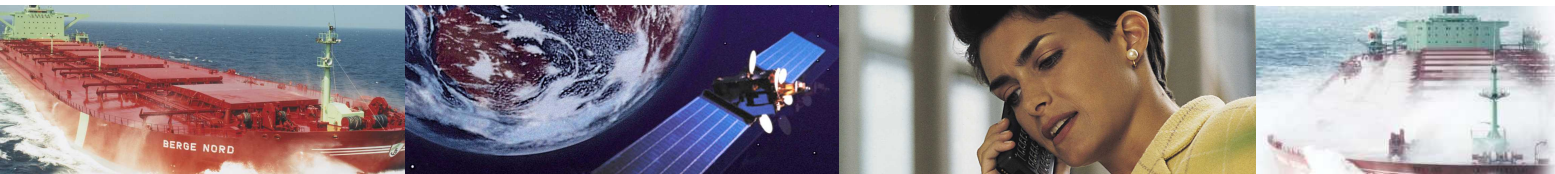




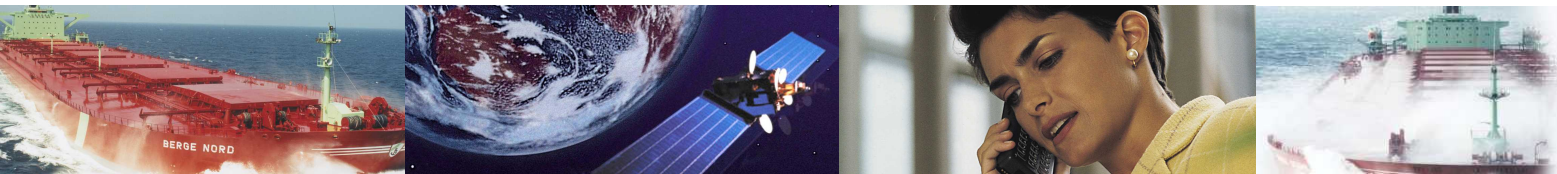
Frode Stensaa
Sales & Marketing Manager
frode.stensaa@virtek.no

Digital Ship
SMM 2006



Agenda

- The CommBox concept
- Reducing communication costs, how
- Connecting via multiple carriers
- Management of ship-shore communication

