



Globecomm Maritime Wins Se@FLEX Communications Contract with Heavy-Lift Specialist Global Seatrade

Hauppauge, N.Y. USA - November 9, 2011 / -- Globecomm Systems Inc. (NASDAQ: GCOM), a leading global provider of communications solutions and services, announced today that Global Seatrade, a unit of the Hartman Marine Group, has awarded it a contract for unified maritime communications. Services will be provided by Mach6, a unit of Globecomm Maritime, using its global se@FLEX VSAT platform, which provides automatic roaming between Ku-band satellite beams on a global basis at a flat rate.

Global Seatrade provides transport for cargo, such as offshore wind turbines, that requires specialized handling aboard the company's heavy-lift vessels. Growing demand for its services led Global Seatrade to seek a unified communications platform to provide reliable broadband connectivity for its fleet.

Globecomm Maritime's implementation for Global Seatrade includes QOS systems to prioritize mission-critical traffic, ensuring that vessel management, navigation and safety applications get priority over crew welfare communications. Broadband also supports VOIP, which provides significantly lower costs than legacy maritime voice solutions.

With se@FLEX, ship owners gain all of the tools needed to ensure global coverage, seamless service and full transparency of costs and service levels. It is a VSAT-based service, with a Committed Information Rate (CIR) guarantee that delivers high performance at a fixed cost. With se@FLEX, automatic switching technology maintains the VSAT link as vessels move between satellite beams. The same technology detects loss of VSAT availability and auto-switches service to L-band backup on demand, while at the same time engaging sophisticated QOS systems that compress and prioritize traffic to keep costs under control. Globecomm Maritime provides hardware, either purchased or leased from Globecomm, as well as software, systems installation, satellite connectivity and lifecycle support services.

About Global Seatrade

Global Seatrade is a unit of the Dutch-based Hartman Marine Group, which consists of three divisions specializing in shipbuilding, yacht building and overseas transport. Hartman Marine Shipbuilding designs, engineers and builds versatile heavy-lift vessels. In 2007, the Hartman Trader 18 Deo Volente won the Dutch Ship of the Year award.

About Globecomm Maritime

Globecomm Maritime has been created from the combination of Globecomm's four well-known maritime brands – Telaurus, Evosat, C2C and Mach6 – with Globecomm's global managed communications platform and engineering capabilities. Globecomm Maritime provides ships at sea



and in port with a range of advanced, reliable and cost-effective maritime communications options ranging from voice and email connections up to full integration into broadband enterprise networks.

About Globecomm

Globecomm Systems Inc., or Globecomm, is a leading global provider of satellite-based managed network solutions. Employing our expertise in emerging communication technologies we are able to offer a comprehensive suite of system integration, system products, and network services enabling a complete end-to-end solution for our customers. We believe our integrated approach of in-house design and engineering expertise combined with a world-class global network and our 24 by 7 network operating centers provides us a unique competitive advantage. We are now taking this value proposition to selective vertical markets, including government, wireless, media, enterprise, and maritime. As a network solution provider we leverage our global network to provide customers managed access services to the United States Internet backbone, video content, the public switched telephone network or their corporate headquarters, or government offices. We currently have customers for which we are providing such services in the United States, Europe, South America, Africa, the Middle East, and Asia.

Based in Hauppauge, New York, Globecomm Systems also maintains offices in Maryland, New Jersey, Virginia, the Netherlands, South Africa, Hong Kong, Germany, Singapore, the United Arab Emirates and Afghanistan.

PHOTO CAPTION

Part of the Global Seatrade heavy-lift fleet, the coaster *Atlantic* is being outfitted with a se@FLEX communications platform from Globecomm Maritime.