

## ZOLEO's second award win adds to list of Beam's 1QFY21 achievements

There's no better way to cap off a successful quarter than to announce that the **Beam Communications** designed and engineered ZOLEO global messaging solution won its second industry award since its launch in January.

The ZOLEO device edged out three other finalists to win the ACOMM 2020 award in the Innovation – SME category.

*ZOLEO beat three other finalists to be crowned the best innovation in the SME category at the 2020 ACOMM Awards*



The award is organised by the Communications Alliance, which is the primary telecommunications industry body in Australia.

The 14th Annual Communications Alliance ACOMM Awards was held virtually on 10 September, featuring keynote addresses from the Federal Minister for Communications, Cyber Safety and the Arts, The Hon. Paul Fletcher MP and the Shadow Minister for Communications, Michelle Rowland MP.

This is the second time ZOLEO was crowned with an internationally recognised industry accolade. ZOLEO took out the Mobile Satellite Users Association's (MSUA's) 2020 Top Mobility User Experience Innovation Award in March this year.

The ACOMM award follows Beam's FY2020 results that featured a 43% increase in earnings before interest, tax, depreciation and amortisation (EBITDA) to \$3 million despite the impact of COVID-19.

Beam also posted its largest order of 7,750 ZOLEO units to date in the September quarter. The completion of this order in the December quarter will take the total number of ZOLEO devices shipped to 22,000 units.

"It is very pleasing to see that the ZOLEO solution is garnering strong recognition from world-leading industry bodies around the world," said Beam's Chief Executive Officer, Michael Capocchi.

"This supports the positive feedback we have received from users and from expert reviewers since we officially launched the device in January this year, with ZOLEO now being sold through major retailers in both North America and Australia. We plan to start selling ZOLEO in more countries over the next 12-months."

## Beam's Iridium GO!® in Antarctica with orders hitting 50,000 units

As an Iridium Project Manager at the Satellite Network Operations Center (SNOC), Sam Wright understands critical communications and how important it is to connect with loved ones, especially when you're 9,000 miles away.

When he and his wife took a trip to Antarctica during the southern hemisphere's summer solstice last December, it would have been nearly impossible for them to find a connection that allowed them to check in on their newborn son or send his parents pictures.



*Photo taken by Sam Wright in Antarctica*

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Sam brought Iridium GO!, which is designed and built by Beam Communications, to Antarctica to stay connected and in touch with his family. Using the Iridium GO!, he was able to send text messages, make phone calls, and send some of the incredible pictures he captured.

“Since we were traveling away from our newborn, it was incredibly important for us to be able to keep in touch with family while we are away. Knowing our cell phones weren’t going to work, bringing an Iridium device was a priority on our packing list,” said Sam. “We were able to put the device outside and make calls inside, and even set up the Iridium GO! in the window of the lounge to use the device with ease.”

Meanwhile, Beam received its eighth Iridium GO! order this week, which takes the total number of units ordered to 50,000 since mid-2014.

Demand for the Beam-developed device is bolstered by the impact of COVID-19 and Beam has expanded its manufacturing capabilities to supply Iridium GO! from Malaysia and China to better manage possible supply chain disruptions and other global uncertainties.

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## Meet the ZOLEO Australian ambassadors



You might have noticed ZOLEO being featured more in online and traditional media channels as we have signed up a number of ambassadors for the global messaging solution.

Popular caravan and camping TV show “What’s up Down Under” on Network 10 is one example, but we’ve also gotten several outdoor social media influencers to put ZOLEO to the test. Below are two that you can follow to track their adventures and hear what they think of ZOLEO.



Click to follow  
[Robbie Fishing](#)

*Hi folks, my name is Robbie Alexander. I am the owner of the popular YouTube channel ‘Robbiefishing’. I was born in Wangaratta in 1975 and have lived here all of my life.*

*In 2005, I combined my love of photography with my passion of fishing and started photographing and documenting my fishing adventures. I have written several feature articles on fishing over the years and I continue to write a weekly newspaper fishing report.*

*In 2011, I started my ‘Robbiefishing’ channel which has now grown to 42,000 subscribers. Robbiefishing has amassed more than 11 million video views across more than 1000 video uploads, and the channel is still growing.*

*As you can imagine, I spend a lot of time in remote areas fishing and filming. ZOLEO gives me a peace of mind that I have never experienced when out of mobile phone range.*



Click to follow  
[Off The Trax](#)

*We are a down to earth Aussie Defence family of four who love a good laugh and have a passion for outdoor adventure.*

*Willow (the hubby) has spent over 20 years working for the Australian Army and his career in Defence has seen us posted to a number of different locations throughout the country. He’s a little 4WD obsessed and has pretty much criss-crossed the country with his family on a 76 series Toyota Landcruiser.*

*Wife Ally has a passion for photography and loves capturing our family adventures. She’s witty and loves a good pun but above all she’s a nature lover and conservationist at heart.*