflight experience for its JX customers. JX not only provides customers with valuable and necessary onboard internet services, it also enables improved data transfer between the aircraft and operations teams on the ground. With improved access to tools and data, the company can provide customers with more immediate and comprehensive support. The JX service is offered as part of Collins’ ARINCDirectSM solution.

“By directly offering Inmarsat’s JX high-speed internet services, combined with our connectivity experience and our proven support, we’ll be able to take our customer value proposition to the next level,” said David Poltorak, vice president, Business and Government Aviation Services for Collins Aerospace. “We have been a Level 1 distributor of Inmarsat’s SwiftBroadband (SBB) for many years. Now, as a Level 1 VAR of JX, we can continue working collaboratively with Inmarsat to provide our customers with top-line

support and tools.”

“Since entering commercial service two years ago, Jet ConneX has quickly established itself as the world’s leading inflight Wi-Fi solution for business aviation,” said Philip Balaam, president of Inmarsat Aviation. “Collins Aerospace has been an important part of that journey and we are delighted to now expand our relationship. As a Level 1 VAR for Jet ConneX, they will work directly with us to build on the service’s success and enhance their customer offering through ARINCDirect.”

In addition to cabin connectivity services, ARINCDirect provides business aviation operators with tools to simplify the business of flight including flight planning, regional and international trip support and flight operations management.

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