

OPPORTUNITIES AND APPLICATIONS WITH INMARSAT FLEET

January 22-23 2003, Hamburg

A Digital Ship Conference

Sponsored by:



Dinner sponsor:



- ◆ The best applications for Inmarsat Fleet including getting navigation data onboard, managing procurement from onboard, remote monitoring, weather routing, shipboard intranet systems, automating seafarers' paperwork
 - ◆ The business case for purchasing a Fleet terminal and which applications justify a purchase
 - ◆ Whether the communications savings from Fleet justify the investment costs in a terminal, and how the ROI is different with a Fleet 33, 55 and 77
- ◆ The likelihood of both Inmarsat -A and -B becoming obsolete, effectively forcing shipping companies to use Fleet
 - ◆ Progress so far: how has the maritime industry responded to Fleet?

PROGRAM IN DEPTH

12 months after the original launch of Inmarsat Fleet, we bring you reports from the market about how much it actually managed to add value in the maritime industry and what shipping companies' experience with it to date is.

We look at which software applications create the most value, including shipboard procurement, shipboard intranet access, navigation information and remote monitoring, and look at the issues involved with getting Fleet terminals onboard ships. How should shipping companies choose Fleet 33, 55 or 77?

Keep up with the latest market initiatives, ideas and shipping line perspective on Inmarsat Fleet.

If you are involved in maritime communications, either as a user or supplier, then you will want to attend Opportunities with Inmarsat Fleet to hear the latest about the potential this new technology has to create improvements in the maritime industry, both to business effectiveness and to shipboard safety and welfare.

The conference is geared to applications for Inmarsat Fleet (hydrographic data onboard, remote ship monitoring, automating shipboard paperwork and moving management tasks on shore). The second day focuses on installing Inmarsat Fleet onboard vessels, including the choice of terminal to replace Inmarsat - as when they become obsolete in 2007, and the choice between Inmarsat 33, 55, 77, with the payoff between shipboard terminal capital costs and communications savings.

Delegates to previous Digital Ship ship-shore communications conferences include Interorient, V Ships, A P Moller, Brostrom, GT Ships, Teekay Shipping, IUM Shipmanagement, Eletson Corporation, Stelmar Tankers, Zodiac Maritime Agencies, Consolidated Marine Management, Gearbulk, Ariebiz, Prime Marine Management, Avin International, Costamare Shipping, Doehle IOM, Odjfell, Wallenius Wilhelmsen, Caledonian MacBrayne, J Lauritzen, BP Marine, Wagenborg Shipping, Chevron Shipping, Rederi AB Wallstar, Novoship, Graig Shipping, Seacor Smit, Premuda Tankers, Clipper Group, Polish Ocean Lines, Curzon Maritime, Shell Shipmanagement, Jo Tankers

Moderator: Dr Panagiotis Nomikos, Maritime Communications Network

Day 1: Applications for Inmarsat Fleet

- A SHIPOWNER'S PERSPECTIVE WITH INMARSAT FLEET
Adonis Violaris, communications and public relations manager, **Hanseatic Shipping** and chairman of the **Cyprus Shipping Council ICT working group**
- SESSION: USING INMARSAT FLEET IN MARITIME NAVIGATION . **George Arts**, owner, **Marine Press of Canada**
- What are the benefits in having up to date hydrographic data onboard vessels and what is the best way to use it?
Hayley Jopson, senior product manager (digital), **UK Hydrographic Office**
- SESSION: USING INMARSAT FLEET IN SHIP OPERATIONS
- REMOTE MONITORING AND MAINTENANCE OF SHIPS
Jan Herberg, director, **Herberg Engineering**
- WEATHER ROUTING DATA ONBOARD VESSELS
Martin Shields, **WNI OceanRoutes**
- PANEL DISCUSSION : INSTANT COMMUNICATION WITH SHORE
- GAINING BUSINESS ADVANTAGES THROUGH SHIPBOARD INTERNET ACCESS. **Bjørn Berger**, project manager, **DNV Software**
- MANAGING SUPPLIES FROM ONBOARD THE VESSEL
Brynjar Gevelt, director of product and services, **Marine Transaction Services**
- AUTOMATING SHIPBOARD PAPERWORK. **Ove M. Sivertsen Strømsholm**, managing director **VTM Products**
- HOW SHIPOWNERS CAN GAIN MOST VALUE FROM FLEET
Stein Skaar, regional sales manager, **Marlink**
- DISCUSSION: Which Inmarsat Fleet applications can add most value to the maritime industry?
- EVENING DINNER FOR SPEAKERS AND DELEGATES
HOSTED BY **INMARSAT**. VENUE: Alt-Hamburger Bürgerhaus, Hamburg Old Town

Day 2: Getting Fleet fitted onboard ships

- What Teekay wants from ship shore communications technology. **Lesley Green**, lead, vessel communications, **Teekay Shipping**
- INMARSAT'S PERSPECTIVE: FLEET 33, 55 AND 77 AND THE CURRENT STATE OF PLAY. **Chris Insall**, maritime services manager, **Inmarsat**
- LESOs section (15 minutes each). What is the experience of you customers with Inmarsat Fleet? How many of your customers are using Inmarsat Fleet? Where do you think it is going? What markets are taking to Fleet 33, 55 and 77?
- The marketplace for Fleet 77. **Kim Gram**, manager of sales, **Thrane and Thrane**
- SHIPPING'S OPINION OF FLEET SO FAR . **Merijn Bouman**, director communications, **Xantic**
- CASE STUDY: INMARSAT FLEET ON SUPER-YACHTS **Tristan Wood**, managing director, **Livewire Digital**
- GOOD PRACTISE WITH SECURITY IN INMARSAT FLEET. **Paul Ashton**, consultant, **Ashton Andrews**
- SECURITY INTEGRITY OF SHIPBOARD TERMINALS **Christoph Brockmann**, **BSH**
- WHAT DOES FLEET 55 HAVE TO OFFER THE MARITIME INDUSTRY? **Gregor Ross**, **EMS Satcom**
- Fleet's position in the satcoms market. **Ottar Bjaastad**, maritime business development manager, **Nera Satcom**
- REPLACING INMARSAT A TERMINALS AFTER THEY BECOME OBSOLETE IN 2007
Steve Harding, **3g Marine**
- PANEL DISCUSSION: What will you replace your Inmarsat A's with?

ADMISSION

- ◆ GBP 295 / EURO 460 one day, GBP 495 / Euro 700 for two days
- ◆ 25 per cent discount for shipping companies / companies with a speaker at the conference
- ◆ 75 per cent discount to members of the Association of Maritime Managers of Information Technology and Communication (AMMITEC)
- ◆ Delegate ticket includes admission to the Inmarsat reception and dinner on the evening of Jan 22 at Alt-Hamburger Burgerhaus

TO REGISTER

- ◆ fax back completed registration form to +44 (0)20 7510 2344
- ◆ register online with a credit card www.thedigitalship.com
- ◆ by e-mail to **Rebecca Clarkson**, clarkson@thedigitalship.com
- ◆ by telephone: contact **Diana Leahy** +44 (0)20 7510 4939

Registration Form (fax back to +44 (0)20 7510 2344)

Delegate fee One day: GBP 295 (Euro 460) + 16% MWST (Germany sales tax)
 Both days: GBP 495 (Euro 700) + 16% MWST (Germany sales tax)

Name(s): _____

Title(s): _____

Company: _____

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