

# ***C-MAP Dynamic Licensing*** ***will simplify the ordering process*** ***and increase the use of ENC***

**Presentation**  
**4TH ANNUAL DIGITAL SHIP CYPRUS**  
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# Market penetration of ENC

- The Hydrographic Offices have made great progress solving many of the problems involved in producing ENCs.
- Progress has been much slower when it comes to achieving effective distribution of ENCs and developing integrated services.



# Distribution of ENC today

- Coverage needs to be pre-ordered based on estimated needs and requirements over a changing period of time (operating areas etc.)
- Licenses need to be transferred to the vessel for each ENC cell required
- New, replaced and deleted ENC cells cause logistical problems in the office and on the vessel
- Non cost effective – opening many ENC’s for a pre-defined amount of time is an expensive business
- Conclusion: A complicated system = LOW UPTAKE and LOW SALES!



# C-MAP Dynamic Licensing, the solution

- C-MAP Dynamic Licensing
  - A user friendly and cost effective method of Licensing, Using and Updating of C-MAP ENC charts onboard vessels, which of course will ultimately increase sales and Safety Onboard



# Are there Cost Savings?

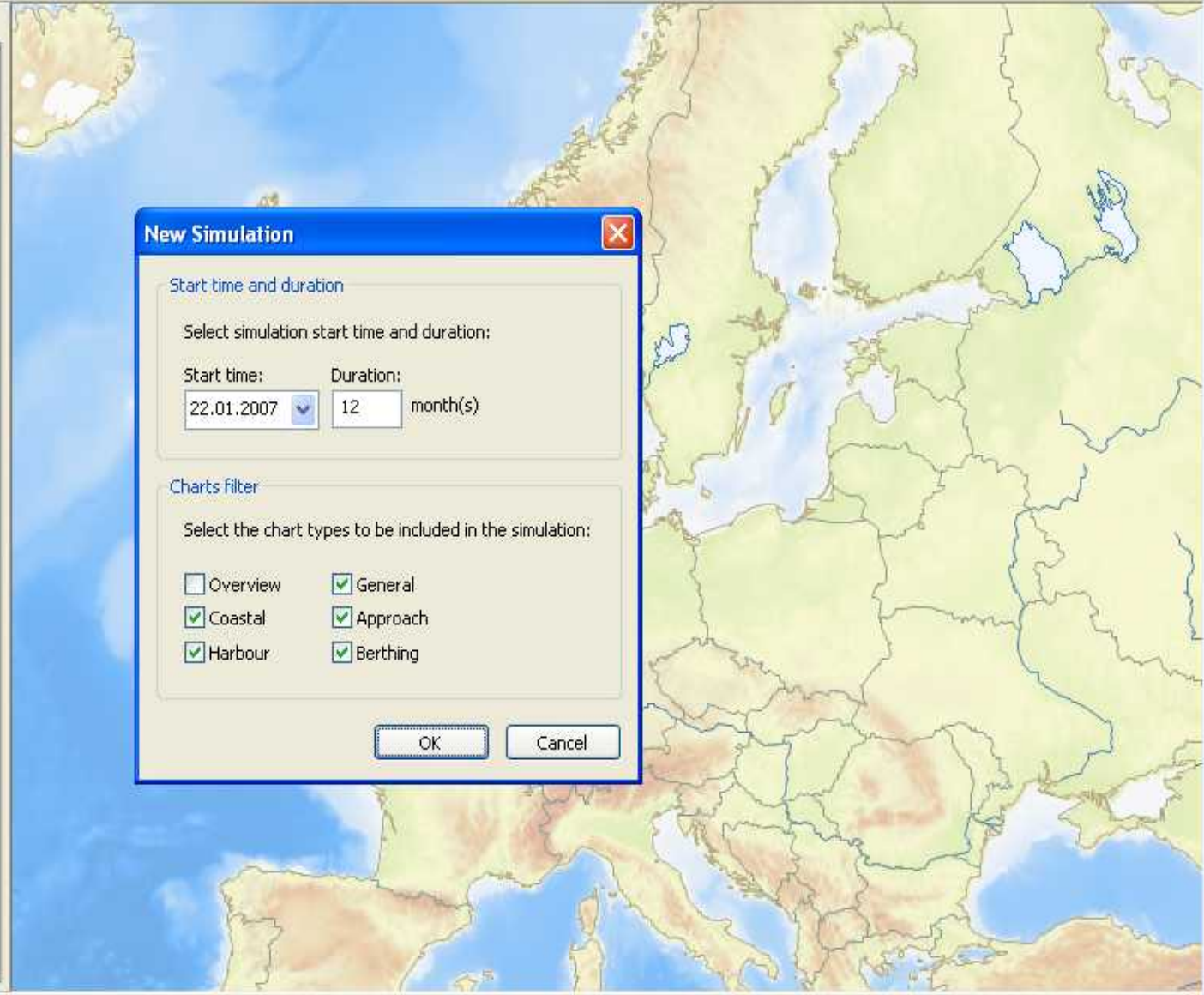
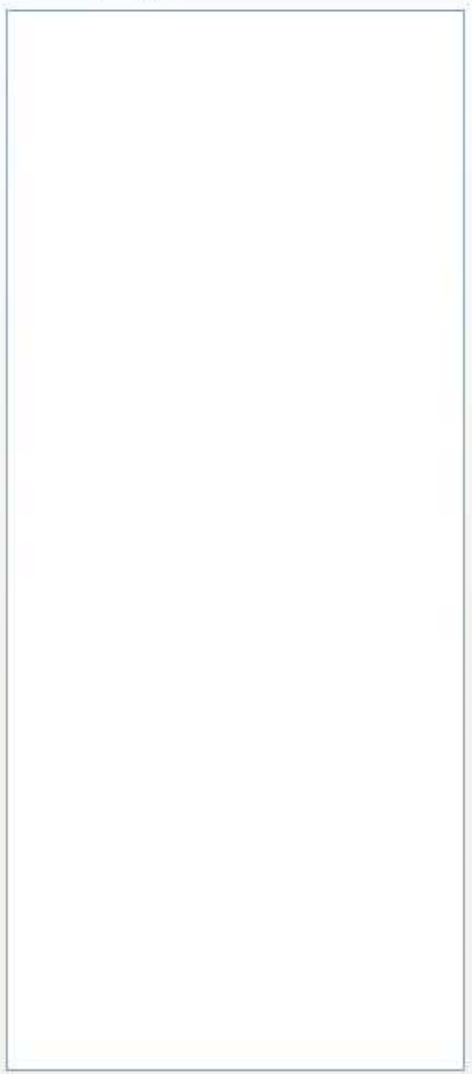
- Yes of course
  - ***the user*** does not have to order a pre-defined set of ENC's and therefore only pays for the ENC's that are used, and only for the period they are in use.
  - ***the service provider*** does not have to spend endless hours working out the required portfolio of ENC's for each vessel, and the logistics required to license them.



