



GSM Crew Calling for a Fast Moving World

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May 20th, 2008**

The effect of communications on maritime crew & a flexible new solution to fulfil needs

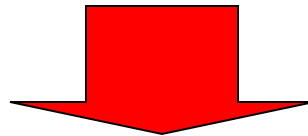
- Introducing Zynetix
- Our expertise
- Some fresh market research
- Our flexible new GSM solution

- Five year history
- Apr '07: wholly-owned by Sonus Networks
- Builds equipment - sell to Service Providers
- Extensive SatComs & IP expertise
- No. 3 globally for GSM infrastructure on Cruise Liners

What do the Crew think?

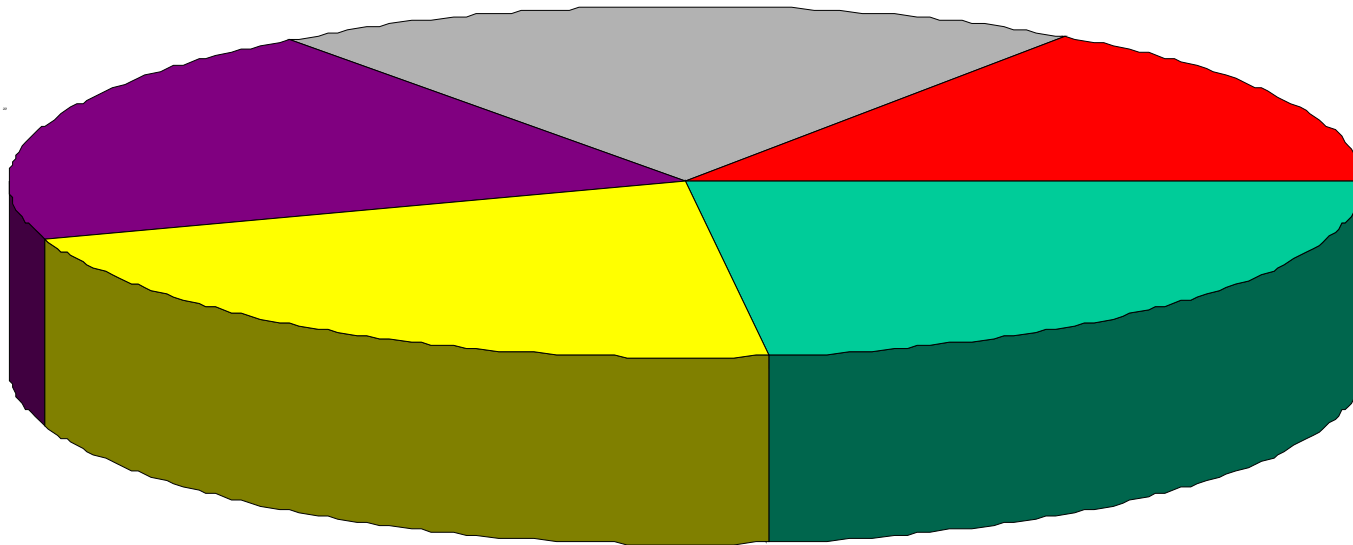
Recent original market research

- Conducted on 600 crew members
- Designed to highlight human resource issues
- What makes a difference to crew members?
 - impacts staff loyalty
 - perks & benefits that boost morale



*How to remain competitive as
merchant crew employer?*

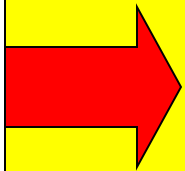
Survey Results



- Better salary
- Improved food & facilities on board
- Better communication facilities to keep in touch with friends and family
- Larger living quarters
- Working less hours

Survey Feedback Summary

- 90% of all respondents identify communications problems keeping in touch at sea
- Main communication problems:
 - too expensive (66%)
 - no incoming calls (53%)
 - can only use in port (47%)
 - inconvenient (38%)
 - lack of privacy (31%)



Affordable mobile phone service can improve loyalty & crew morale



Introducing Ocean Linx

GSM comms on merchant ships & ferries

- dedicated or shared backhaul bandwidth:-
 - Fleet Broadband now competing
 - use cost-effective Standard IP mode
 - traditional VSAT
 - lower cost VSAT solutions
- scaleable: 20 --> >1,000 crew & PAX
- tariffs crucial (hence Capex / Opex)
- ability of Service Provider to differentiate
- easy to use / highly robust

Introducing Ocean Linx

Designed to be tough in this market

- delivers GSM service to ships
- works over Fleet Broadband Standard IP
- selectable backhaul compression from 7KBps
- Roaming & PrePay: voice, SMS, GPRS (B'berry etc)
- two-way calling - can create 'local' inbound numbers in multiple countries
- ideal platform for Service Provider entering GSM Crew Calling market



- Shown User Demand is real
- Communications are important to crew morale
- Solutions: Flexibility is key - single for all needs
- Roaming & PrePay: voice, SMS, GPRS (B'berry etc)
- Ideal platform for Service Provider entering GSM Crew Calling market

Demonstrations on the roof throughout DS

Thank you