



Speedcast

An established leader in fully-managed low-Earth-orbit and hybrid satellite connectivity



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How is Speedcast thriving?

In the face of significant industry disruption, brought about by the arrival of low-Earth-orbit (LEO) satellite constellations, Speedcast has emerged stronger than ever before. By embracing emerging LEO technologies such as Starlink and Eutelsat OneWeb early, rather than resisting them, the firm has strengthened its role as a trusted technology partner, and a global, hybrid network integrator capable of supporting the digitalisation of some of the world's most complex and remote operations.

The challenge - For more than 25 years, Speedcast has been a key provider of critical communications and IT services, connecting over 10,000 vessels with market-leading positions in offshore energy and offshore support vessels.

Operating across the maritime, oil and gas, mining, media, government and enterprise sectors, the company has long positioned itself as a trusted partner, responsible not only for connectivity, but for supporting customers' operational continuity and performance.

However, the pace of technological change was accelerating. While communications technology had historically evolved in cycles of roughly three years, the arrival of LEO satellite constellations – particularly Starlink – disrupted this pattern entirely.

Connectivity expectations changed almost overnight. Data consumption across energy, maritime and industrial operations surged. Customers demanded real-time connectivity to support automation, remote operations, IoT integration and the early adoption of AI.

These demands were not limited to bandwidth alone. Operational technology (OT) networks required secure, private and predictable connectivity, with guaranteed uptime. Further, regional nuances also added complexity, with Saudi Arabia's efforts to accelerate national digitalisation having created immediate demand for in-country infrastructure, operational licences and local delivery capability. Indeed, customers increasingly expected global providers to be locally present, compliant and operationally embedded.

Collectively, these changes left Speedcast at a crossroads. Without transformation, there was a real risk of losing relevance and market share, with customers exploring new connectivity options.

The solution - Speedcast chose to embrace disruption rather than fight it. The company became an early adopter of LEO technologies, partnering directly with Starlink and OneWeb to understand their capabilities, limitations and long-term potential.

Speed, readiness and flexibility became central to Speedcast's strategy, requiring proactive work around licensing, regulation and logistics across multiple geographies to ensure rapid deployment when services became commercially available. Here, the firm worked closely with Starlink to share customer requirements and operational realities. However, quickly it found that it would also need a more agile, technology-forward strategy centred around hybrid networking, intelligent edge management and stronger local presence in key regions.

This strategy was implemented in phases over several years.

First, Speedcast strengthened its local presence in high-growth regions. Saudi Arabia became a flagship example, where the company secured its ISP, operations and provisioning licences, built an in-country teleport and invested in local management and field service teams. This enabled fully compliant, locally supported delivery for one of the world's fastest-growing energy markets.

Second, Speedcast accelerated LEO and hybrid-network integration. Between 2022 and 2025, Starlink, Starlink Dedicated Service (formerly known as Starlink HTS), Starlink PNI and Eutelsat OneWeb were fully integrated into Speedcast's global service portfolio. Rather than offering standalone connectivity, these technologies were combined into managed hybrid solutions, ensuring continuous performance for mission-critical applications. Enterprise SD-WAN capabilities were layered on top, allowing customers to optimise traffic across multiple networks.

These developments were further anchored by the rollout of Speedcast SIGMA, which is Speedcast's intelligent edge management platform. SIGMA allows customers to blend multiple networks with full redundancy, unified security and automated traffic orchestration, delivering guaranteed uptime even in remote or hostile environments. Through SIGMA, Speedcast moved decisively beyond connectivity provision, offering intelligent, application-aware network control.

Through these changes, Speedcast has established itself as a global leader in enterprise-managed LEO connectivity. It was the first provider to deploy Starlink across an entire cruise fleet, and the first to introduce



Story type

#collaboration (main category) #innovation
#scale up

Benefits

- ▶ Expanded global leadership in LEO and hybrid connectivity for mission-critical operations.
- ▶ Strong revenue resilience through diversified sectors and reduced dependence on single markets or customers.

Key findings

For young people

- ▶ Learn fast, stay curious, and don't be afraid to take on challenges that feel bigger than you.

For industry

- ▶ Lead with honesty—because transparency is the foundation of progress, partnership, and long-term resilience.

For government

- ▶ I would ask for greater clarity, consistency, and transparency in regulatory processes related to connectivity, satellite communications, and digital infrastructure.

Speedcast at a glance:

Key products and services: fully managed connectivity, hybrid satellite networks, Speedcast's proprietary network management platform solution - Speedcast (SIGMA), mission-critical communications.

Main industries served:

- ▶ Oil and gas
- ▶ Conventional power
- ▶ Offshore renewable energy
- ▶ Onshore renewable energy

Headquarters: Texas, US

Year established: 1999

Number of employees: +50 (MENA)

OneWeb to the offshore maritime sector.

Indeed, today, the firm is recognised as the number-one LEO connectivity provider to the global maritime market. Through SIGMA, customers achieve 100% uptime, improved operational efficiency, enhanced crew welfare and stronger network security through private interconnects. Growth in Saudi Arabia has also validated Speedcast's investment in local infrastructure, driving increased project wins and deeper customer engagement.

By embracing technological disruption early, the firm has reinforced its position as a trusted partner helping customers navigate, adopt and maximise next-generation connectivity.