# C-MAP Dynamic Licensing

- Pay as you go
  - No need to decide on charts one year in advance
  - Chart coverage in all potential emergency harbours always available – improves safety
- Simplifies administration and logistics of licenses, and thereby improves the cost efficiency for the end user





### New Simulation

Start time and duration

Select simulation start time and duration:

Start time: 22.01.2007 [v] Duration: 12 month(s)

Charts filter

Select the chart types to be included in the simulation:

<input type="checkbox"/> Overview	<input checked="" type="checkbox"/> General
<input checked="" type="checkbox"/> Coastal	<input checked="" type="checkbox"/> Approach
<input checked="" type="checkbox"/> Harbour	<input checked="" type="checkbox"/> Berthing

OK Cancel



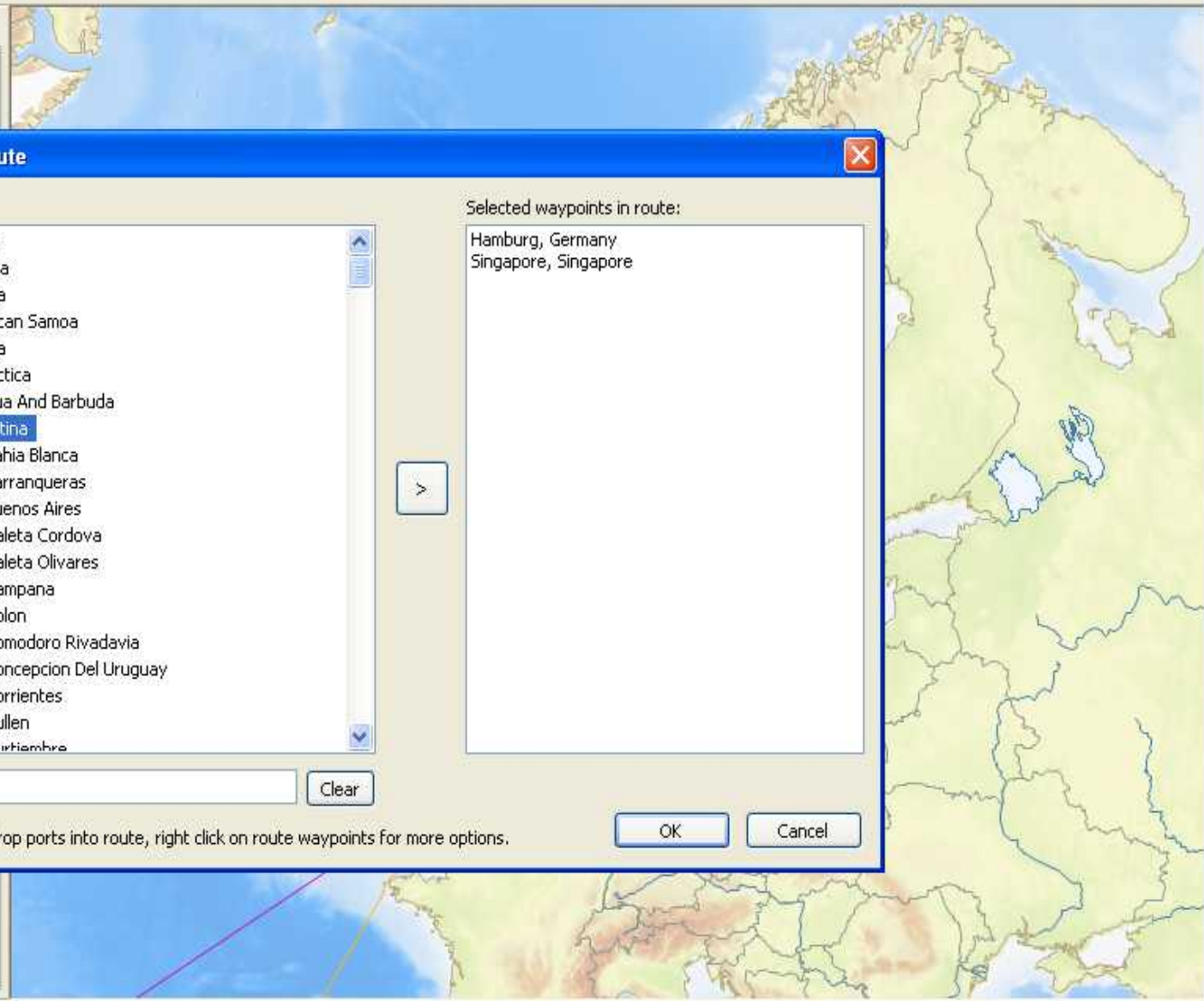


Planning Sailing

From Jan 5th to Mar 31st  
Hamburg, Germany  
Singapore, Singapore

From Apr 1st to Jul 31st  
Singapore, Singapore  
Oakland, United States

From Aug 1st to Dec 31st  
Oakland, United States  
Hamburg, Germany



### Create Route

Ports:

- ⊕ Other
- ⊕ Albania
- ⊕ Algeria
- ⊕ American Samoa
- ⊕ Angola
- ⊕ Antarctica
- ⊕ Antigua And Barbuda
- ⊖ Argentina
  - Bahia Blanca
  - Barranqueras
  - Buenos Aires
  - Caleta Cordova
  - Caleta Olivares
  - Campana
  - Colon
  - Comodoro Rivadavia
  - Concepcion Del Uruguay
  - Corrientes
  - Cullen
  - Cuxiembre

