



Announcement to ASX  
ASX Code: HTG

October 7, 2020

## **Inmarsat, AST and Harvest Technology Group enter into Global Marketing Alliance for Remote Monitoring Solutions**

**October 7, 2020:** Harvest Technology Group Limited (ASX:HTG) (**Company**) is excited to announce that it has entered into a global marketing alliance for ultra-low bandwidth remote monitoring solutions with Inmarsat Enterprise (Inmarsat), the world leader in global, mobile satellite communications and Applied Satellite Technology Group (AST), a global leader in satellite and radio communication systems.

Inmarsat is the leading global provider of satellite-enabled managed connectivity services for land-based organisations. They enable the Industrial Internet of Things (IoT) and help transform business outcomes across a diverse set of sectors, including agriculture, aid and NGO, media, energy and resources, transport and utilities.

AST is a leading global innovator in satellite communication solutions, offering a suite of unique propositions such as their award-winning IRIS and INTEGRA solutions. Established in 1992 and headquartered in the UK they have offices in Asia, USA and Australia. AST is an existing partner of Inmarsat. This tripartite alliance complements the global agreement formed between the Company and AST Australia in April 2020 for the joint development, marketing and distribution of the Company's Infinity remote communication technology.

The alliance will provide the Company access to the satellite communications infrastructure and tools to enable the transmission of high-quality synchronised video and audio over ultra-low bandwidth to provide the services required to remotely monitor assets, coordinate site surveys and conduct maintenance operations across the resources, energy and utilities sectors.

These sectors are facing increasing pressure to maintain vital infrastructure and equipment while safeguarding workers and cost-efficiency. With global travel restrictions and sustainability challenges impacting many organisations, pressure is mounting for personnel in remote locations be connected live back to base, the office or home, to enable simultaneous review and decision-making worldwide.

From a connectivity standpoint, the Company's Infinity Wearwolf™ solution enables high data rate streaming of video and audio over satellite by wirelessly connecting to Inmarsat's robust and portable Explorer 710 BGAN (Broadband Global Area Network) terminal. Inmarsat's global connectivity services are underpinned by the world's most reliable satellite communications network, which is the backbone for maritime, aviation and land safety services throughout the world. This ensures that any type of survey, inspection or maintenance procedure can be experienced via the eyes and ears of personnel on the ground under the direction of specialists, technicians and engineers from anywhere in the world.

"The energy, utilities and mining sectors have all harnessed the benefits of global satellite communications to maintain safe and efficient operations for a number of years," said Steven Tompkins, Director of Sector Development at Inmarsat. "However, these challenges have been exacerbated by global restrictions imposed as a result of the coronavirus pandemic, which means that there has never been a greater need for affordable solutions that help organisations collaborate, work together and improve operations, no matter where they are located. Harvest's Wearwolf™ is an example of the company's ingenuity, which harnesses both Inmarsat and



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AST's expertise to provide organisations across these industries with the real-time communications they need to stay connected and support quicker decision-making."

"By developing a wearable solution that supports our High Data Rate (HDR) streaming capabilities across a low-bandwidth connection, Harvest is facilitating highly efficient, safe, cost-effective and sustainable site surveys of pipelines and valuable assets across industrial sites in remote areas around the world. We are excited about the huge potential of this agreement and how it will change the way industrial professionals communicate and collaborate, no matter where they are located."

Gregory Darling, Managing Director of AST, added: "AST is delighted to partner with Harvest and Inmarsat to provide real-time video and audio solutions cost effectively through our secure global INTEGRA network from anywhere in the world. The partnership supports our vision to continuously empower our customers with dependable solutions that improve their operational efficiency, reduce their health and safety risk and minimise their carbon footprint."

"We are beyond thrilled to work with Inmarsat and AST to further strengthen the global reach of ultra-low-bandwidth remote communications," said Harvest's Managing Director, Paul Guilfoyle. "This alliance will not only allow for the implementation of existing technology but will further fuel innovation for future cutting-edge communication initiatives."

A copy of Inmarsat's News Release is located at the rear of this announcement.

*This announcement was authorised for release by Paul Guilfoyle, Managing Director.*

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**About Harvest Technology Group**

Harvest Technology Group Limited (ASX:HTG) is an Australian operated group of companies whose portfolio includes Harvest Technology Pty Ltd and Harvest Infinity Pty Ltd. Harvest Technology is a bespoke subsea technology solutions provider for the energy, resources, and renewables sectors. Harvest Infinity is an innovation company developing remote control, communication, automation and monitoring solutions.

To learn more please visit: [www.harvest.technology](http://www.harvest.technology)



## NEWS RELEASE

CLASSIFICATION: PUBLIC

### **GLOBAL ENERGY, UTILITIES AND MINING SECTORS TO GAIN ULTRA-LOW-BANDWIDTH REMOTE MONITORING SOLUTIONS FROM HARVEST TECHNOLOGY GROUP AGREEMENT WITH AST AND INMARSAT**

*New alliance offers a cost-effective way to conduct remote site surveys and maintenance operations over real-time audio and visual communications*

**06.10.20:** [Inmarsat](#), the world leader in global, mobile satellite communications, has entered into an agreement with [Harvest Technology Group](#), a remote monitoring and communications specialist, and [AST](#), a global leader in satellite and radio communication systems and an existing Inmarsat partner. The agreement will provide Harvest's customers across the mining, energy and utilities sectors with the tools to remotely monitor assets, coordinate site surveys and conduct maintenance operations over real-time video and audio transmitted via ultra-low-bandwidth satellite communications.

