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INTERNATIONAL SHIP MANAGEMENT • GLOBAL SERVICES



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**SHIPPING COMPANY LTD**

Managing Owners & Operators

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02/02/07

**Digital Ship**

DIGITAL SHIP CONFERENCES & EXHIBITIONS: DUBAI | CYPRUS | OSLO | SINGAPORE | ATHENS



*4th Annual*  
**Digital Ship Cyprus 2007**

January 30 - 31 2007

St Raphael Hotel, Cyprus



How today's shipping companies use satcoms and software

By Marios Papatheodotou  
Communications Administrator  
Hanseatic Shipping Co. Ltd



Digital Ship Conference Limassol 2007

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# Agenda

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- Today's onboard computing environment
- Manager's Requirements
- Providers
- Vessel Data Growth
- The Nature of the Threat
- The Market Research – Analysis Study
  - Period & Methodology
  - Results of Research
  - Evaluation & Benefits of the Project





# Technology

02/02/07

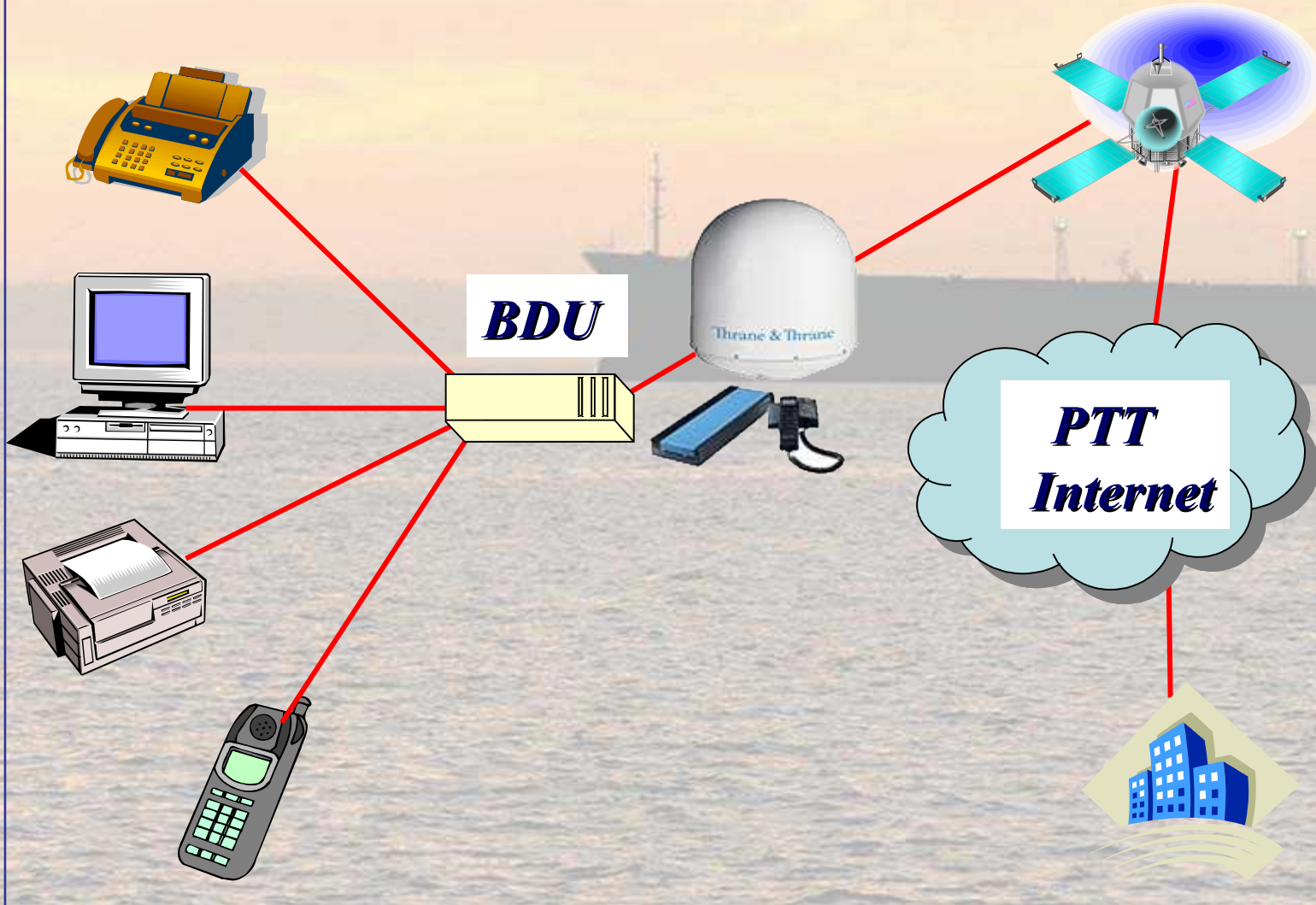
- ① Technology
  - ② Once upon a time; We were happy with
    - Fax, telex, and voice.
    - Paper was king at the time.
  - The onboard network was simple. It did not exist. Probably had a single PC to compose the telex & fax messages.
  - Simple enough to eliminate the radio officer position.





# Onboard SatComs

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# New Applications

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## Vessel Integration of IT and satellite communication

- ④ Fast e-mail, Internet and Intranet access
- ④ E-commerce
- ④ Video and digital image communications
- ④ Crew Calling / e-mailing / training
- ④ Secure communications Firewalls & VPN
- ④ Electronic chart update
  - Ship Management Applications (SMA)
  - Cargo Data
- ④ Remote monitoring
  - ④ Engine Alarms
  - ④ Engine Performance
  - ④ Physical Security





# Manager's Requirement

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① Bringing the vessel closer to the office.

- Manage
- Monitor
- Control
- Act
- Improve

① Processes

- ① On-line plant management.
- ① KPI's / TMSA
- ① E-purchasing, e-learning, e-ntertaining
- ① Regulations & Conformance





# Providers

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- EutelSAT
- IntelSAT
- Connexion By Boeing
- Iridium, Thuraya, & SATs.
- Inmarsat – MSS