Selected waypoints in route:

- Hamburg, Germany
- Singapore, Singapore

Find:

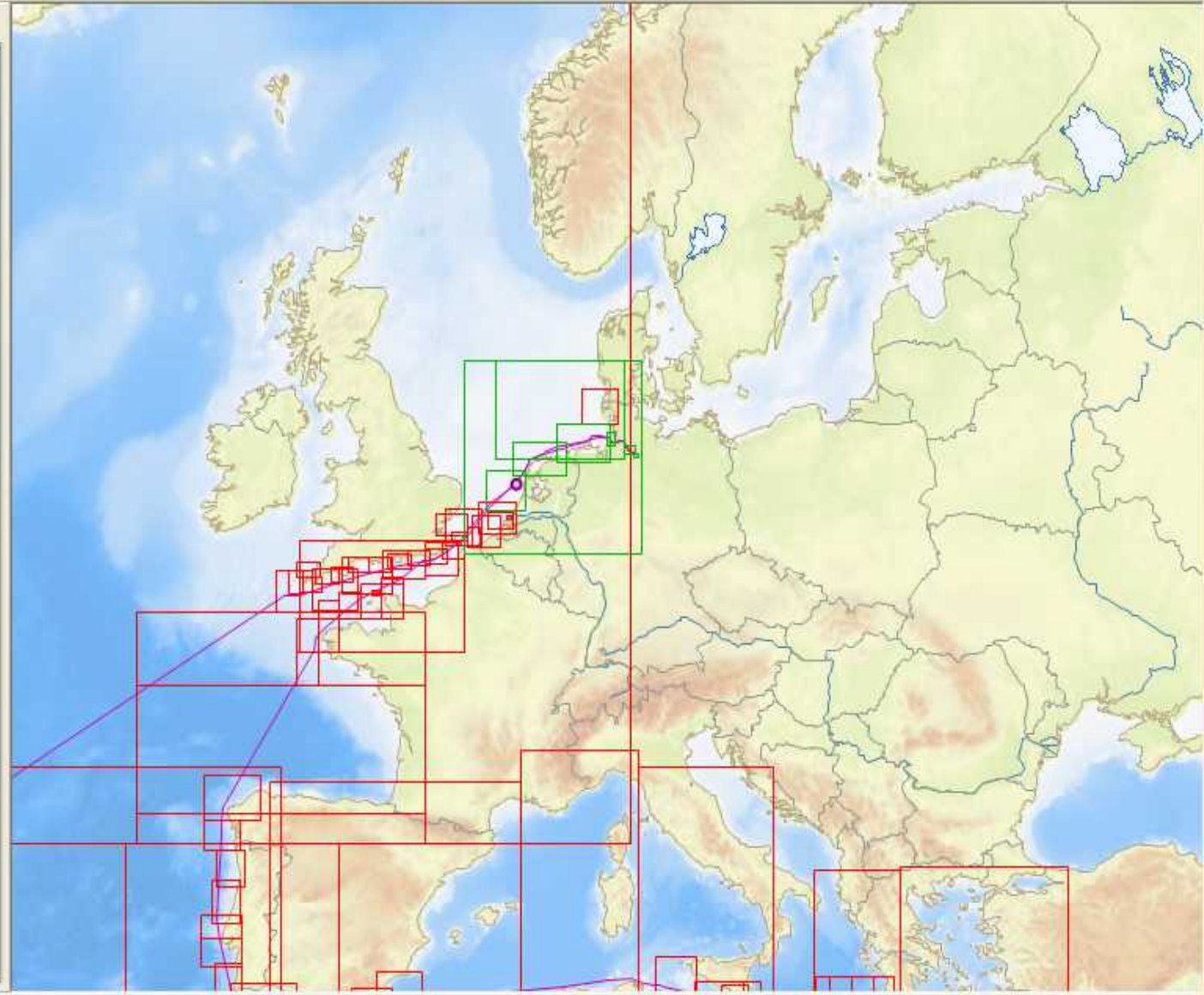
Drag and drop ports into route, right click on route waypoints for more options.

