



Business Ground Systems

# CETel Makes Strategic Ground Teleport Acquisition in the UK

By [Mark Holmes](#) | June 24, 2019



Europe Financial



Cobett Hill Earth Station

**CETel**, a global satellite communications and network service provider, has made a significant acquisition in the U.K. space market today. The company acquired U.K.-based **Cobett Hill Earth Station Limited** (Cobett Hill) for an undisclosed amount. CETel said that the move strategically increases its presence and activities in the marine and broadcast markets, alongside its traditional markets for mining, energy and oil & gas.

Cobett Hill is located only 25 miles from central London in the United Kingdom, and occupies a seven-acre secure compound on 200 acres of land. Currently, it houses more than 25 antennas with active operations on 13 satellites plus spare capacity enabling quick turnaround times on even short-notice customer requirements. Due to the locations

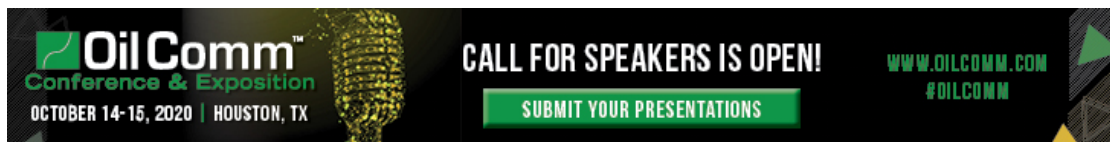
historical use by the British Ministry of Defence, it has blanket planning permission for unlimited antenna installations within the 200 acres and operate within an RF exclusion zone preventing any local interference.

“In CETel we have found the perfect fit in a buyer for our teleport and satellite-based operations. Their long-term expertise in the market will assure that the implementation will run smooth and the two companies with both its professional and experienced teams will merge and grow into an even greater company,” said Paul O’Brien, Managing Director of Cobbett Hill.

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Mobility

## SatADSL, Cobbett Hill Earth Station to Deliver Maritime Data Services

By [Adrienne Harebottle](#) | June 12, 2018

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A satellite communications-enabled vessel supported 24/7 by Cobbett Hill's Network Operations Center. Photo Credit: Cobbett Hill Earth Station

**SatADSL** and **Cobbett Hill Earth Station** have partnered to deliver value-added services across the European maritime sector. Under the agreement, SatADSL is providing its *Cloud-based Service Delivery Platform (C-SDP)*, a complete Operations Support System/Business Support System (OSS/BSS), carrier-grade, fully redundant platform that allows operators to outsource satellite services.

Cobbett Hill owns and operates a U.K. independent satellite teleport facility with extensive satellite coverage, access to the London Fibre Ring and Point-Of-Presence at Telehouse North Data Centre. It is the latest operator to deploy SatADSL's C-SDP which provides satellite connectivity via the cloud, eliminating the need for physical infrastructure, and delivering a future-proof infrastructure.

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Innovation

# New Teleport Forthcoming for Cobbett Hill Earth Station

By [Caleb Henry](#) | September 4, 2015

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Cobbett Hill Earth Station's U.K. teleport. Photo: Cobbett Hill Earth Station

[Via Satellite 09-04-2015] **Cobbett Hill Earth Station**, one of the fastest growing independently owned teleports, is actively considering expanding to become a global operator by the end of next year. The company, based in the United Kingdom, is evaluating possible locations to establish a new teleport in another country.

Established in 2005, Cobbett Hill Earth Station's primary market is Africa. The company is active largely from Africa out across the Indian Ocean to as far as the west coast of the United States. A few years ago, Cobbett Hill Earth Station acquired **International Ocean Services (ION)**, a project Paul O'Brien, founder and managing director of Cobbett Hill Earth Station, described as a sizeable undertaking for a company that has intentionally kept itself small. Assimilating ION brought the company closer to its maritime customers, but required a protracted assimilation process. Now complete, the company's next major project is to go global.

"We've been looking continually for the past year for a place toward Asia where we can deposit another teleport and run a global service, which is the one thing we need to do as teleport going forward," O'Brien told *Via Satellite*. "If we are going to be a global provider we need to offer a global service. We've done that through partner teleports up until now, but we are thinking we need to have our own site."