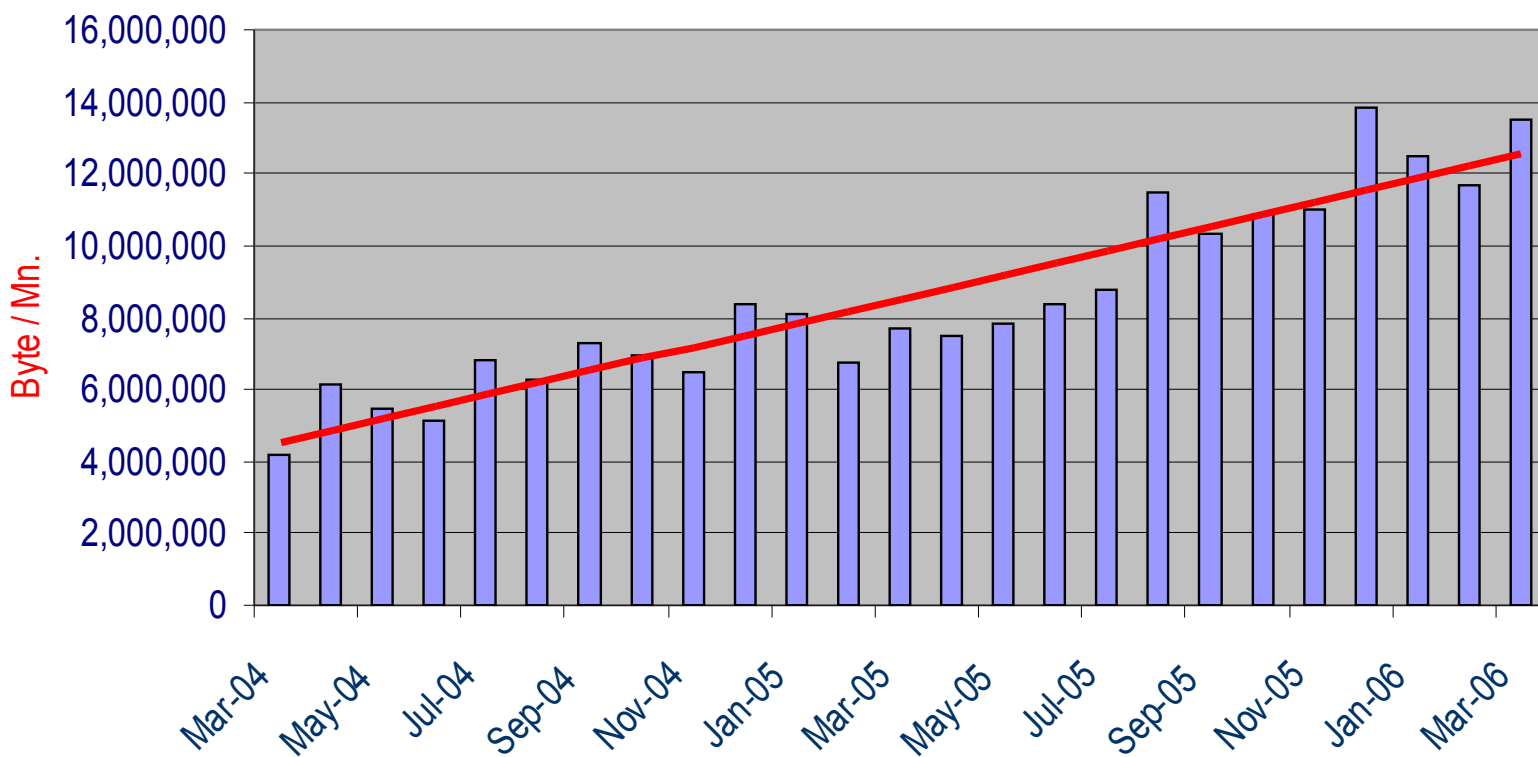




# Vessel Data Growth

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**Vessel Data**



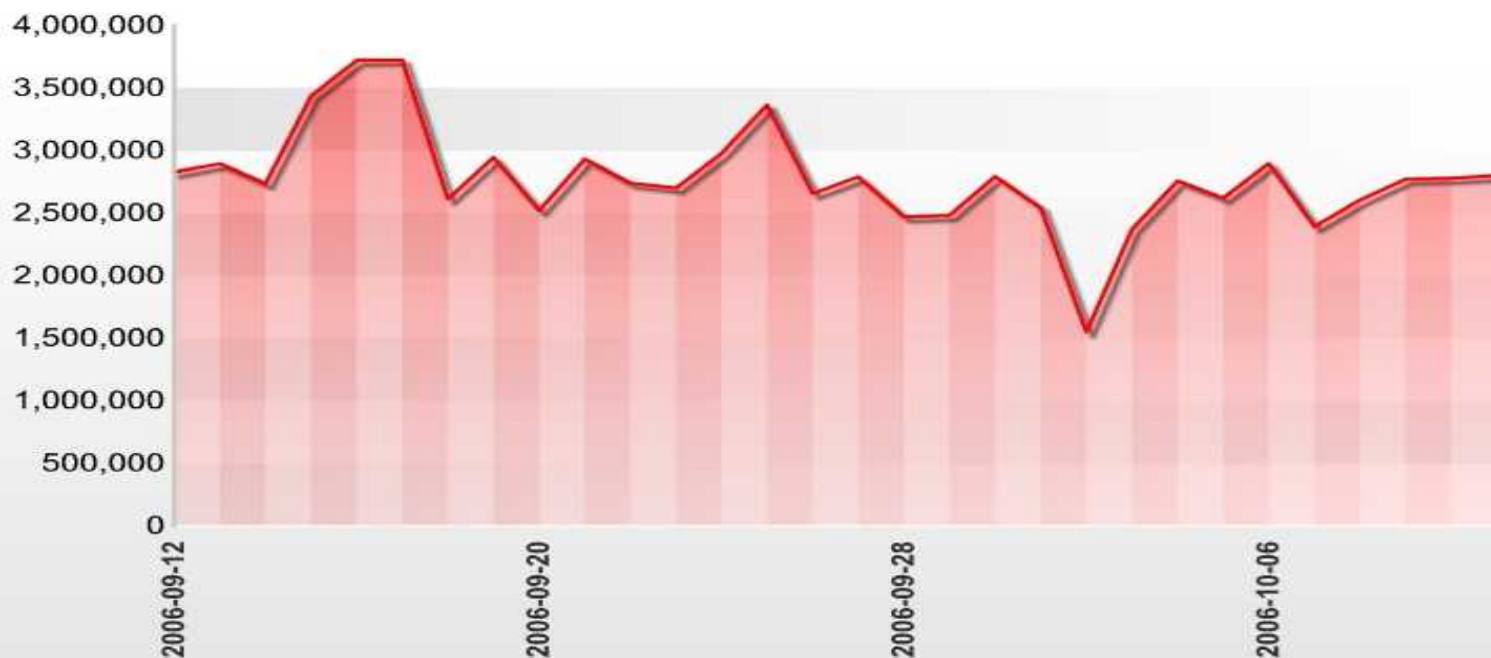


# The Nature of the Threat

02/02/07

## Recent Spam Outbreaks - 30 Days View

Data source: Commtouch Software Online Lab



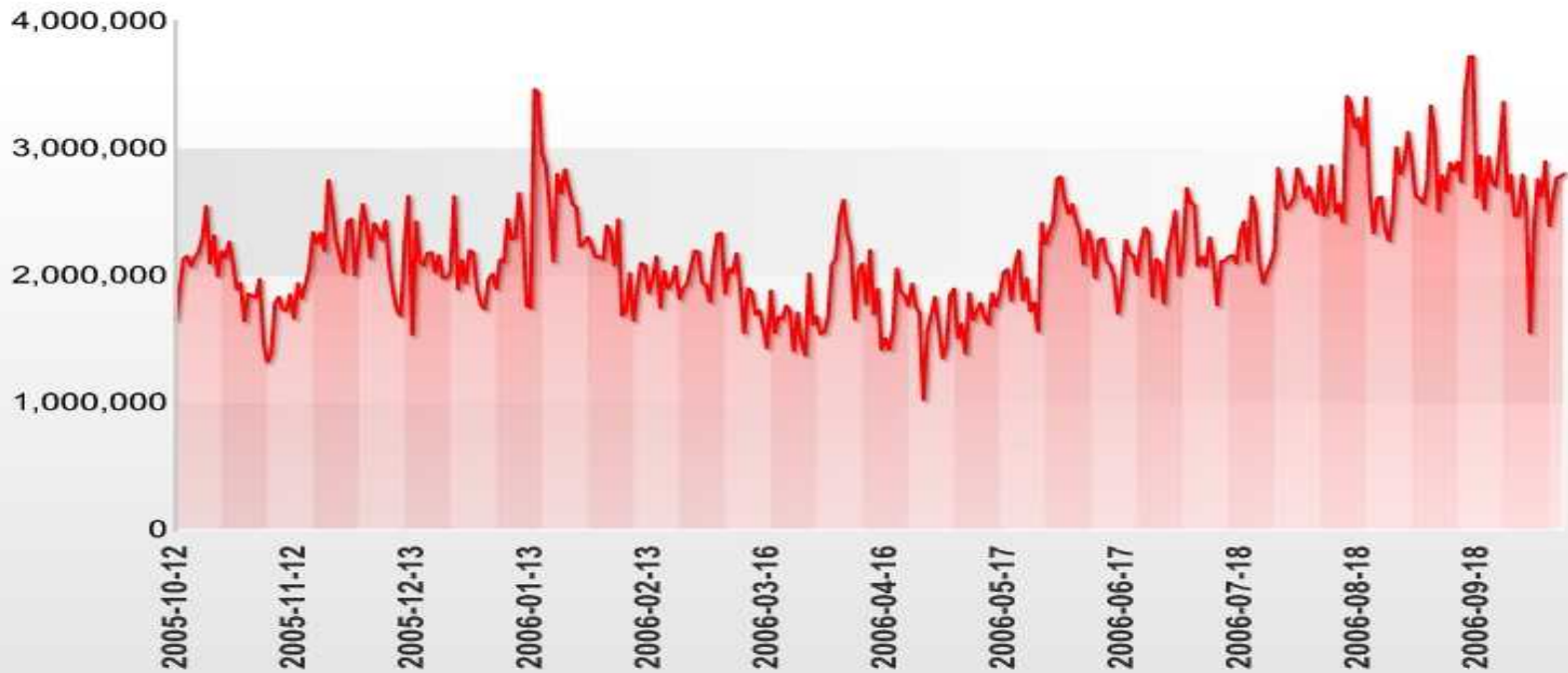


# The Nature of the Threat

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## Recent Spam Outbreaks - 12 Months View

Data source: Commtouch Software Online Lab



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# Spam in e-mail

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Message Labs – UK May 2006 report.

More than one of every two messages is spam





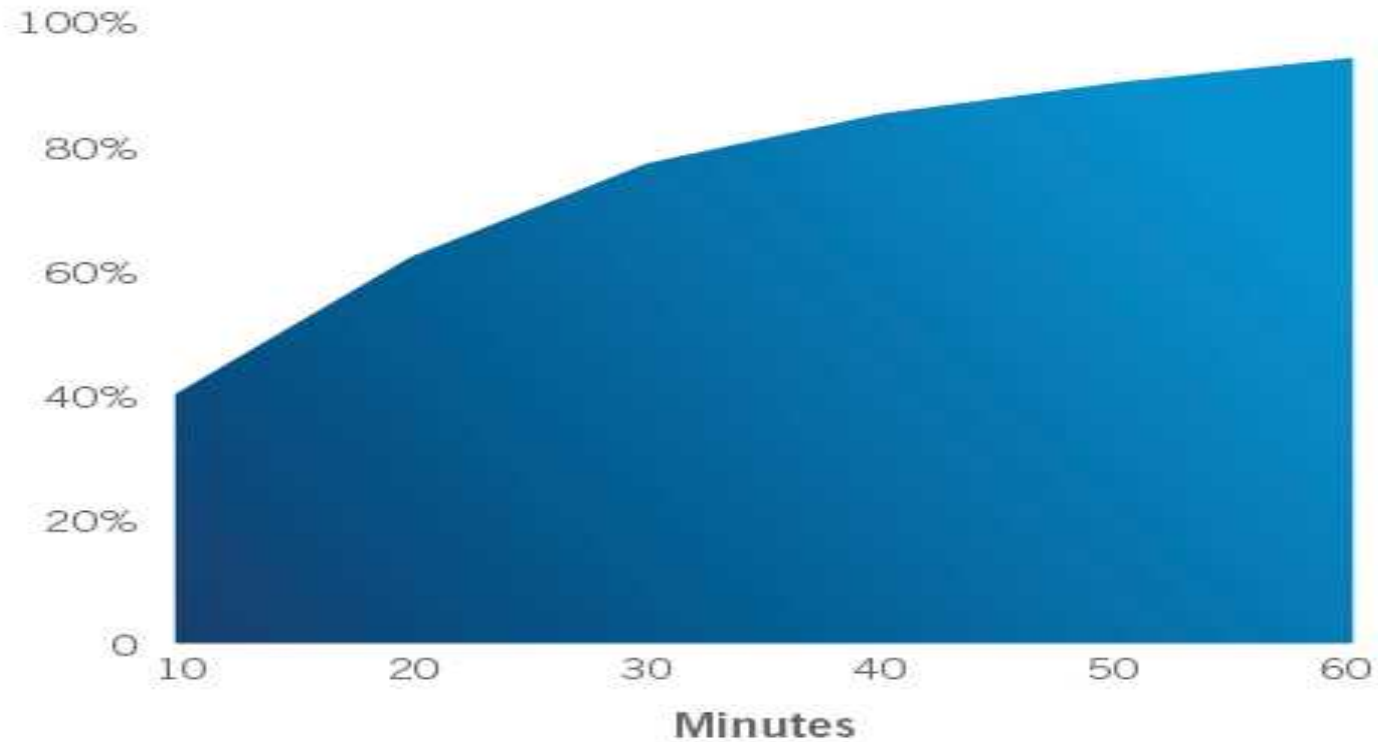
- Malware the new virus threat
  - Spy Ware
  - Ad Ware
  - Trojan &
  - Viruses
  - 20% of all spam is Malware
  - All it takes is one message to get onboard.





