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INTERNATIONAL SHIP MANAGEMENT • GLOBAL SERVICES



**HANSEATIC**

**SHIPPING COMPANY LTD**

Managing Owners & Operators

HANSEATIC HOUSE: P.O.Box: 50127, CY-3601 LIMASSOL, CYPRUS,  
TEL.: +357 25846400, FAX: +357 25745245,  
EMAIL: MANAGEMENT@HANSEATIC.COM.CY

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BGAN / INMARSAT I4s for the  
maritime industry

18.10.2005

**Digital  
Ship**  
  
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DIGITAL SHIP CONFERENCES & EXHIBITIONS | CYPRUS | OSLO | HONG KONG | ATHENS

*3rd Annual*  
**Digital Ship Athens 2005**  
Maritime information technology conference and exhibition

October 18 - 19 2005

Metropolitan Hotel, Athens

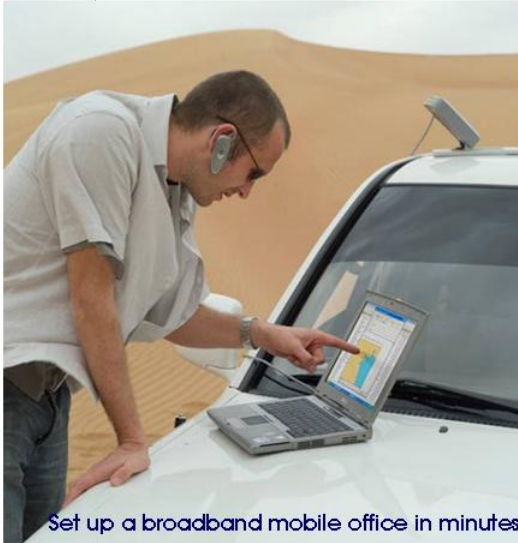


By Adonis Violaris  
Communications & PR Manager  
Hanseatic Shipping Co. Ltd







Digital Ship Conference Athens 2005

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Set up a broadband mobile office in minutes

**1st mobile communications service to offer:**

-  Broadband data (up to half a megabit)
-  ... plus voice accessible simultaneously through a single compact device
-  with guaranteed data rates on-demand
-  that will be available globally





## Key benefits

18.10.2005

### Global

- Network coverage wherever you go
- Use the same device worldwide

### Simultaneous voice & broadband data

- Accessible through one device
- Up to half a megabit data rates (for send or receive)
- Plus guaranteed data rates on-demand
- Replicate your broadband office environment on the move

### Portable

- Service accessible via small, lightweight devices

### Flexible

- Supports IP and circuit-switched applications
- Solutions to suit single users or small teams

### Reliable

- Dependable, peace-of-mind communications
- Robust satellite terminals
- 24/7 customer service

### Easy to use

- Same user interface across all terminals
- No technical expertise required

### Secure

- Secure access to VPNs
- Supports all major encryption standards.

### Competitively priced

- Competitive with other MSS operators
- Significantly cheaper than international cellular roaming



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# Initial range of four terminals

18.10.2005



Manufacturer	Add Value	Nera	Thrane & Thrane	HNS
Size	A5+	A5	A4	A4+
Weight	1 – 1.25 kg	< 1 kg	1.5 kg	2.2 kg
IP Data	384/240 Kbps Q	384/240 Kbps Q	464/448 Kbps Q	492/492 Kbps Q
CS Data	-	-	-	64 Kbps ISDN
Voice	Yes	Yes	Yes	Yes
Guaranteed	64kbps	64kbps	128kbps	256kbps
Interfaces	USB RJ11 (Voice) Bluetooth (voice)	USB Ethernet Bluetooth (voice) RJ 45 (Voice)	USB Ethernet Bluetooth (voice) RJ11 (Voice)	USB Ethernet WiFi (Multi-user) RJ45 (Voice)
Environmental Protection	IP 42	IP44	IP44	IP55



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## BGAN is designed to support

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- Common terminal equipment operating systems
  - Windows 98se / 2000 / XP
  - Mac OS 10.1 onwards
  - Linux
- VPN
  - Cisco / Nortel / Netscreen / Checkpoint
  - VPN products based on Ipsec, L2TP, PPTP, L2F
- Email
  - POP3 / SMTP / IMAP
- H.323 based applications



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# HUGHES

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*IP-based, entry-level device*

**R-BGAN**



<b>Size</b>	300 x 240 mm
<b>Weight</b>	1.6 Kg
<b>Standard IP Service</b>	Up to 1.44kbps (send/receive)
<b>Streaming IP service</b>	n/a
<b>ISDN</b>	n/a
<b>Voice</b>	n/a
<b>Data interfaces</b>	USB, Bluetooth, Ethernet
<b>Environmental Tolerance</b>	IP 44
<b>Target markets</b>	Mobile use / Semi-fixed use/ back-up comms
<b>RRP</b>	~\$1,000



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# HANSEATIC



# wideye™

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## *Voice & data, entry-level device*

<b>Size</b>	210 x 140 mm
<b>Weight</b>	1.25 Kg
<b>Standard IP Service</b>	Up to 384/240kbps (receive/send)
<b>Streaming IP service</b>	32, 64kbps (send & receive)
<b>ISDN</b>	n/a
<b>Voice</b>	Via RJ11 or Bluetooth handset/headset
<b>Data interfaces</b>	USB, Bluetooth, Ethernet
<b>Environmental Tolerance</b>	IP 44
<b>Target markets</b>	Mobile use / back-up comms
<b>RRP</b>	\$1,650



**Sabre™ I**



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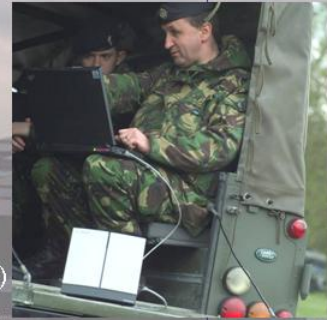


# Thrane & Thrane

18.10.2005

*High bandwidth, highly portable device*

Size	300 x 200 mm
Weight	1.3 Kg
Standard IP Service	Up to 464/448kbps (receive/send)
Streaming IP service	32, 64, 128kbps (send & receive)
ISDN	n/a
Voice	Via RJ11 or Bluetooth handset; 3.1khz audio
Data interfaces	USB, Bluetooth, Ethernet
Environmental Tolerance	IP 54
Target markets	Mobile use / semi-fixed use
RRP	\$3,000-3,200



Explorer™ 500



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# I4 Launch at Cape Canaveral

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