Play Jan 5th 2007



Planning Sailing

- Germany
- United Kingdom
- Netherlands



Dynamic amount: \$ 0.00  
 Cost of 12 month licenses: \$ 11190.00

Pause Jan 10th 2007

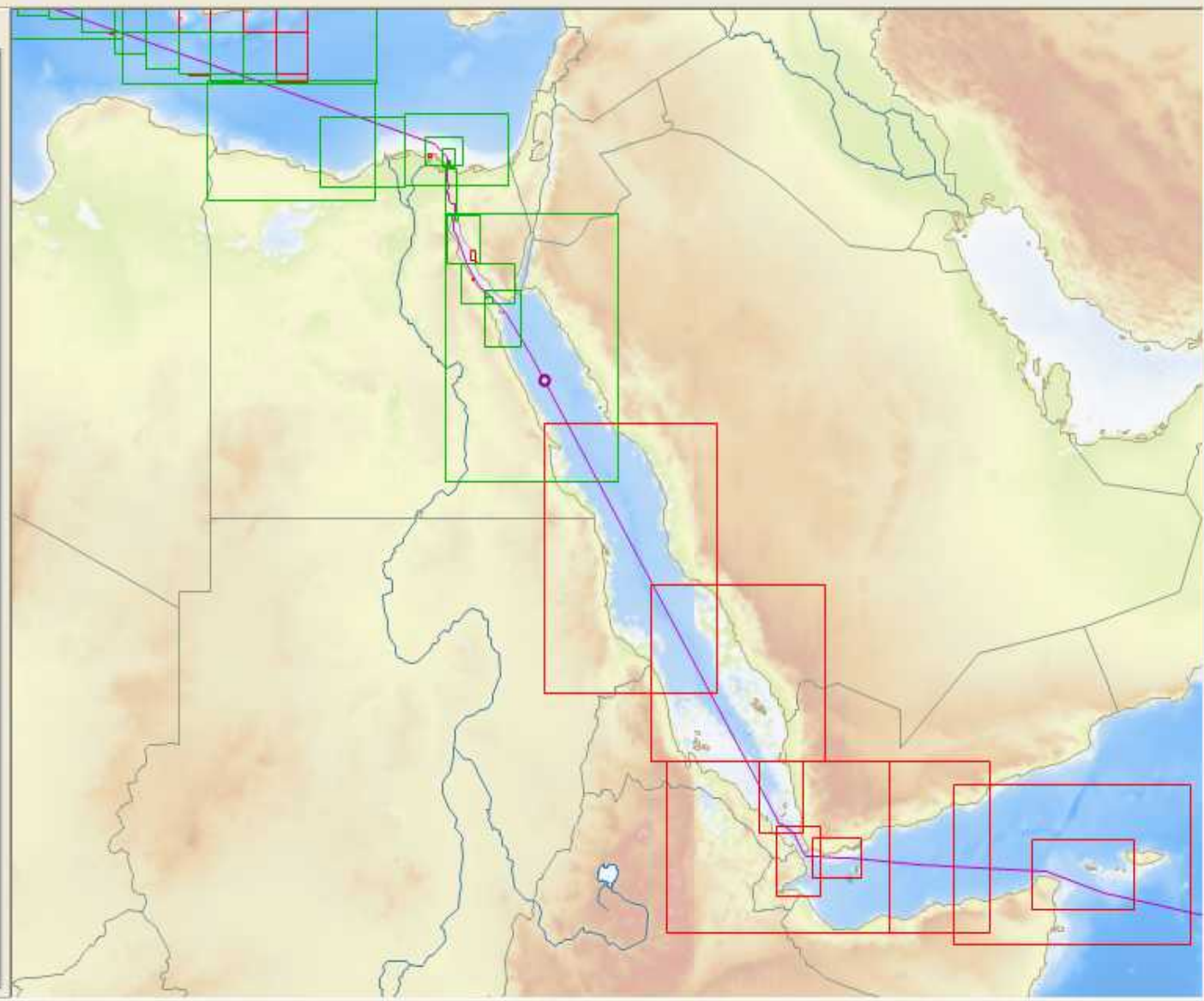


Planning Sailing

- + Germany
- United Kingdom
  - + France - North Coast (GB1008)
  - + English South East Coast (GB2001)
  - + English Coast - Dover Region (GB3050)
  - + English South Coast (GB2020)
  - + English Coast - Brighton Region (GB3049)
  - + Channel Island Harbours - Alderney & Cas
  - + Egypt North Coast (GB2100)
  - + Egypt North Coast (GB2101)
  - + Egypt - Suez Region (GB3104)
  - + Egyptian Approaches - Bur Sa'id (GB4101)
  - + Egyptian Harbours - Suez (GB5100)
  - + Red Sea - Northern Part (GB2203)
  - + Egypt - Suez Region (GB3100)
  - + Egypt - Suez Region (GB3101)
  - + Egypt - Suez Region (GB3102)
- + Netherlands
- + Belgium
- + France
- + Spain
- + Portugal
- + Italy
- + Greece