# How fast can a machine be infected?

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Sophos Labs - USA

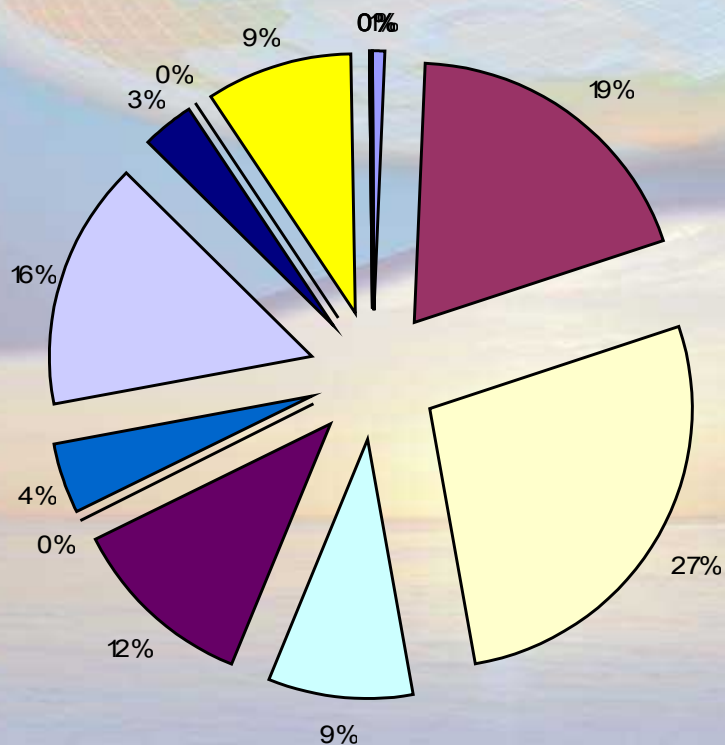




# Which connection service used between vessels/onshore?

02/02/07

Which connection service used between vessels/onshore?



- Immarsat A
- Immarsat B
- Immarsat C
- Iridium
- Fleet F77
- Fleet F55
- Fleet F33
- Mini-M
- VSAT
- Connexion - CBB
- MPDS
- Other
- GSM

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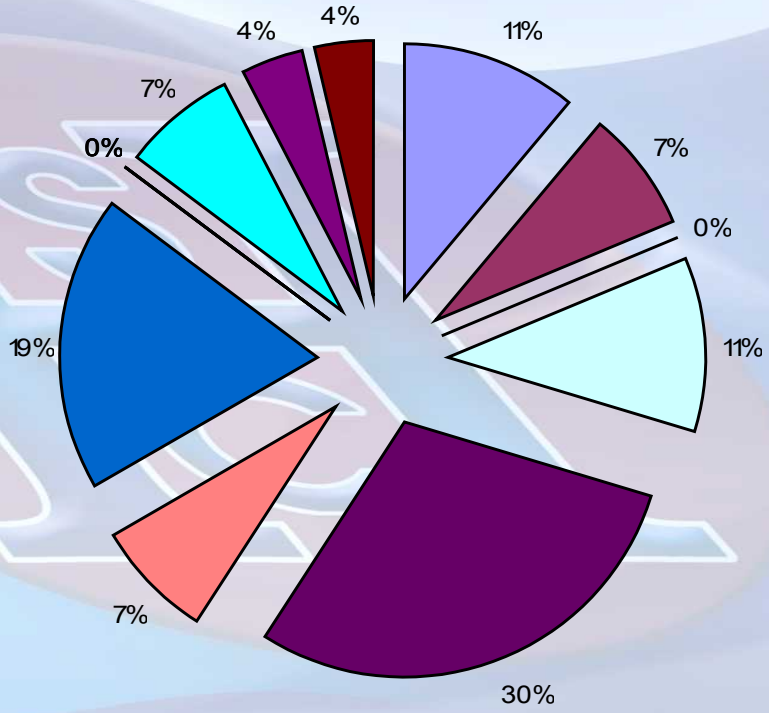
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# Which communication protocols are available between vessels/onshore?

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Which communication protocols are available between vessels/onshore?



- HTTP - WEB
- FTP
- SSH/SFTP
- VPN
- POP3 (EMAIL)
- IMAP - (EMAIL)
- SMTP - (EMAIL)
- PDP
- Other
- RYDEX REP4
- HDLC
- Proprietary Amos-Mail Protocol

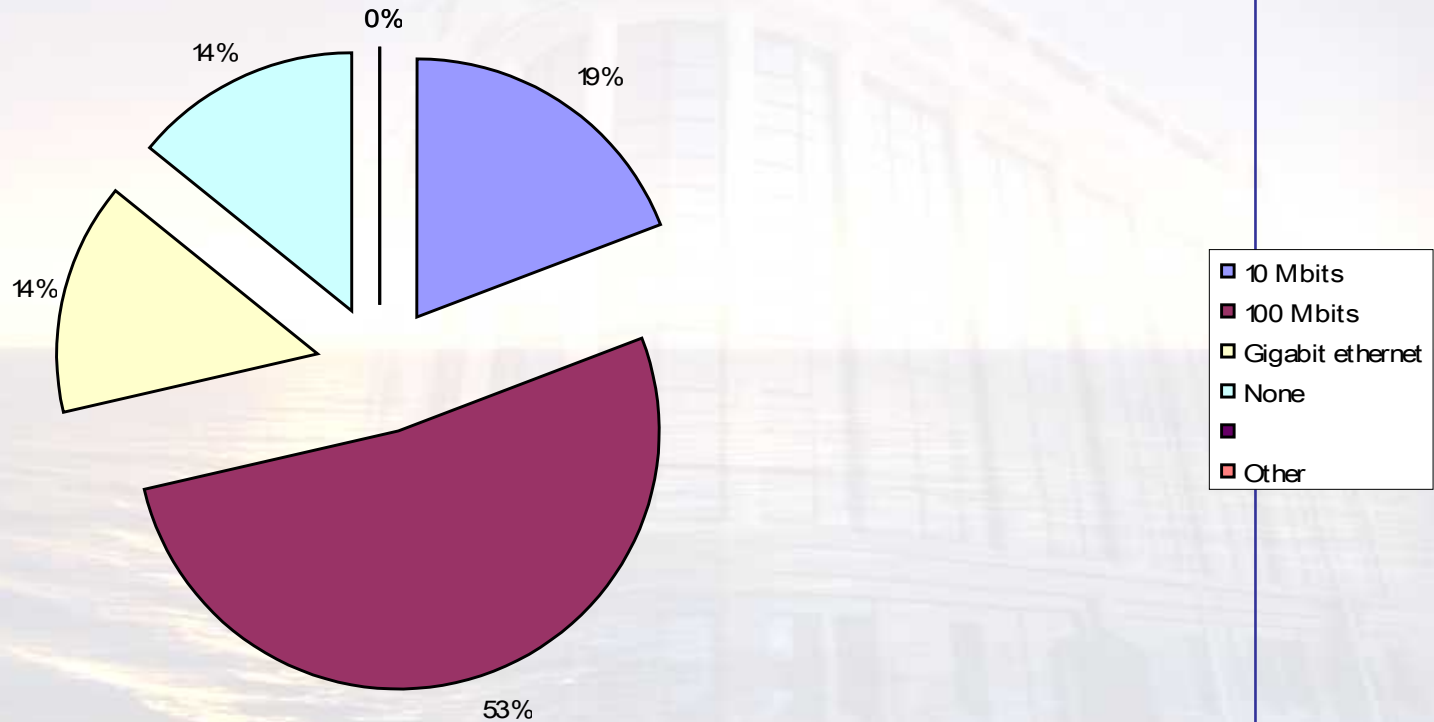




# What type of Ethernet connection is available on vessels?

02/02/07

What type of Ethernet connection is available on vessels?





# Is wireless available?

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Is wireless available?



