



# Digital Ship Dubai by Themis Violaris



BEYOND THE HORIZON®



# Management of Communications



*The Complete Maritime Communications Solution*

*Functionality and Performance*



# What is Management of Communications?



## ■ *Key Features & Benefits*

- *Company Policy*
- *Communication Department*
- *Communication Services Available*
  - *Billing (Departmental Billing – daily, weekly or monthly)*
  - *Software Solutions*
  - *True 24/7 Support*
  - *Local Representation*
  - *Accounting Authority & Point of Service Activations*
  - *Web Access – Stratos Access (Virtual Real Time Call Record Access, Manage the usages of Terminals – Setting limits and receiving alerts)*
  - *Dedicated Account Management*
  - *Training – Education – Hands on Workshops*
- *Airtime – Land Earth Stations*



# Maritime Communication Solutions



- Inmarsat

- Owns and operates a global satellite network
- Over 22 years of experience
- Proven experience in maritime, land and aviation
- Well over 350 thousand users worldwide
- A worldwide of 260+ distributors, service providers and system integrators
- *Services*
  - *Inm-A, Inm-B, Inm-C, Mini-M*
  - *FLEET FAMILY (F77, F55, F33)*
  - *Fleet Broadband?*
  - *Crew Calling – Crew Email/Messaging*



# Fleet Services



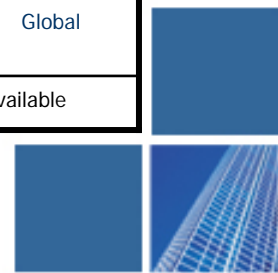
- With the launch of 14 satellites speeds up to 128 kbps will be available on a global basis.
- Services that are currently offered at spot beams will become GLOBAL.
- Capability of *FLEET* terminals/service to interrupt MPDS session when there is an incoming call.



# Developments in the Fleet Market



Fleet Services	Fleet 33		Fleet 55		Fleet 77	
	Before I4	After I4	Before I4	After I4	Before I4	After I4
4.8 kbps Voice	Global	Global	Global	Global	Global	Global
2.4 kbps Fax	n/a	n/a	n/a	n/a	Global	Global
9.6 kbps Fax/Data*	Spot Beam	<b>Global</b>	Spot Beam	<b>Global</b>	Global	Global
64 kbps Voice	n/a	n/a	Spot Beam	<b>Global</b>	Global	Global
64 kbps Fax	n/a	n/a	Spot Beam	<b>Global</b>	Global	Global
64 kbps Data	n/a	n/a	Spot Beam	<b>Global</b>	Global	Global
128 kbps Data**	n/a	n/a	n/a	n/a	n/a	<b>Global</b>
MPDS	Spot Beam	<b>Global</b>	Spot Beam	<b>Global</b>	Global	Global
Call Waiting	Available	Available	Available	Available	Available	Available



## Crew Communications

- Minimizes the complicated accounting procedures for personal calls
- Free up your bridge, privacy to the crew member
- Easy to use and maintain Crew Calling Equipment
- At each call an operator informs the user about units and minutes remaining free of charge
- Diversified crew communications solutions
  - Physical and virtual crew calling cards
  - Crew email
  - Crew SMS
- 40+% non-peak hours: 10 hours per day, all weekends and special holidays
- Low cost, best quality





## Little Trick, Big Difference

On Jan/Feb 2005 Digital Ship magazine, Page 6, Selling Satcoms, Dr. Panagiotis Nomikos, the current president of the Association of Maritime Managers of Information Technology and Communications (AMMITEC) stated:

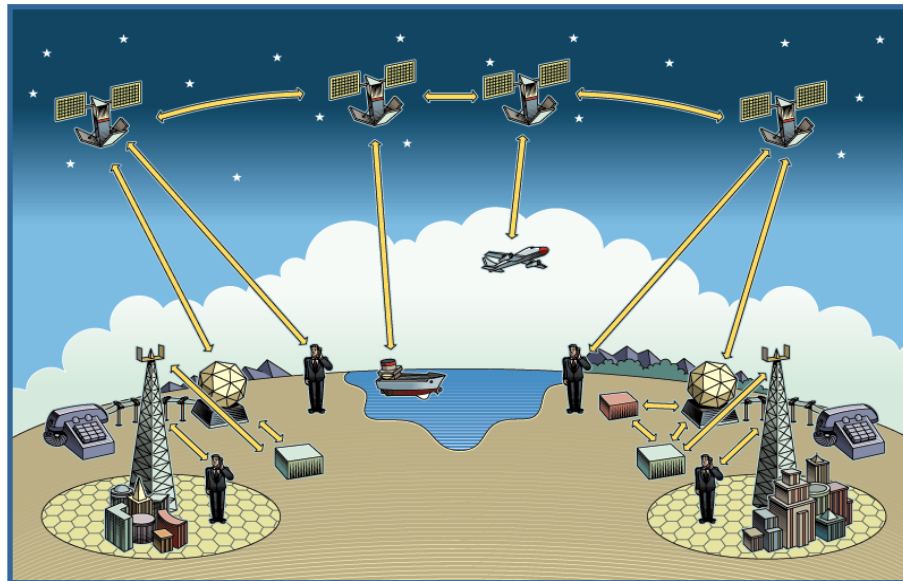
*"Many LESOs charge for ringing and holding time increasing significantly the actual cost of each call. Hidden costs such as per call connection costs or startup fees apply for most LESOs crewcalling Cards. In the above cases the effective rate is almost 15% more expensive than the offered one"*

Fact: There is no connection charge for Stratos crew calling card, and charge applies ONLY after calls are answered.



# Iridium

- Truly Global service, 66 satellites in low orbit, 6 orbital planes – 11 satellites per orbital plane, one spare per orbital plane, inter satellite cross links, 48 spot beams per satellite – Voice, Data



IRIDIUM



# Iridium



- Crew Calling Services
- Office to Ship Communication
- New Data Service – Direct Internet 2.0
  - Direct Internet provides an optimized capability to access email, web and ftp service on the Internet via the Iridium satellite network.
  - DI2.0 will speed up your data transfers to and from the Internet and enable Iridium subscribers to reduce airtime usage when compared with directly dialing a conventional Internet Service Provider.





## Conclusion

...cheap airtime does not necessarily mean  
reliable and cost effective  
communications!!!