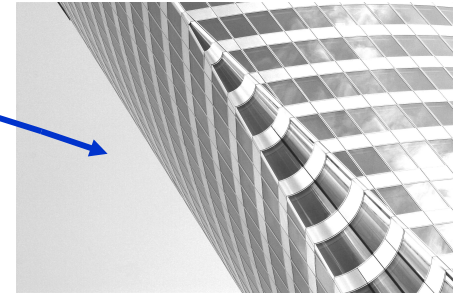


CommBox™

Connecting ship and office networks

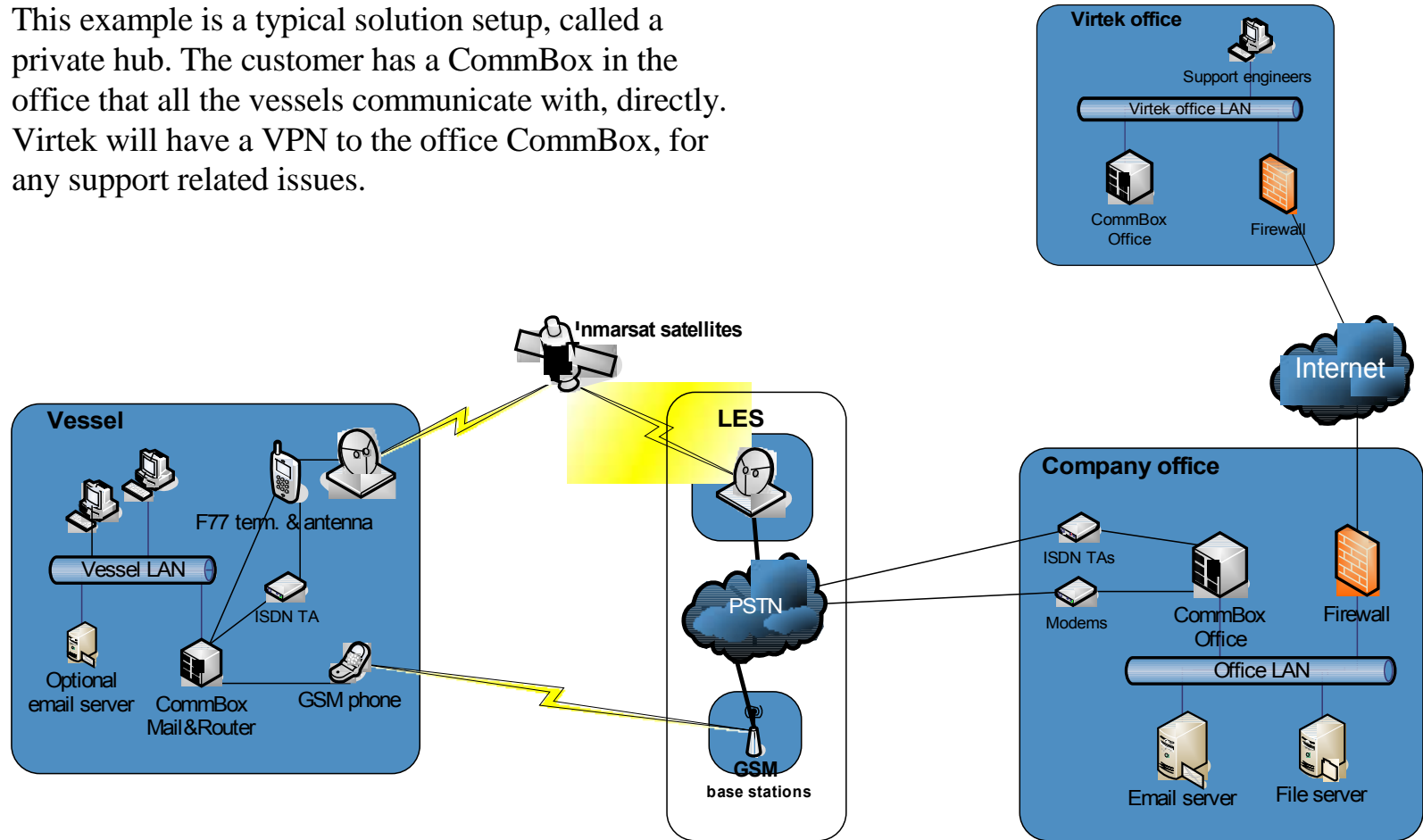
A true IP connection

Over any available carrier



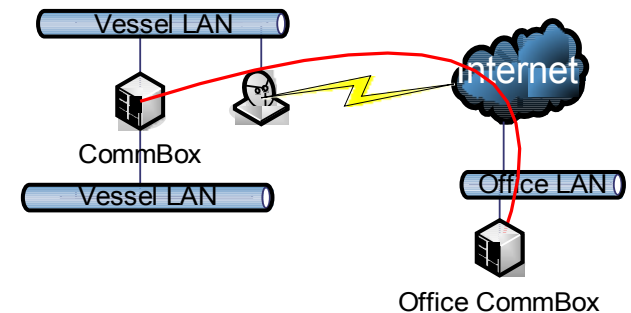
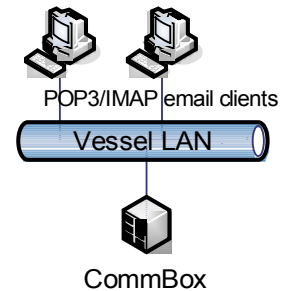
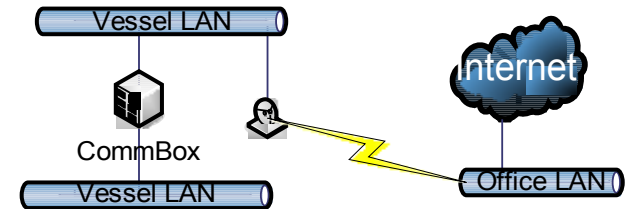
CommBox, typical setup

This example is a typical solution setup, called a private hub. The customer has a CommBox in the office that all the vessels communicate with, directly. Virtek will have a VPN to the office CommBox, for any support related issues.