- Yes
- No
- Planned soon
- 
- Other

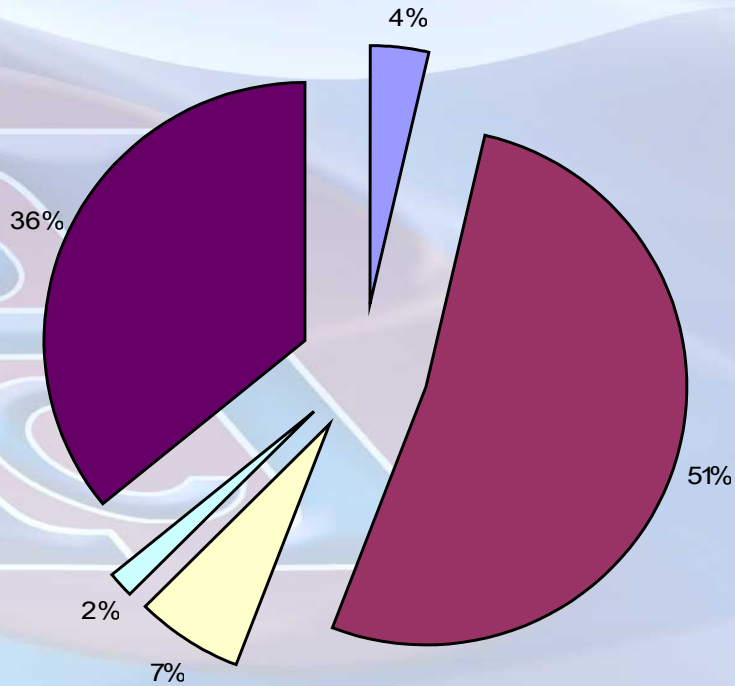




# Hardware available on board

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Hardware available on board



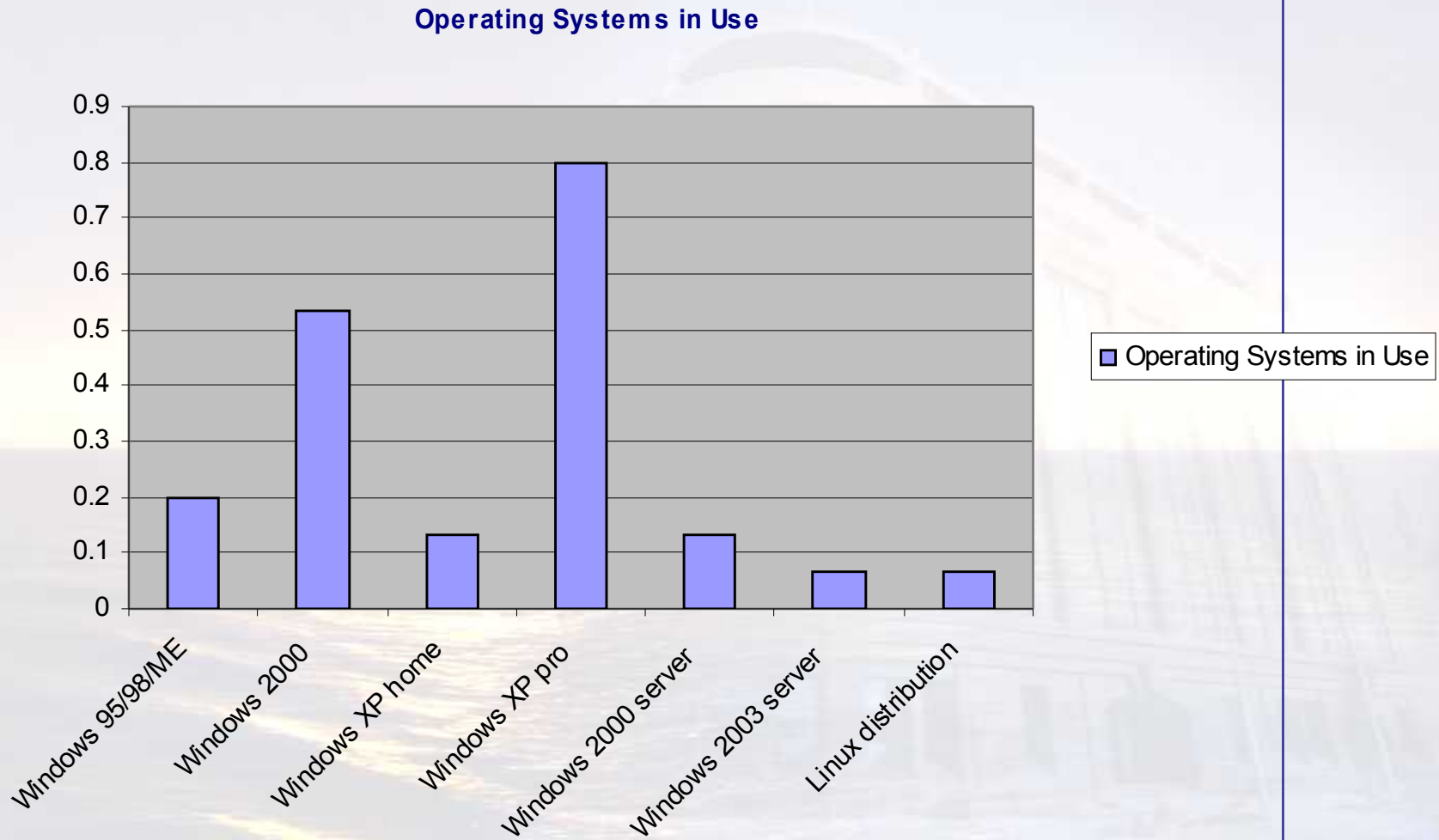
- Servers
- Desktops
- Laptops
- Handhelds
- Printers





# Operating Systems in Use

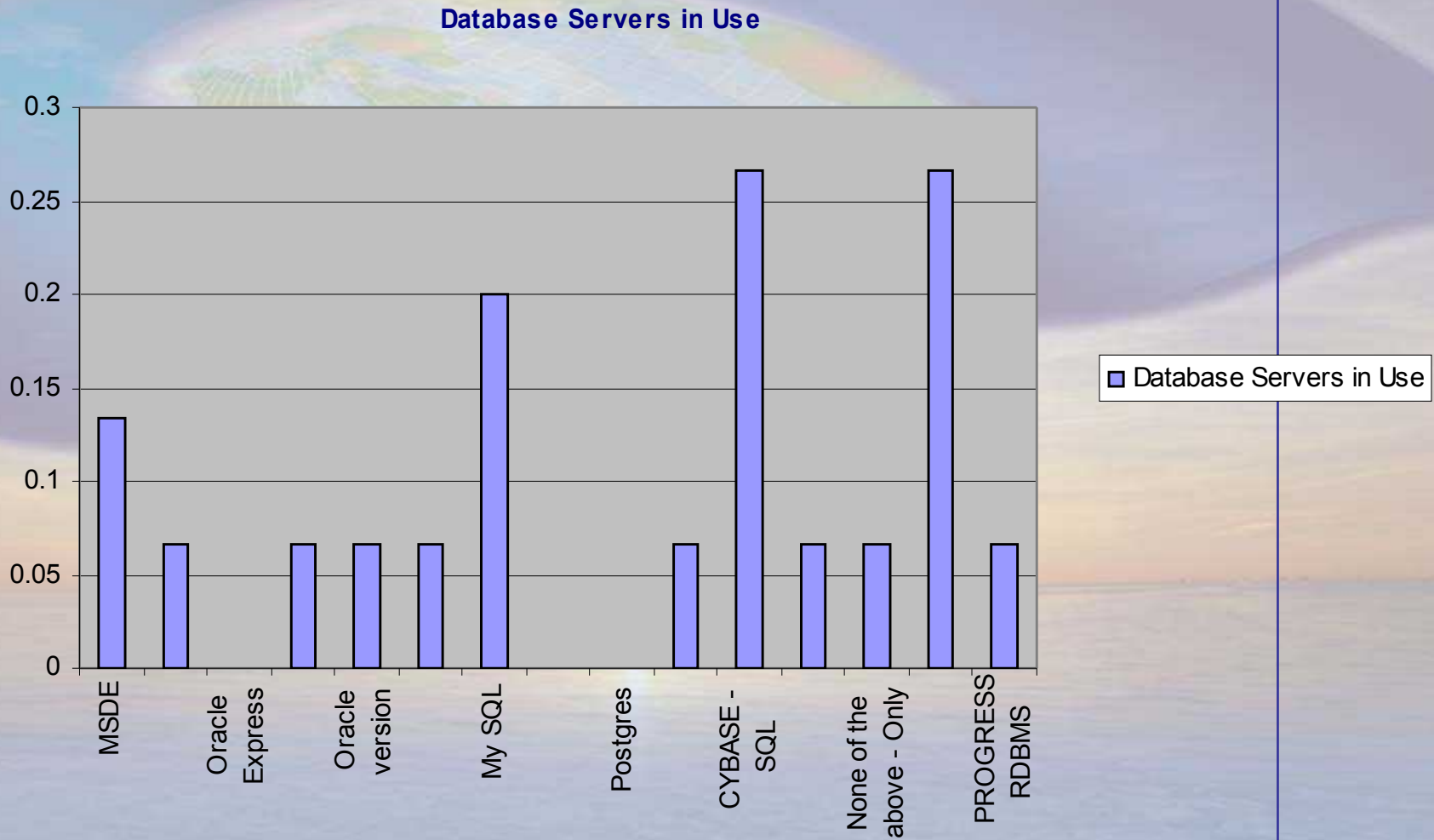
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# Database Servers in Use

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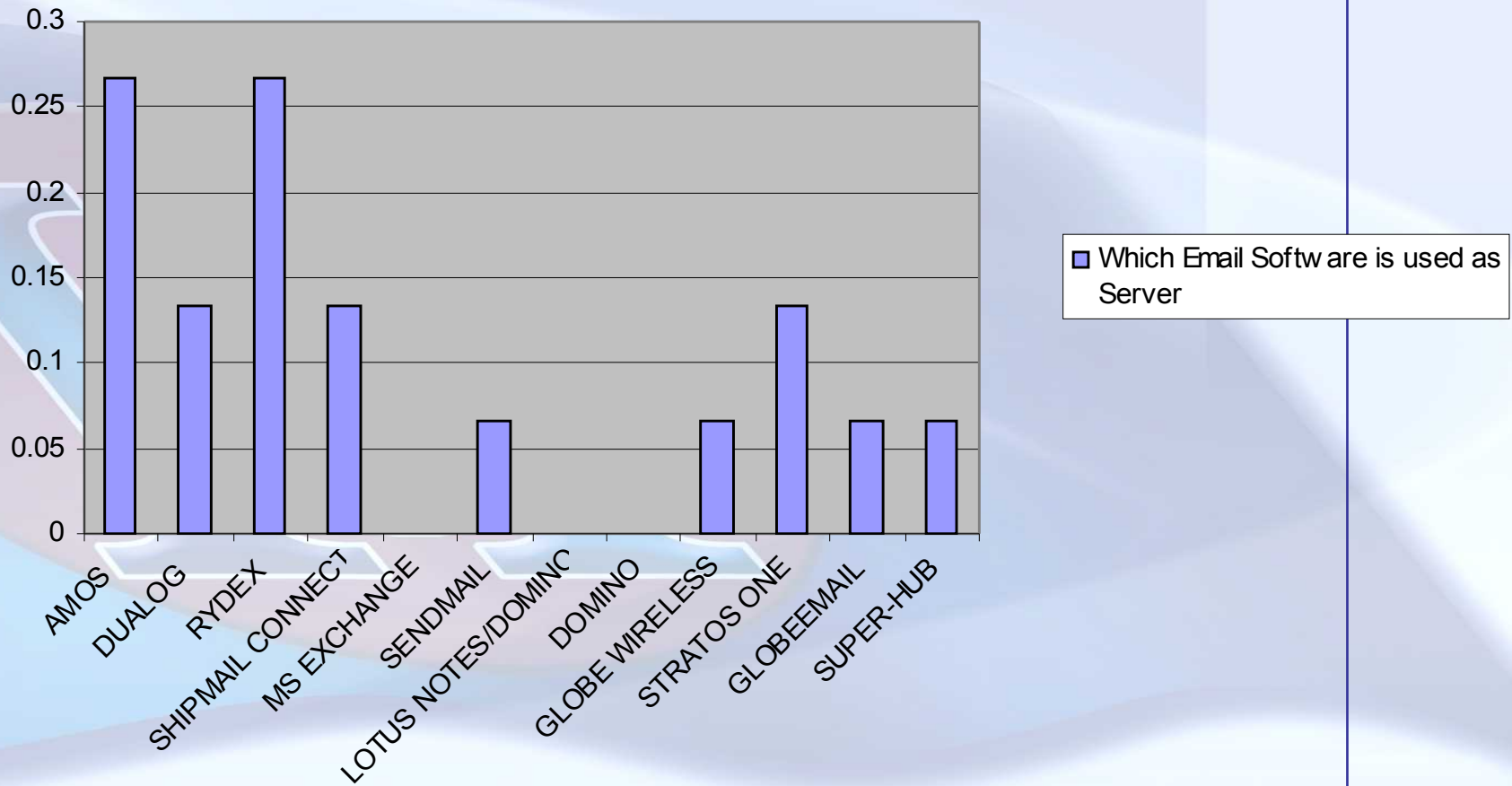




# Which Email Software is used as Server

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Which Email Software is used as Server

