

# xantic



*Together with **Stratos***

**Ronald HW Spithout**

**SVP Sales Stratos/Xantic**

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3. Drivers and Trends in Maritime market
4. Communications aspects
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# The Power of Two

## For our Customers & Partners:



**Reach – a global company with local presence throughout the world.**

**Scale – leveraging increased scale to provide a broader range of cost-effective solutions to benefit our customers and partners.**

**Leadership – an unsurpassed focus on technology innovation and customer understanding to improve service.**

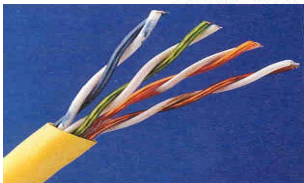
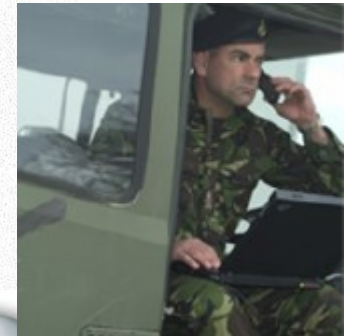
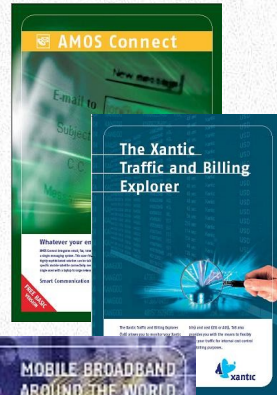
**Partnership – an unmatched network providing operational excellence from a single, global service provider for all essential communication needs.**



# Converging services

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BCAN Dashboard / TEST

Account: 4495 Customer | Installed Base | Orders | Tools | Reports | Help

Your role Admin: SIM Cards | Credit Control Groups | Service Groups

The table below lists all the Credit Control groups that currently belong to account: 4495 Test 1, with their current status

Search for records with: [By] [equals] [Search]

Group: [Download]

1 records were found showing records 1 to 1

all	Nr	Name	Account	Zsds	Credit Control	Balance	Threshold	Email
<input type="checkbox"/>	14	OK1	4495	8	auto suspend	1000.00		

Actions: [Suspend] [Create new order to suspend the selected groups of SIM cards] [OK]