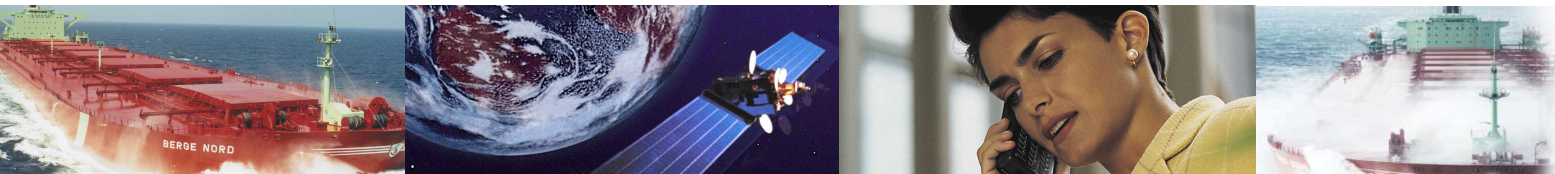
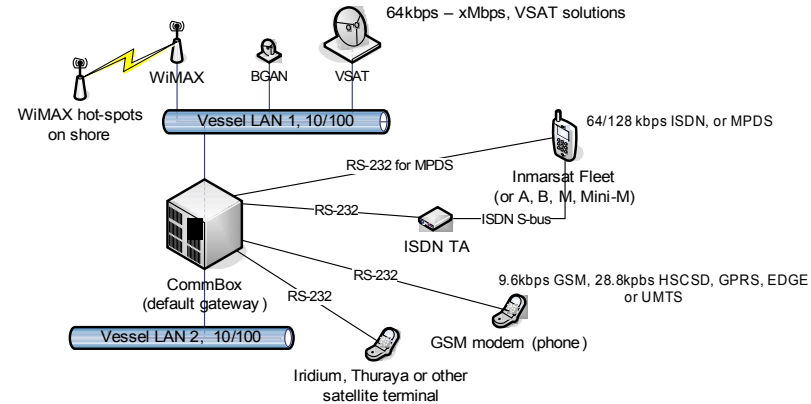
CommBox built-in functionality

- CommBox is a communication unit with many features:
 - Full IP router
 - All network services in the office made available on the ships
 - Remote control and maintenance
 - Email server and relay server (POP3/SMTP/IMAP)
 - Use any POP3 client or the built-in webmail
 - Firewall
 - Complete control of the security
 - VPN initiator and terminator
 - Secure connections over any carrier or network
 - Automated file transfers
 - CommBox to CommBox or server to server



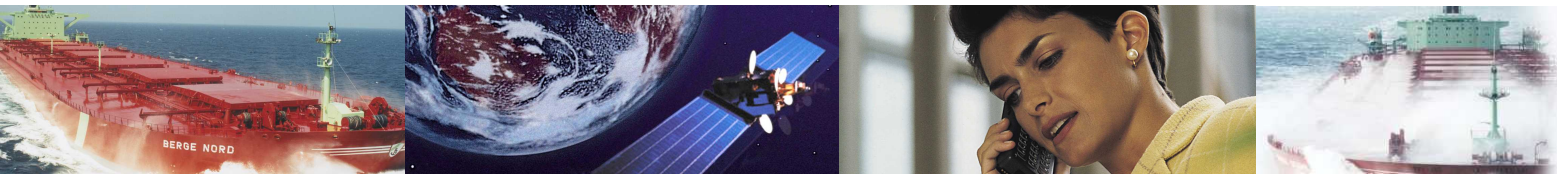
CommBox built-in functionality

- CommBox connections are flexible:
 - Connect over any dial-up connection
 - Communicate over VSAT links
 - Connect to WiFi or WiMAX hotspots
 - Automatic back-up from VSAT to dial-up
- Black-box
 - Tamper free
 - Pre-installed
 - Web interface for use and installation
- Choose your solution
 - Use the private hub solution
 - Or use the Virtek hub