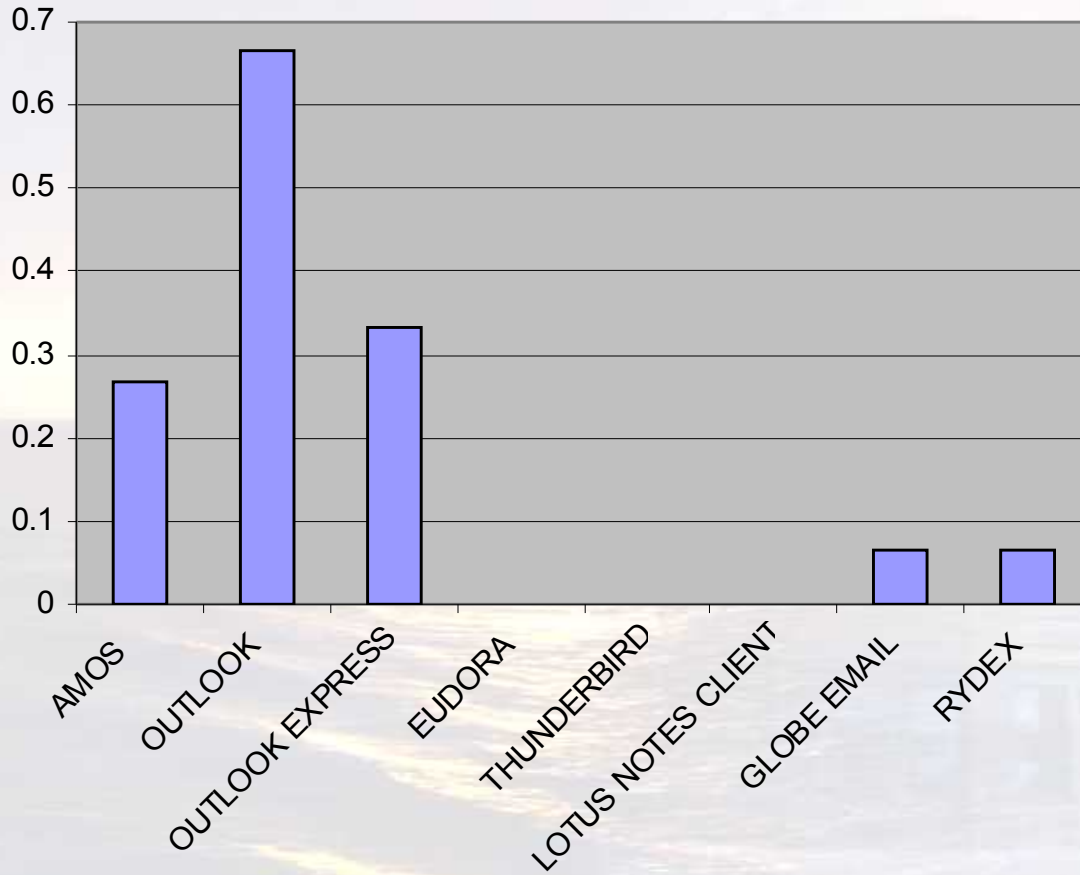




# Which e-mail software is used as client

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Which e-mail software is used as client