**For ShipManagers this means:**

Integrated Crew Communications

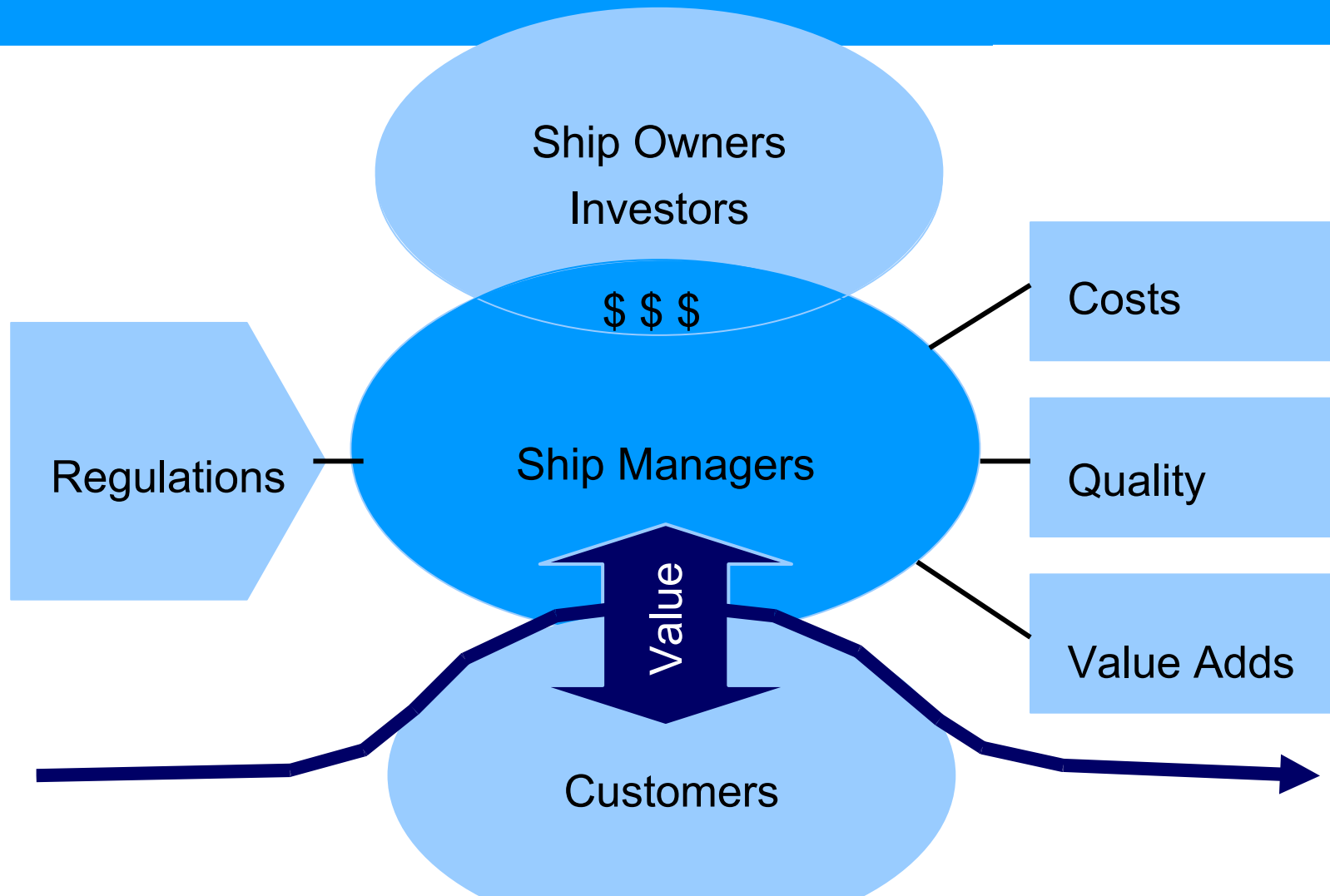
Maritime VSAT

VAS for Inmarsat Fleet Broadband

# Drivers and Trends in the Maritime Industry

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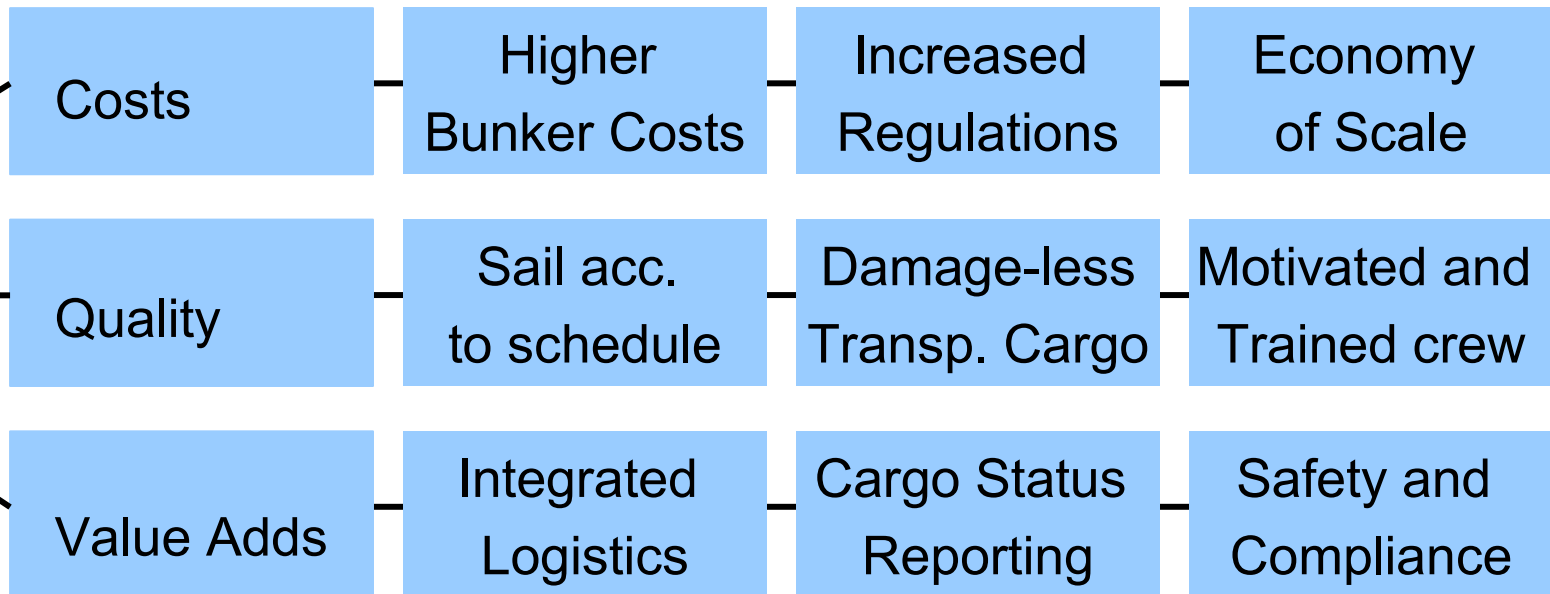
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## Drivers and Trends (2)

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## Drivers and Trends (3) Communications aspects

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Costs



Advanced Reporting, broadband demands  
Adoption of applications on board

Quality



**Quality? Quality is about People!**

Value  
Adds



Integration of vessels with ship management office  
Datacommunications growth and e-mail, IP always on

October 6, 2005, The International Maritime Employers Committee (IMEC) and the International Transport Workers Federation (ITF) decide upon a new resolution for free E-mail to all it's represented seafarers.

This agreement will cover approximately 3200 vessels from various countries and around 70,000 seafarers.

*It is a matter of time for the rest of the 900,000....*

Costly to **Get** people

Costly to **Train** people

Costly when **Churning**

A crew communication that would seamlessly fit with **all communication means that the home base (family) uses**, as voice telephony, E-mail and SMS (which is the de facto e-mail functionality on the philippines) will be a major factor/tool to retain crew.

## Ship manager's opinion on crew communication



- No administrative hassle in mailbox management and charging
- Independent from business communication
- Pre-paid communications
- Solution for crew roaming (shore-leave and vessel change)
- Minimum costs for offering crew email and SMS services
- No shared mailboxes for privacy reasons
- Security against viruses and spam
  
- Employee benefits
- Complies with ITF resolution on free email for crew

# A Stratos / Xantic Crew Solution

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**AmosConnect:** *The* maritime standard for email applications.

Having over 10,000 licenses AmosConnect in the maritime market!



**ChatCard:** More than 1,500 vessels using the ChatCard pre-paid card for crew calling.

**SMSCrew Email:** Today servicing several hundreds of vessels in partnership with SMSGlobal. Works with over 400 mobile telecom operators in more than 140 countries.



## First Reference

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### Launch AmosConnect Crew in June 2006:

- Headquarter in Hong Kong, 50 locations worldwide with over 6000 people, managing over 240 ships
- Leading customer-focused integrated maritime service provider
- Established in 1903



- Offering a wide range of services covering all types of ships
- Widely integrated IT solutions in ship management

**Wallem signed contract in May 2006 as launch customer for 175 vessels**

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**Thank You !**