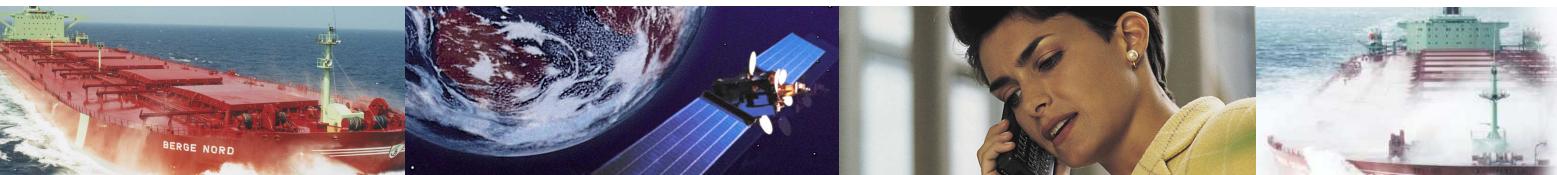
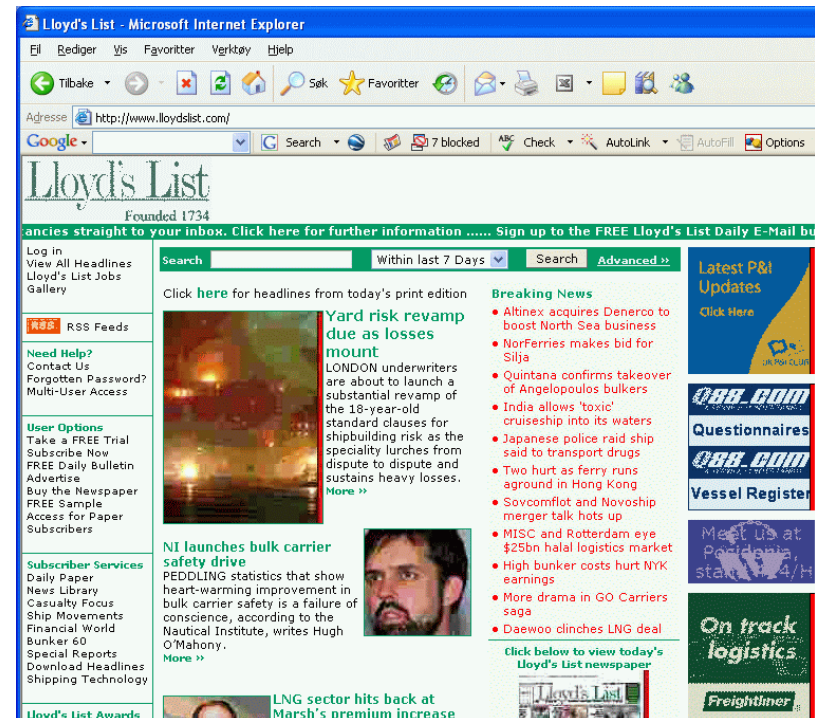
Future functionality

- New functionality in CommBox during 2006/2007
 - Web cache
 - News harvesting
 - File and printserver (SMB/CIFS)
 - Advanced reporting
 - NMEA and SNMP collecting
 - Touch screen display, status and messages on the bridge
 - Thin Client server
 - QoS (Quality of Service)



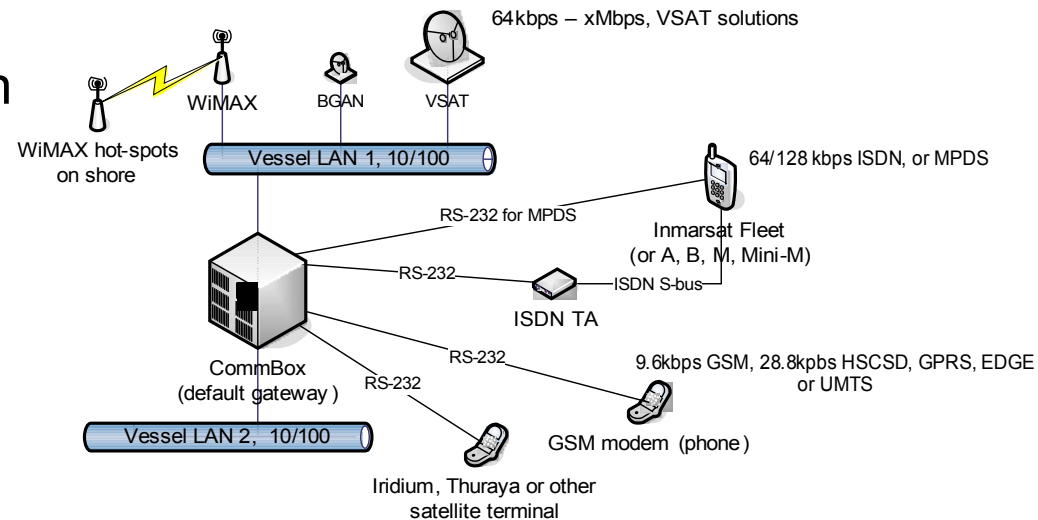
QuickWeb™

- New development, patent pending
- Surf the internet or intranet using only 1/10th of the bandwidth
- Made for low bandwidth connections and pay-by-byte connections
- Ultra high compression and intelligent filters
- No software needed on the clients
- No training necessary, just set it up and surf!
- Perfect together with CommBox web cache