■ Which e-mail software is used as client

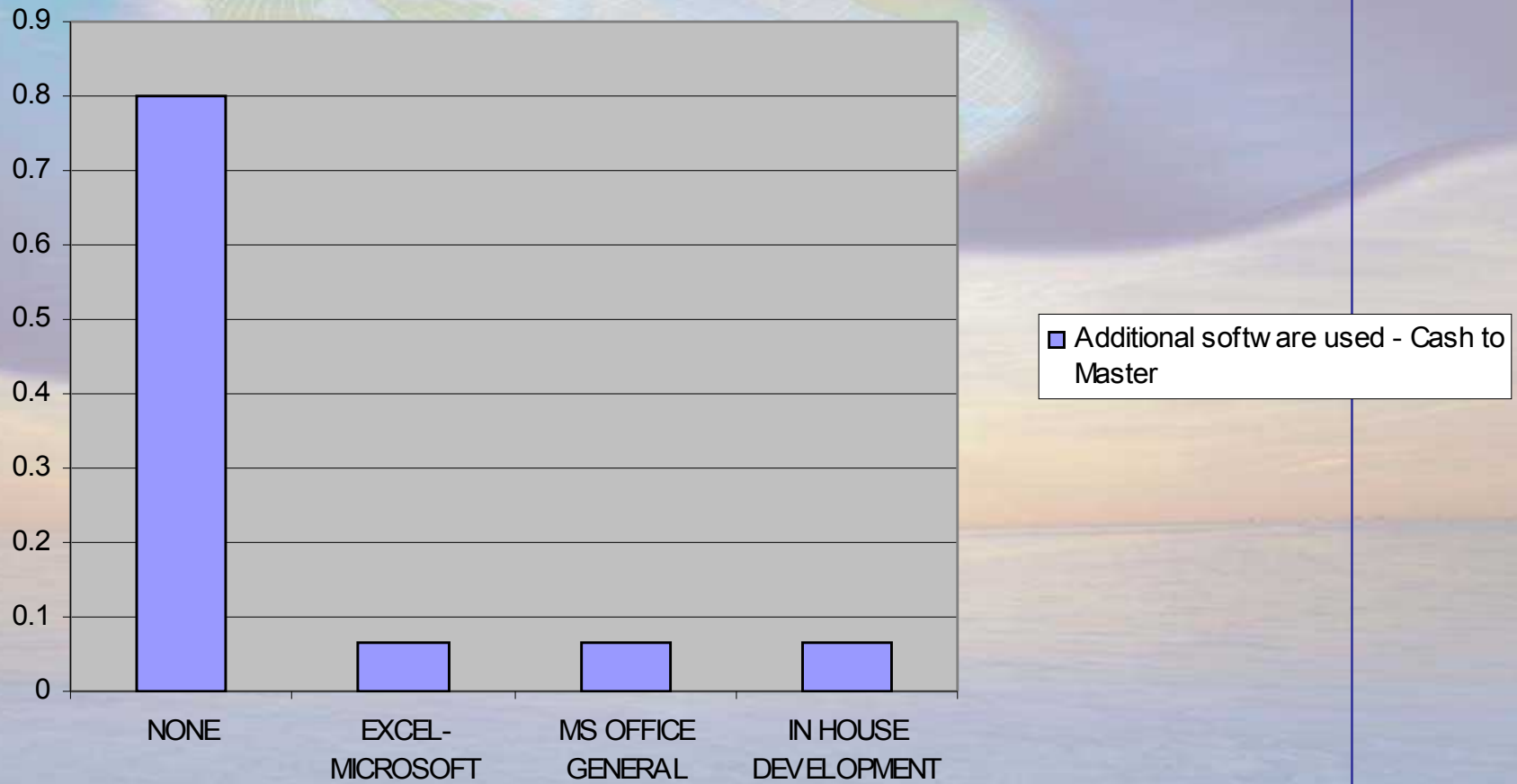




# Additional software used - Cash to Master

02/02/07

Additional software used - Cash to Master

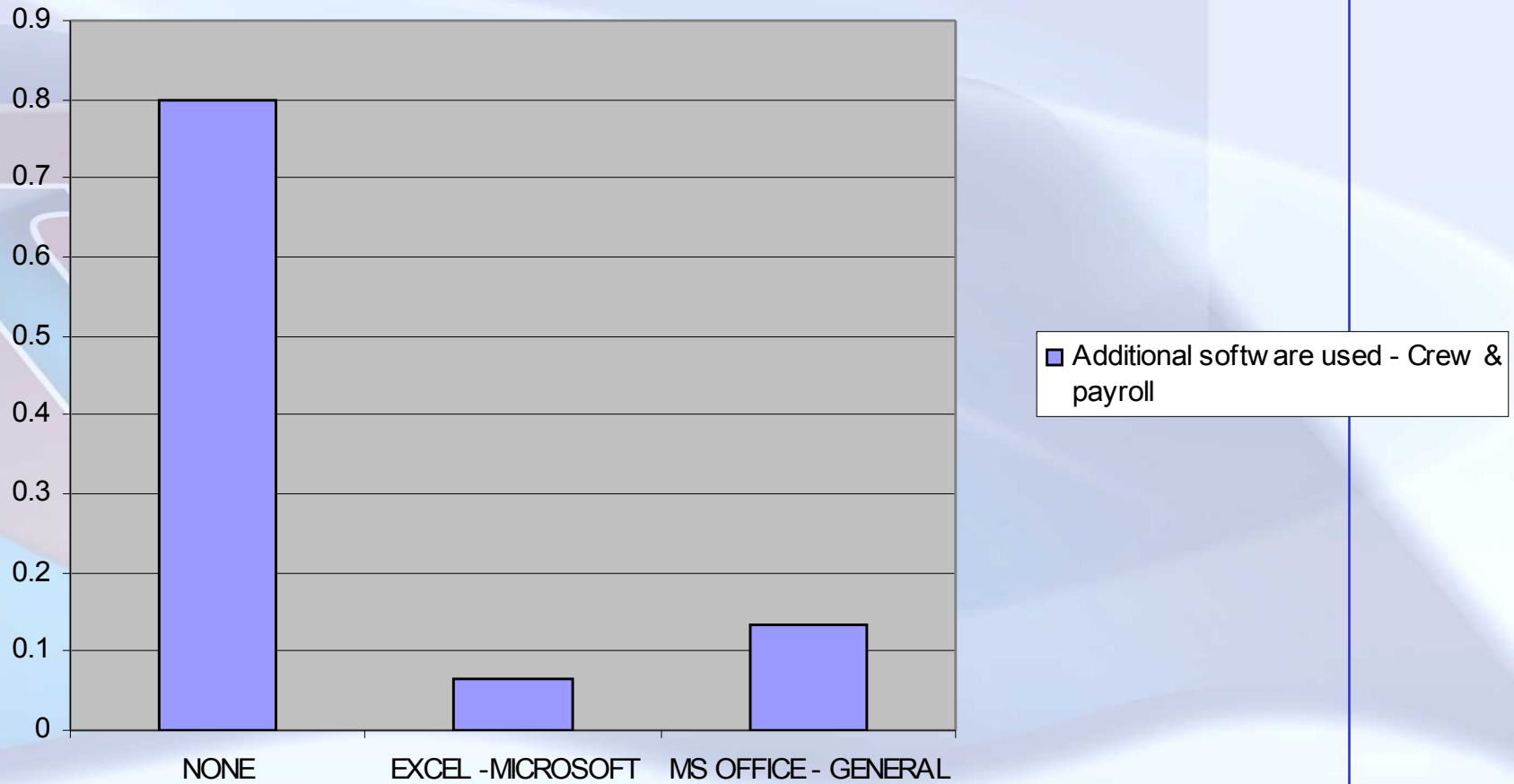




# Additional software used - Crew & payroll

02/02/07

Additional software used - Crew & payroll

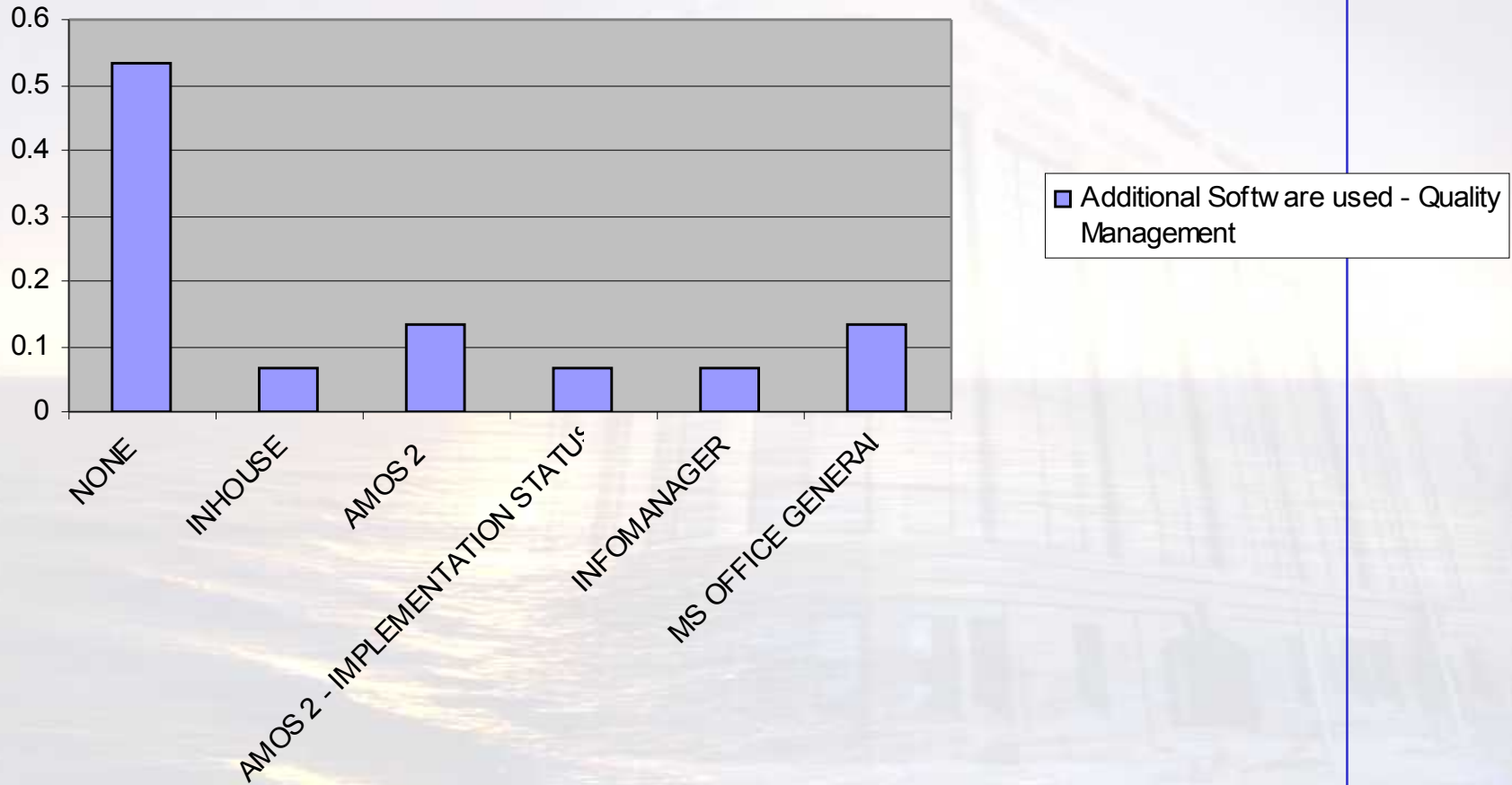




# Additional Software used - Quality Management

02/02/07

Additional Software used - Quality Management

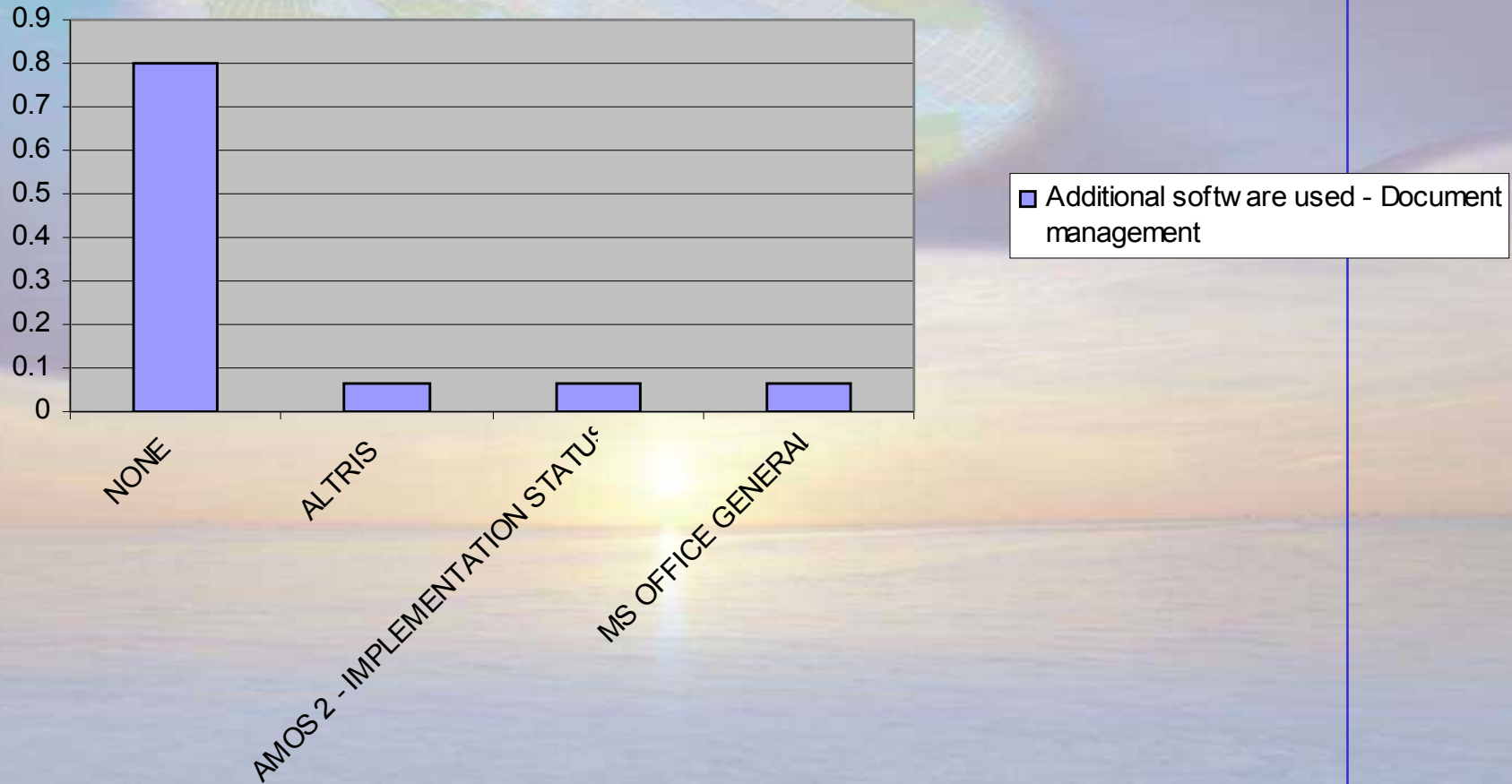




# Additional software used - Document management

02/02/07

Additional software used - Document management

