



Far Reaches

SRT's work with Dubai-based Thuraya has given the Davie company a foothold in commercial satellite communication.

For more than a decade, Davie-based SRT Group survived on government contracts, providing federal agencies with advanced satellite and wi-fi technologies. Founder Rick Lund began trying to diversify the 15-year-old company's customer base. In 2011, he got the foothold into the private sector he wanted when SRT won a contract with Dubai-based Thuraya.

The project involved replacing aging digital signal relays at a station in Sharjah, Dubai. To land the deal with Thuraya, one of the world's largest communications companies with operations in 160 countries, SRT had to beat out competi-

tors that included aerospace giant Boeing.

SRT later partnered with Thuraya to develop a next-generation satellite broadband modem. The device combines voice transmission with low-speed and high-speed data services in one portable product that is more reliable and more affordable than what had been on the market.

The modem project earned SRT an innovation award from Thuraya, which in turn helped catch the attention of other companies in the wireless industry. SRT has given product presentations in 20 countries during the last three years, and Lund says it is positioned

SRT partnered with Thuraya on a next-generation satellite modem.



SRT Group founder
Rick Lund

for substantial international growth, particularly in partnership with Thuraya.

SRT is privately held, self-funded and small, with 88 employees, giving it the lower overhead that enables it to underbid larger, more established companies, Lund says.

The company is now focused on developing customers in the maritime, aviation, oil and gas industries, which have a growing need for portable communications in remote areas. The cost and size of satellite communications technology has limited its utility for those industries in the past, but SRT's ability to reduce the size and expense of satellite terminals is enabling it to create new markets for the technology. "SRT's development was focused on that opportunity," Lund says, "bringing it to the tops of mountains and the middle of oceans."

— Kira Lewis