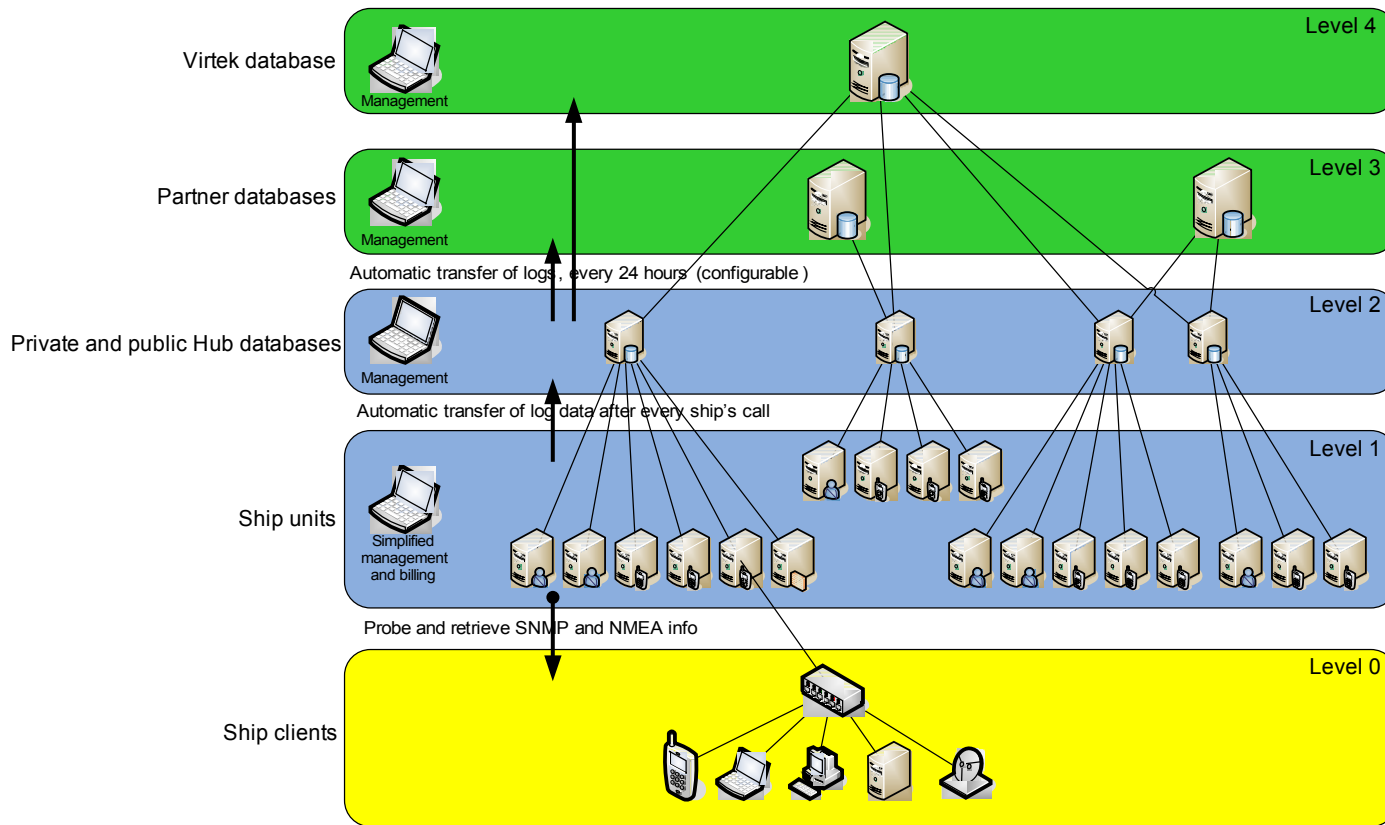
Reducing communication costs

- Compression
- Batch transfers
- Least Cost Route Switch
- Control of the dial-up schedule
- Advanced filtering, in and out
- Link monitor
- Analysis of communication