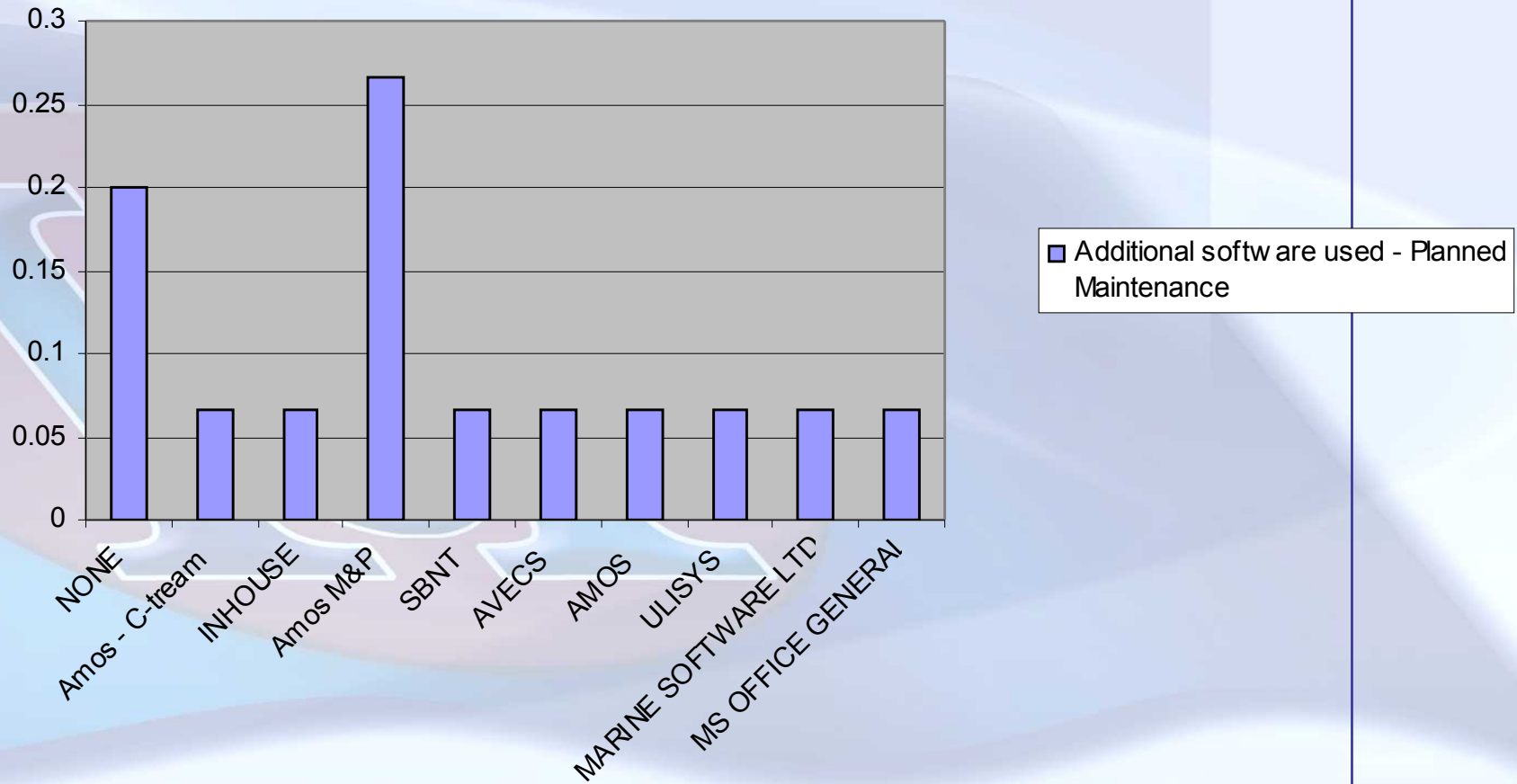




# Additional software used - Planned Maintenance

02/02/07

Additional software used - Planned Maintenance

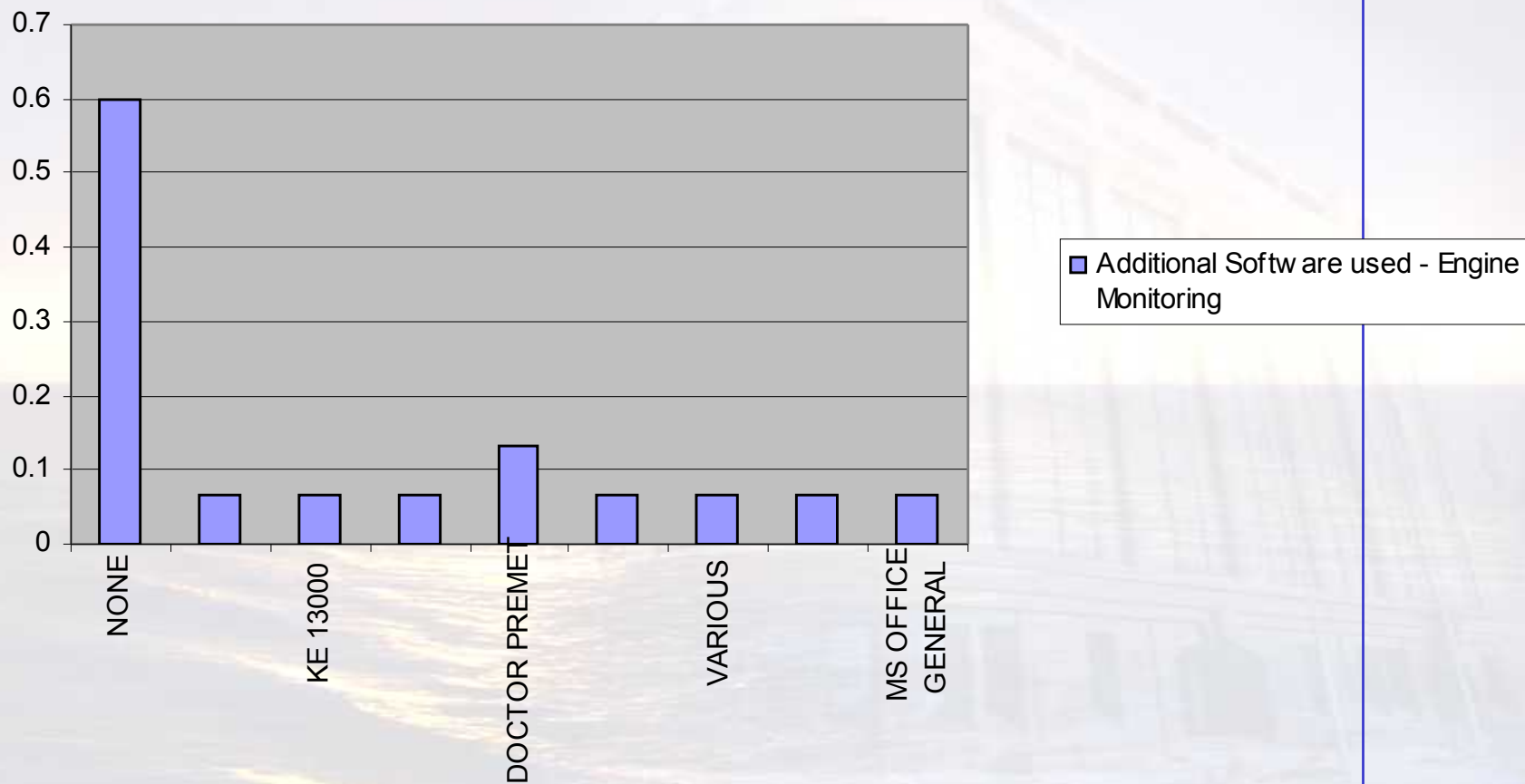




# Additional Software used - Engine Monitoring

02/02/07

Additional Software used - Engine Monitoring

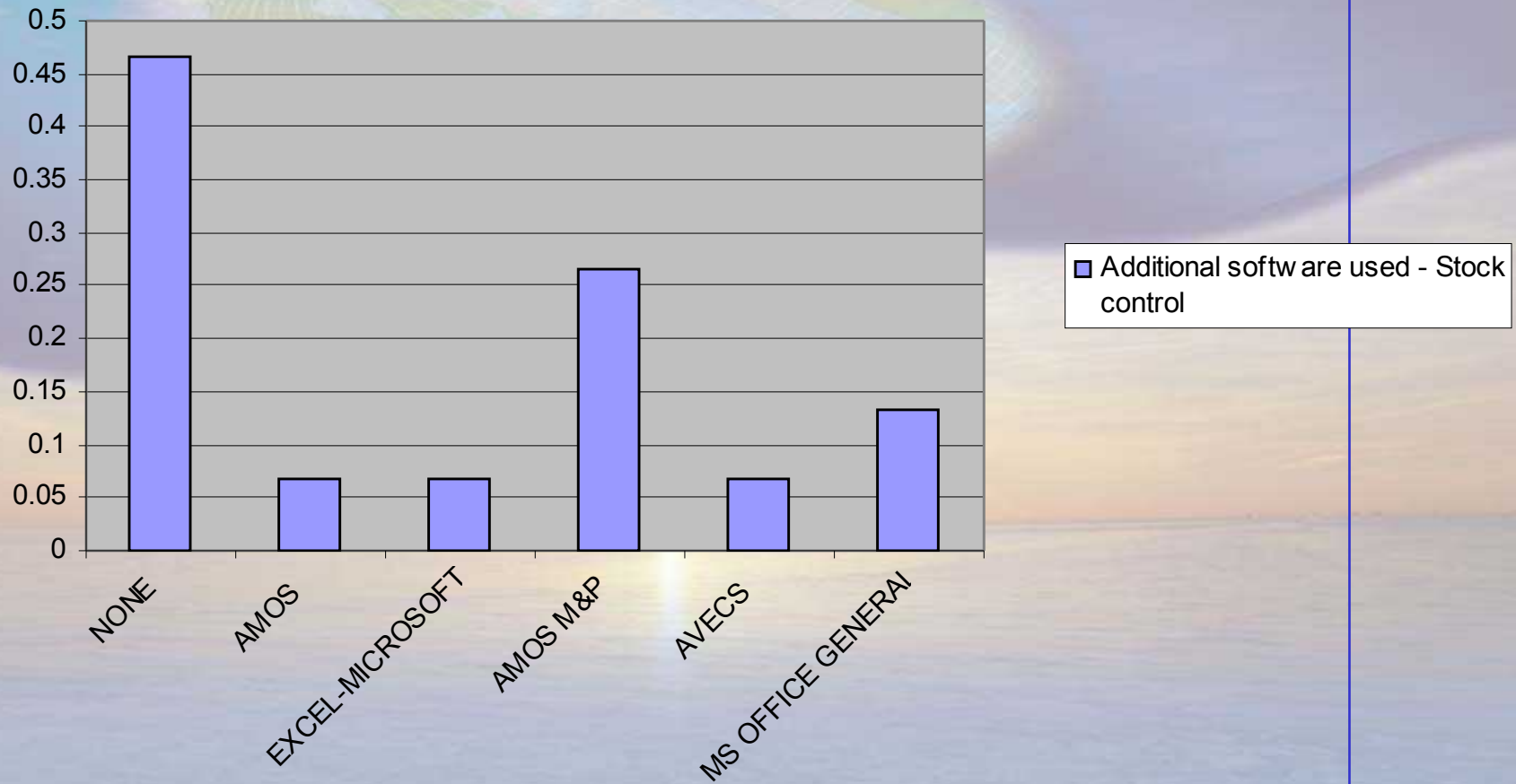




# Additional software used - Stock control

02/02/07

Additional software used - Stock control

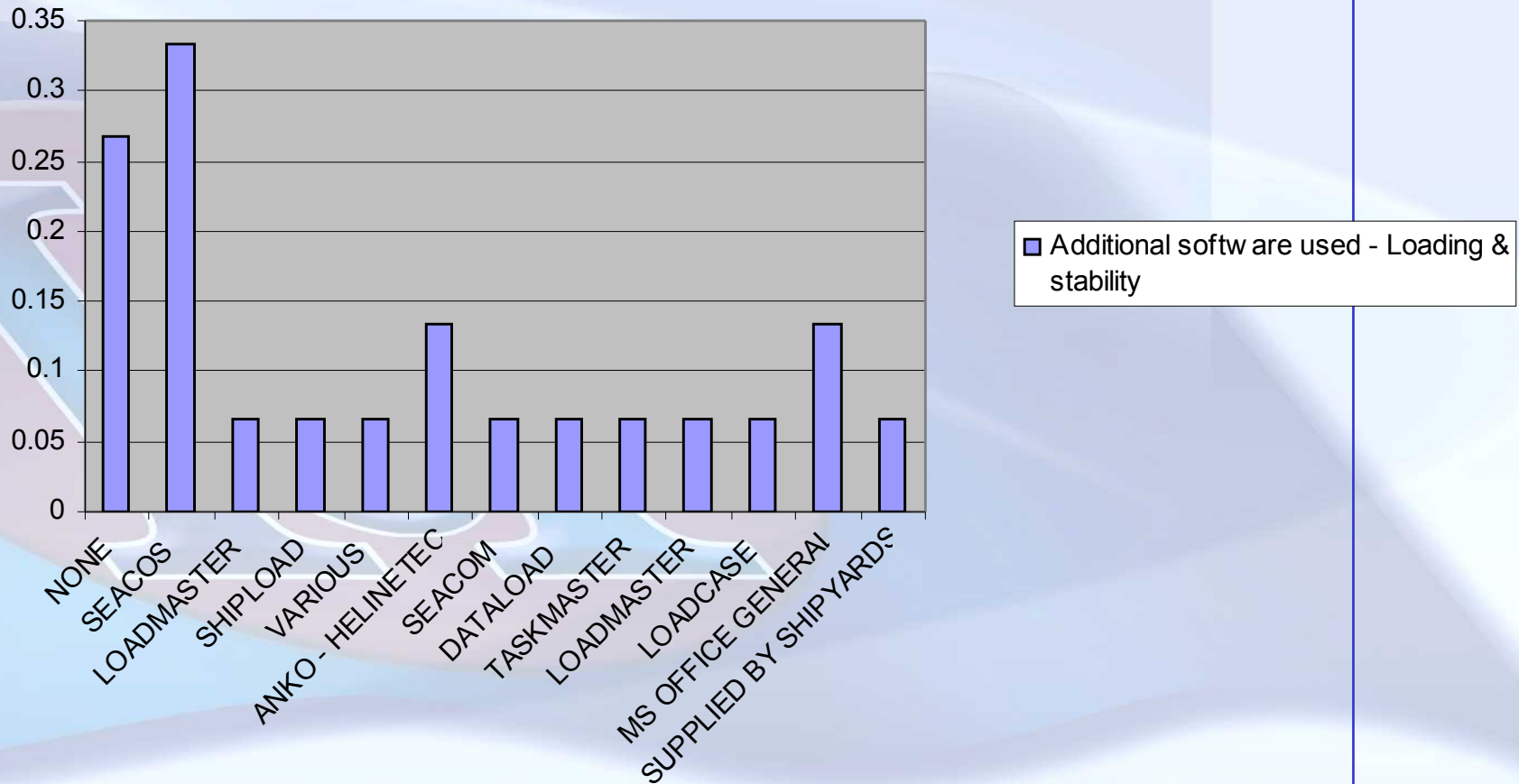




# Additional software used - Loading & Stability

02/02/07

Additional software used - Loading & stability

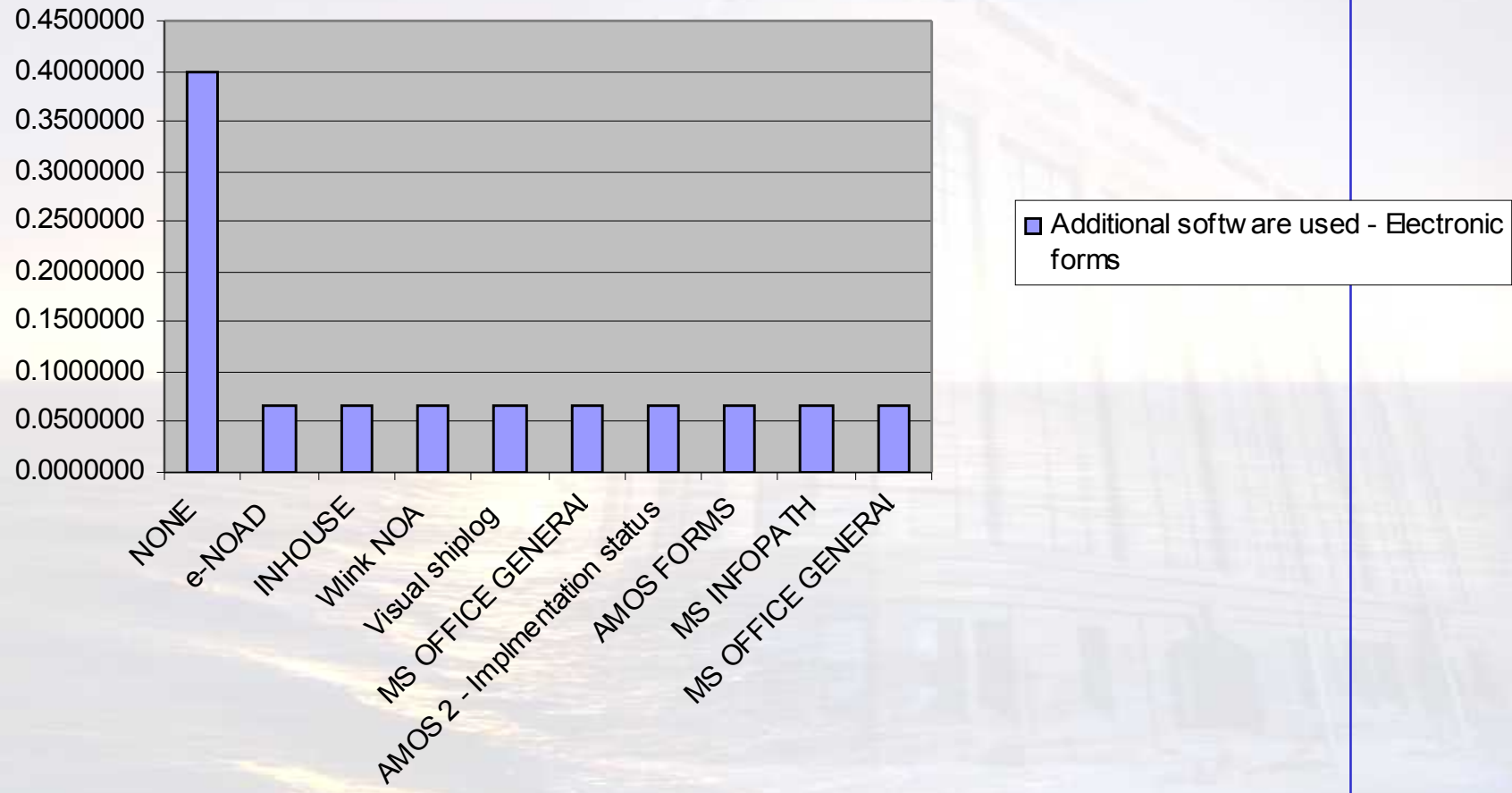