He added that the U.S. is another possible location. O'Brien said Cobbett Hill Earth Station has deliberately maintained a small size in order to stay "responsive and free thinking." This has enabled the company to do things such as set up new data services on a new satellite within 24 hours notice. But several factors — among them the acceleration of the maritime industry — are pushing the company to become bigger.

"The market is such now that to take that next step we have to grow a little bit larger to be more cost effective, competitive, and aggressive in the marketplace so that we win more of the deals that are out there," he said.

"We face some challenges coming soon in terms of satellite operators offering global managed services," added Gavin Rose, sales director at Cobbett Hill Earth Station. "For us to be able to compete in that marketplace and offer what we do now in terms of a bespoke, independent teleport-type service, we need more coverage, more access to satellites, etc. That is part of our thinking."

Another incentive to globalize is the breadth of new markets that present opportunities to the company. Cobbett Hill Earth Station traditionally focused on VSAT and data services, but O'Brien said broadcast and maritime are showing greater profitability. Cobbett Hill Earth Station has long been active in Internet Protocol Television (IPTV), at one point having as many as 60 channels. Rose said that this number declined after a major customer, **Jump TV**, shifted away from IPTV many years ago, and is now closer to 30 channels, but still provides considerable promise. Aeronautical connectivity is another opportunity. O'Brien said Cobbett Hill Earth Station finds this market of interest, but has not determined how the company will approach it. In the meantime, Cobbett Hill Earth Station continues to upgrade its existing infrastructure to enable new services.

"We are investing in higher throughput modems and intelligent [Block Upconverters] BUCs, in addition to teleport management software upgrades to add ever more flexibility and management control. We already run high performance backhaul, independent fiber circuits, and include connectivity to **BT** Tower for our broadcast and IPTV services ... we are always looking at how RF over fiber can help reduce some of our infrastructure costs and improve performance and, of course, keeping up to date with the latest that **iDirect** and its many competitors have to offer," said O'Brien.

Cobbett Hill Earth Station's iDirect services are the most popular among its customers. Last year the teleport upgraded ION's network to the iDirect Evolution 3.2 platform. O'Brien said the company has built its business around this hub for the past seven to eight years. As the Cobbett Hill Earth Station assesses these new markets, both O'Brien and Rose anticipate that a forthcoming teleport will catalyze new business opportunities.

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Telecom

# U.K. Teleport Installs iDirect Hub

By [Staff Writer](#) | June 24, 2008

[Satellite Today – 3-24-08] **Cobbett-Hill Earth Station Ltd.** has installed an **iDirect** satellite hub and acquired multiple routers to launch a hosting service for virtual network operators, VT iDirect Inc. announced June 24.

Cobbett-Hill is an independent U.K.-based teleport operator that provides satellite and communication services for business and government customers. The teleport installed a Series 15000 universal satellite hub and acquired multiple Infiniti 5000 series satellite routers for the offering, which will target vertical markets in Europe, Middle East and Africa. Cobbett-Hill also will be launching an IP broadband service using iDirect's Evolution DVB-S2 system with adaptive coding and modulation.

The first customer for the new service is AGC Marine Telecom, one of Europe's largest marine-stabilized VSAT installers and distributors. AGC Marine will provide its mega yacht and cruise line customers with high-speed broadband connectivity supported by the advanced features of the iDirect platform.

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Innovation

# Cobbett Hill Upgrades Maritime Business with iDirect Evolution Platform

By [Rachel Scharmann](#) | June 25, 2014

[Via Satellite 06-25-2014] **Cobbett Hill Earth Station** is upgrading the network for its maritime services unit, **International Ocean Services (ION)**, to the **iDirect Evolution 3.2** platform. This is the first of a series of technology investments Cobbett Hill has planned for ION, which it acquired in 2013 to expand into the maritime satellite communications sector.

ION customers will experience better performance under the upgrade on the outbound

iDirect X7 Satellite Router. Photo: iDirect

channel through Adaptive Coding and Modulation (ACM) and on the inbound channel through Adaptive Time Division Multiple Access (TDMA). Once this upgrade is complete across all networks, Cobbett Hill plans to implement the iDirect X7 satellite router as well.

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Business

# SES Taps Steel Industry Exec as CFO

By [Rachel Jewett](#) | February 12, 2020

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People



SES appoints Sandeep Jalan as CFO. Photo: SES