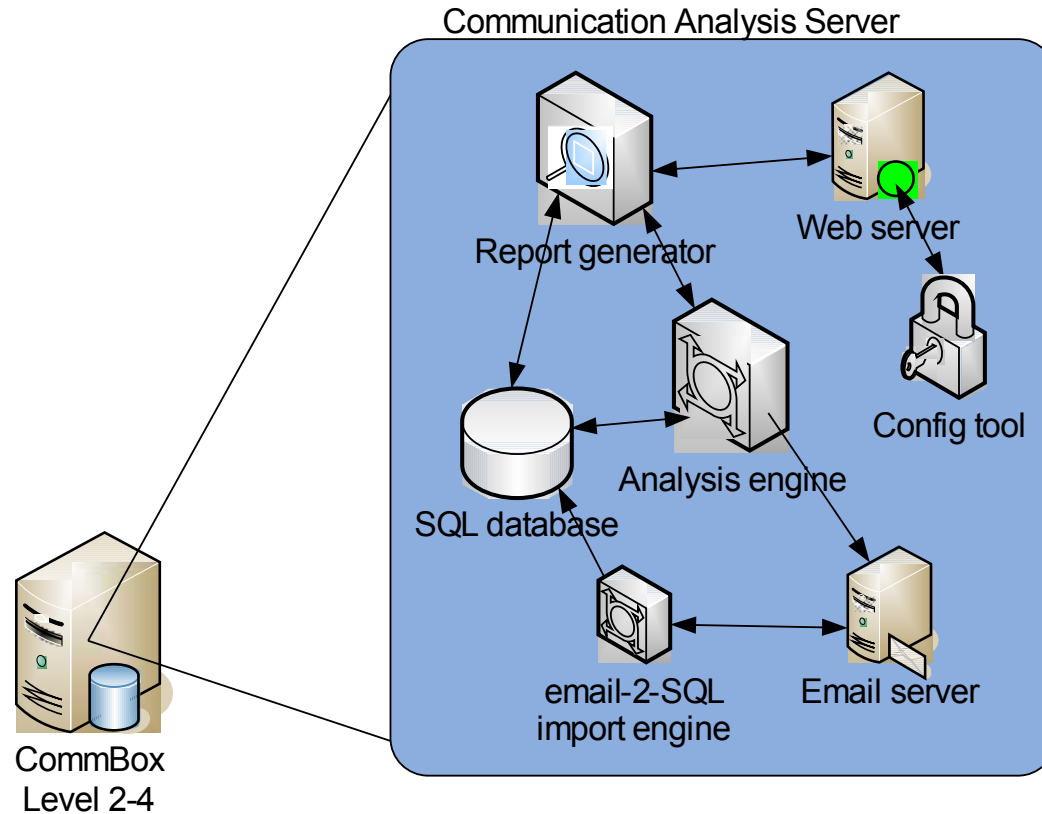


Managing ship-shore communication

Communication Analysis System Structure



Managing ship-shore communication



Managing ship-shore communication

- Analysis



CommBox Communication Analysis

« April 2006 » « May 2006 »
Mo Tu We Th Fr Sa Su **Mo Tu We Th Fr Sa Su**
 1 2 1 2 3 4 5 6 7
 3 4 5 6 7 8 9 8 9 10 11 12 13 14
 10 11 12 13 14 15 16 15 16 17 18 19 20 21
 17 18 19 20 21 22 23 22 23 24 25 26 27 28
 24 25 26 27 28 29 30 29 30 31
 Set start: Set stop:
 2006-4-28 2006-05-12

- Home
- Fleet
- Logs
- Statistics
- Configuration
- Log off

Select company: ▼

Select vessel: ▼

	status	Items	Percentage	
<input checked="" type="checkbox"/>	OK	111	90.2 %	<div style="width: 90.2%; height: 15px; background-color: red;"></div>
<input checked="" type="checkbox"/>	Connection stopped by user or program	5	4.1 %	<div style="width: 4.1%; height: 15px; background-color: red;"></div>
<input checked="" type="checkbox"/>	Abort: NO ANSWER	4	3.3 %	<div style="width: 3.3%; height: 15px; background-color: red;"></div>
<input checked="" type="checkbox"/>	Error: Line disconnected	1	0.8 %	<div style="width: 0.8%; height: 15px; background-color: red;"></div>
<input checked="" type="checkbox"/>	Abort: ERROR	1	0.8 %	<div style="width: 0.8%; height: 15px; background-color: red;"></div>
<input checked="" type="checkbox"/>	Error: Timeout	1	0.8 %	<div style="width: 0.8%; height: 15px; background-color: red;"></div>
	Sum	123		

sales@virtek.no
 Tel: +47 33 03 05 30
 Fax: +47 33 03 05 31



Some references

- Reederei F. Laeisz
- Bergesen Worldwide Gas ASA
- Solstad Shipping AS
- Dof Management
- Broströms AB
- Odfjell
- Fugro Geoteam AS
- Swedish coast guard
- OSM Shipmanagement
- Østensjø Rederi
- Bergshav Management
- Royal Arctic Line
- Wappen Reederei
- Jan De Nul





Thank you!

www.virtek.no