# Additional software used - Electronic forms

02/02/07

Additional software used - Electronic forms

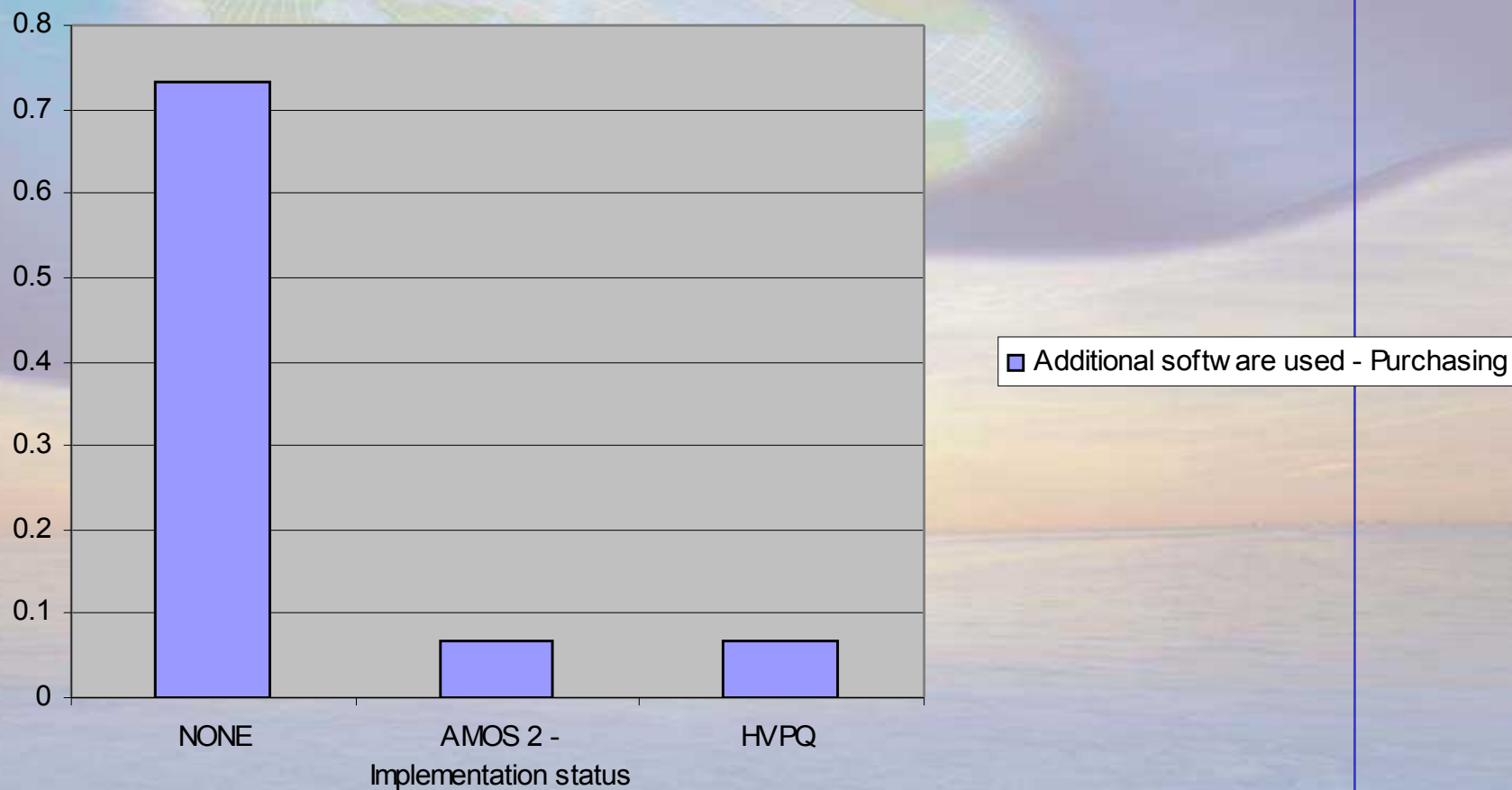




# Additional software used - Purchasing

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Additional software used - Purchasing





## In Summary

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- ① Ship's networks continues to grow in complexity.
- ① Different service providers & technologies.
- ① Traditional LESOs large and slow
- ① Demand for specialized knowledge onboard.



**Thank you!**

**By Marios Papatheodotou  
Communications Administrator  
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