Dynamic amount: \$ 0.00  
 Cost of 12 month licenses: \$ 11190.00



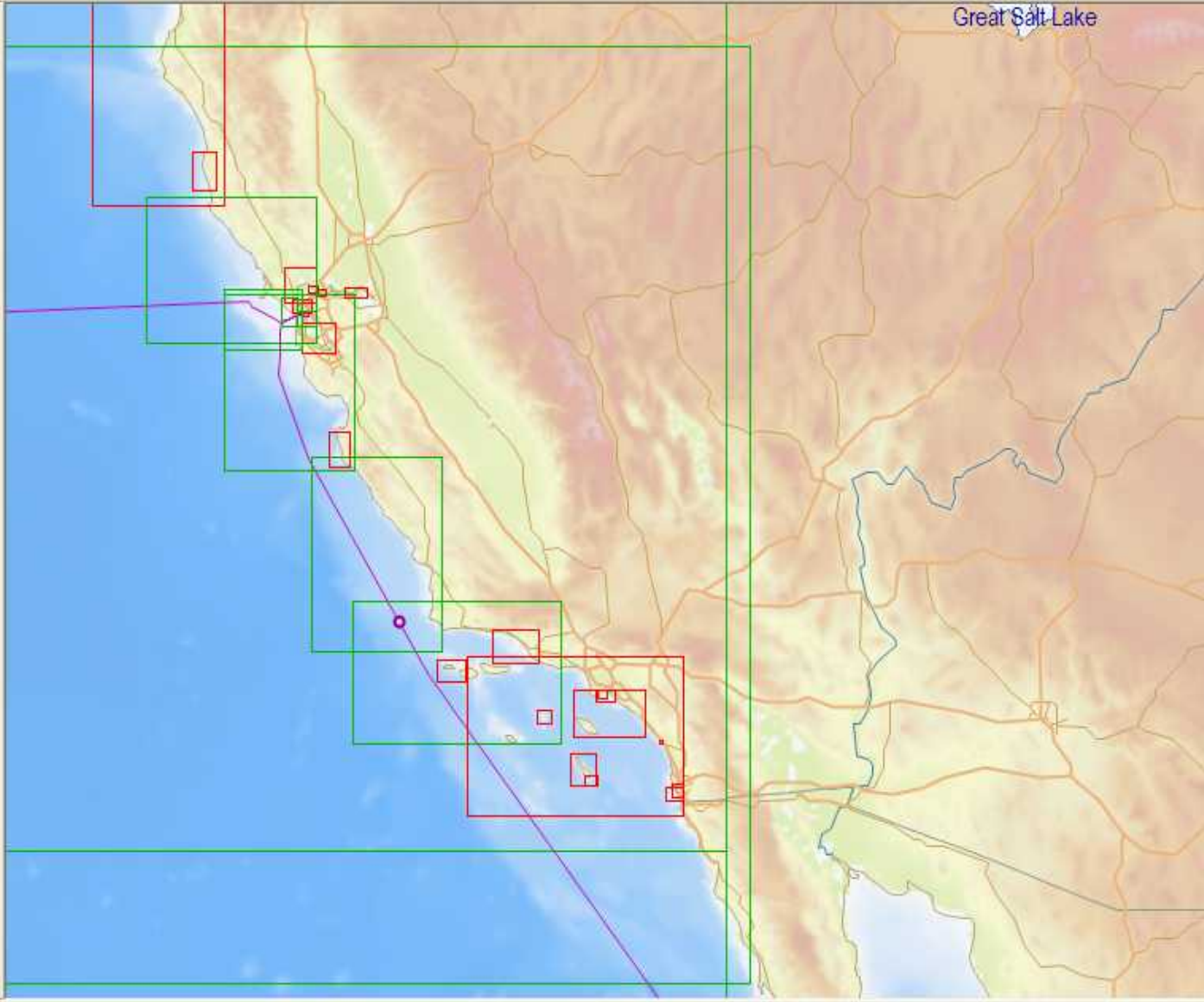
Pause Mar 12th 2007



Planning Sailing

- [-] USA West Coast (USA West Coast)
  - JP13D57C (JP13D57C)
  - JP13D5AG (JP13D5AG)
  - JP14CCPC (JP14CCPC)
  - JP14CCSG (JP14CCSG)
  - Arctic Coast (US1AK90M)
  - Bering Sea Southern Part (US1B501)
  - Bering Sea Southern Part (US1B502)
  - Bering Sea Northern Part (US1B503)
  - North Pacific Ocean Eastern Part (L
  - West Coast of North America mexic
  - Gulf of Alaska strait of Juan De Fuc
  - West Coast of North America Dixor
  - Dixon Entrance to Cape St. Elias (U
  - Amukta Island to Attu Island (US2/
  - Amukta Island to Attu Island (US2/
  - Point Barrow to Herschel Island (US
  - Cape Prince of Wales to Point Barr
  - San Diego to Cape Mendocino (US2
  - Cook Inlet southern Part (US3AK12
  - Cook Inlet northern Part (US3AK1D
  - Prince William Sound (US3AK21M)
  - Point Elrington to East Chugach Isl
  - Cross Sound to Yakutat Bay (US3AI
  - Kodiak Island (US3AK5KM)
  - Unalaska I to Amukta I (US3AK60M
  - Unimak and Akutan Passes (US3AK
  - Near Islands buldir I to Attu I (US3/
  - Near Islands Ingenstrem Rocks To
  - Igitkin Island To Semisopochnoi Isla