The energy, utilities and mining sectors are facing increasing pressure to maintain vital infrastructure and equipment while safeguarding workers, all in the most cost-effective way possible. With global travel restrictions and sustainability challenges now impacting many organisations, pressure is also mounting to allow personnel in remote locations to be connected live back to base, the office or home, in order to enable simultaneous review and decision-making worldwide.

The alliance will bring greater functionality to Harvest's 'data-anywhere' solutions, which can transmit high-quality synchronised video and audio across an extremely low bandwidth. Harvest's popular [Wearwolf™](#) wearable headset solution enables remote workers to communicate directly with technicians, engineers and site managers who may be located across different continents simultaneously in real-time, from the comfort of their offices or homes, so removing the need to travel.

From a connectivity standpoint, the Wearwolf™ solution allows high data rate streaming of video and audio over satellite by wirelessly connecting to Inmarsat's robust and portable Explorer 710 BGAN (Broadband Global Area Network) terminal. Inmarsat's global connectivity services are underpinned by the world's most reliable satellite communications network, which is the backbone for maritime, aviation and land safety services throughout the world. This ensures that any type of survey, inspection or maintenance procedure can be experienced through the eyes and ears of the crews on the ground and directed by technicians and engineers as if they were on site, from anywhere in the world.

“The energy, utilities and mining sectors have all harnessed the benefits of global satellite communications to maintain safe and efficient operations for a number of years,” said Steven Tompkins, Director of Sector Development at Inmarsat. “However, these challenges have been exacerbated by global restrictions imposed as a result of the coronavirus pandemic, which means that there has never been a greater need for affordable solutions that help organisations collaborate, work together and improve operations, no matter where they are located. Harvest’s Wearwolf™ is an example of the company’s ingenuity, which harnesses both Inmarsat and AST’s expertise to provide organisations across these industries with the real-time communications they need to stay connected and support quicker decision-making.

“By developing a wearable solution that supports our High Data Rate (HDR) streaming capabilities across a low-bandwidth connection, Harvest is facilitating highly efficient, safe, cost-effective and sustainable site surveys of pipelines and valuable assets across industrial sites in remote areas around the world. We are excited about the huge potential of this agreement and how it will change the way industrial professionals communicate and collaborate, no matter where they are located.”

Gregory Darling, Managing Director of AST, added: “AST is delighted to partner with Harvest and Inmarsat to provide real-time video and audio solutions cost effectively through our secure global INTEGRA network from anywhere in the world. The partnership supports our vision to continuously empower our customers with dependable solutions that improve their operational efficiency, reduce their health and safety risk and minimise their carbon footprint.”

“We are beyond thrilled to work with Inmarsat and AST to further strengthen the global reach of ultra-low-bandwidth remote communications,” said Harvest’s Managing Director, Paul Guilfoyle. “This alliance will not only allow for the implementation of existing technology but will further fuel innovation for future cutting-edge communication initiatives.”

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## **ABOUT INMARSAT**

Inmarsat is the world leader in global, mobile satellite communications. It owns and operates the world's most diverse global portfolio of mobile telecommunications satellite networks, and holds a multi-layered, global spectrum portfolio, covering L-band, Ka-band and S-band, enabling unparalleled breadth and diversity in the solutions it provides. Inmarsat's long-established global distribution network includes not only the world's leading channel partners but also its own strong direct retail capabilities, enabling end to end customer service assurance.

The company has an unrivalled track record of operating the world's most reliable global mobile satellite telecommunications networks, sustaining business and mission critical safety & operational applications for more than 40 years. It is also a major driving force behind technological innovation in mobile satellite communications, sustaining its leadership through a substantial investment and a powerful network of technology and manufacturing partners.

Inmarsat operates across a diversified portfolio of sectors with the financial resources to fund its business strategy and holds leading positions in the Maritime, Government, Aviation and Enterprise satcoms markets, operating consistently as a trusted, responsive and high-quality partner to its customers across the globe.

For further information, follow us on LinkedIn or on Twitter @InmarsatGlobal.

## **ABOUT INMARSAT ENTERPRISE**

Inmarsat Enterprise is the leading global provider of satellite-enabled managed connectivity services for land-based organisations. We are enabling the Industrial Internet of Things (IIoT) and helping transform business outcomes across a diverse set of sectors, including agriculture, aid and NGO, media, mining, oil and gas, renewable energy, transport and utilities.

## **ABOUT THE AST GROUP**

The AST Group is a leading global innovator in satellite communication solutions, offering a suite of unique propositions such as their award-winning IRIS and INTEGRA solutions.

The AST Group has presence globally, with offices serving both end-users and channel partners in the UK, Europe, Americas, Asia and Australia and have a proven track record in delivering high

profile projects in a variety of markets sectors. Along with local engineers and an experienced sales team, The AST Group offer unbiased advice to ensure customers receive the right communication solution to meet their business needs. The AST Group also provide a manned 24/7 Global Customer Support service to ensure continuity of service and reliable assistance from fully qualified personnel.

The AST Group operates a Quality Management System that meets the requirements of ISO 9001 to ensure that quality standards are constantly met and improved. A recent addition to this accreditation is ISO 14001, an internationally accepted standard awarded to companies that can demonstrate a proven Environmental Management System.

For further information, please visit: <https://www.theastgroup.com>

#### **ABOUT HARVEST TECHNOLOGY GROUP**

Harvest Technology Group Limited (ASX:HTG) is an Australian operated group of companies whose portfolio includes Harvest Technology Pty Ltd and Harvest Infinity Pty Ltd. Harvest Technology is a bespoke subsea technology solutions provider for the energy, resources, and renewables sectors. Harvest Infinity is an innovation company developing remote control, communication, automation and monitoring solutions.

For further information, please visit: <https://www.harvest.technology/>