Dynamic amount: \$ 0.00  
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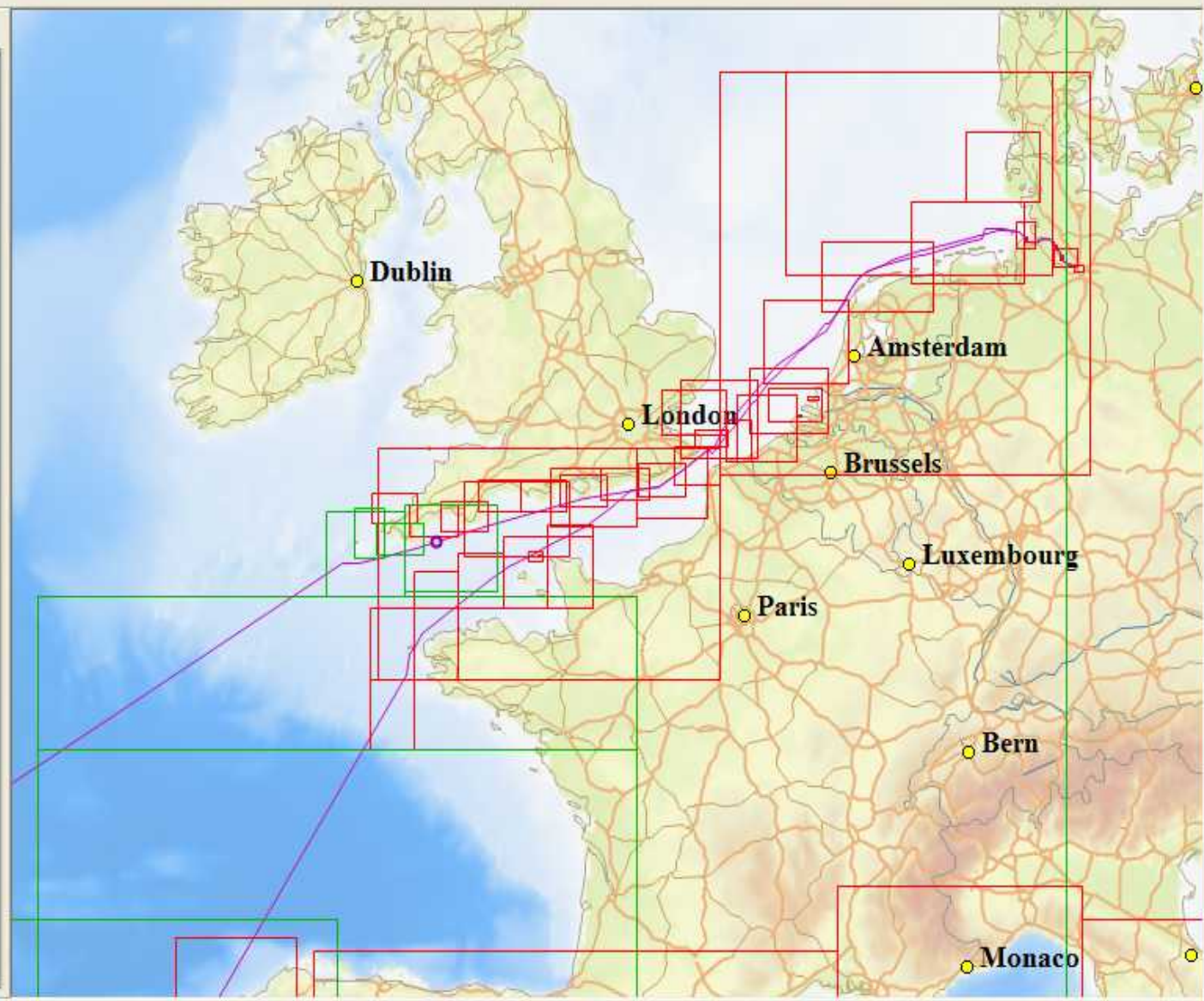


Pause Aug 4th 2007

Planning Sailing

- Germany
  - + German Harbours - Hamburg (DE5006)
  - + German Approaches - Elbe Southern Pa
  - + German North Sea (DE2001)
  - + German Approaches - Elbe (DE4004)
  - + German Coast - North Sea Region (DE3
- United Kingdom
  - + France - North Coast (GB1008)
  - + English South East Coast (GB2001)
  - + English Coast - Dover Region (GB3050)
  - + English South Coast (GB2020)
  - + English Coast - Brighton Region (GB304
  - + Channel Island Harbours - Alderney &
  - + Egypt North Coast (GB2100)
  - + Egypt North Coast (GB2101)
  - + Egypt - Suez Region (GB3104)
  - + Egyptian Approaches - Bur Sa'id (GB410
  - + Egyptian Harbours - Suez (GB5100)
  - + Red Sea - Northern Part (GB2203)
  - + Egypt - Suez Region (GB3100)
  - + Egypt - Suez Region (GB3101)
  - + Egypt - Suez Region (GB3102)
  - + Red Sea - Central Part (GB2206)
  - + Red Sea - Southern Part (GB2211)
  - + Gulf of Aden - Western Region (GB320
  - + Gulf of Aden - Eastern Part (GB2209)
  - + Somalia - North East Coast Region (GB
  - + Panama - Pacific Coast (GB3901)
  - + Panama Canal - Southern Approaches (
  - + Panama Canal Harbours - Atlantic Entra

Dynamic amount: \$ 0.00  
 Cost of 12 month licenses: \$ 11190.00



Pause Nov 28th 2007

# Benefits of C-MAP Dynamic Licensing

- Automatic licensing of ENC's
  - No administration of ENC's!
- Includes cost control mechanisms
- User only pays the minimum cost for the actual time period
- Makes ENC's more attractive to the market
- Improves safety



**Thank you for your attention**



THE NAVIGATIONAL STANDARD

