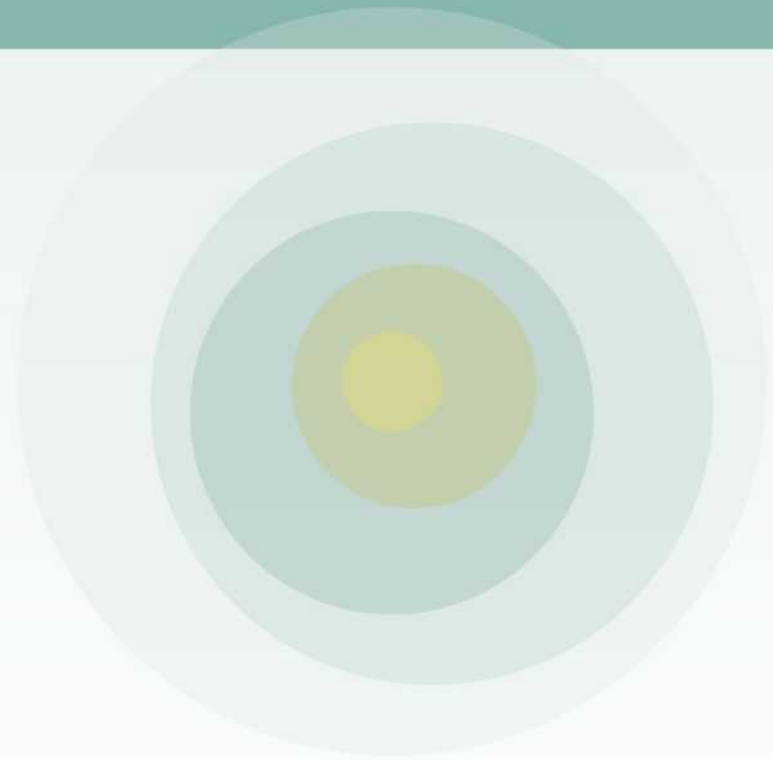


# Sealink VSAT Services

**Magne Remøy**

**Sr Sales Manager, Sealink**  
(10 years in maritime VSAT communication)



# Maritime VSAT platforms

Platform	BW Usage	Characteristics	QoS
Meshed TDMA	Shared up & down	<p>Not applicable to vessels that move around.</p> <p>Timing problems, sizing problems on antennas. OK on fixed installations</p> <p>Carrier: TCP/IP</p>	☹️
STAR TDMA Often called iDirect solution	Shared up & down	<p>Entry/Low-End solution for Maritime VSAT</p> <p>Best effort, no guaranteed bandwidth. With many vessels the throughput can be poor.</p> <p>No power control.</p> <p>Carrier: TCP/IP</p>	☹️
Multicast SCPC	Fixed up & Shared down	<p>Customer defined quality but cannot be flexible on changing frequencies.</p> <p>Predefined coverage areas.</p> <p>No power control.</p> <p>Carrier: Frame Relay</p>	☹️😊 User dependent
Classic SCPC Business class solution	Fixed up & fixed down	<p>Can increase power to break through rain, disturbances etc.</p> <p>Can change frequencies if disturbance.</p> <p>Dedicated bandwidth available all the time!</p> <p>Carrier: Frame Relay</p>	😊

*The market need to be educated*

# Barber Ship Management MS Tampa





Eik (Norway)



Southbury (USA)



Santa Paula (USA)



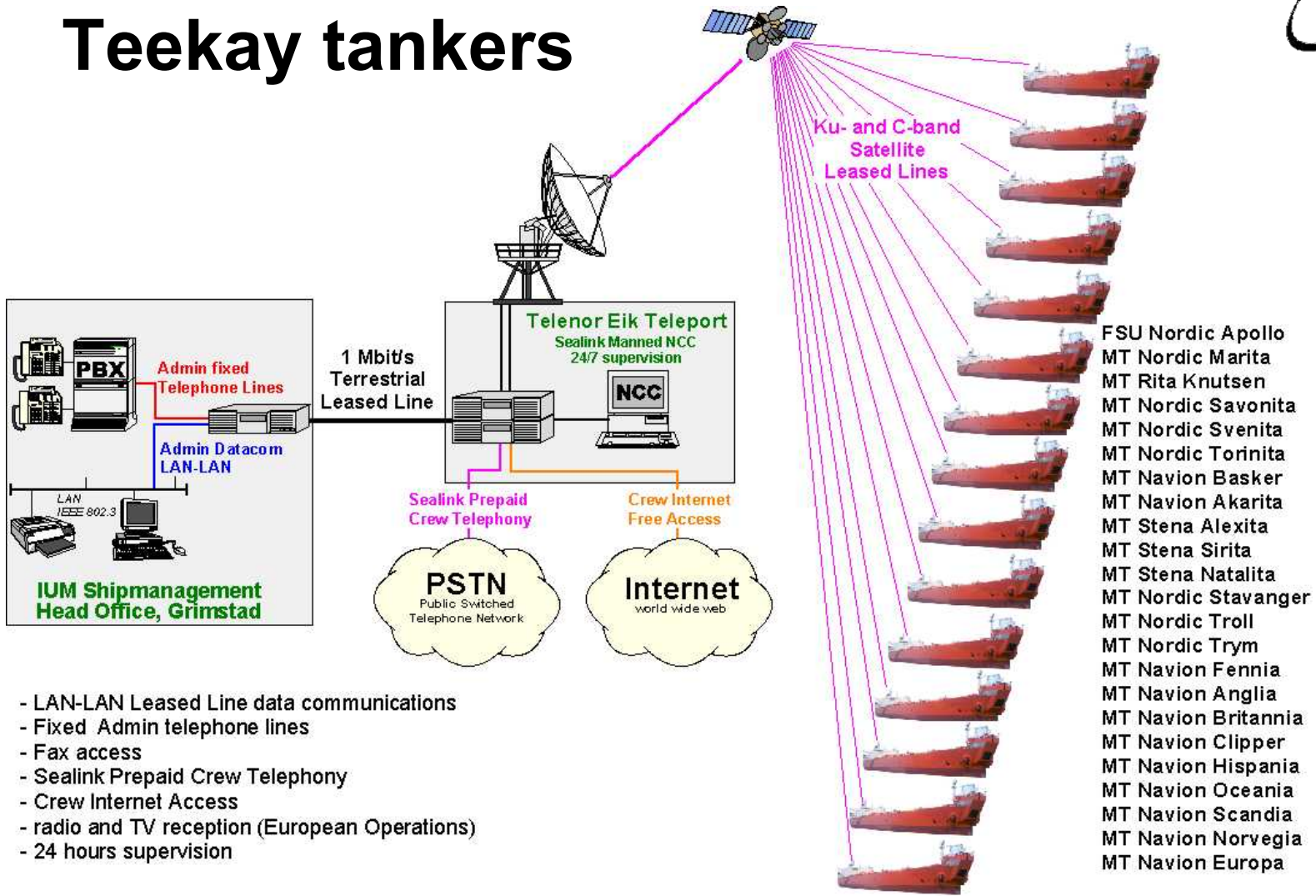
Nittedal (Norway)

Marlink (Vizada) owns and operates a network of globally positioned Teleports enabling worldwide communications via satellite and multiple satellite networks

# Benefits

- Fixed monthly charges preventing unexpected and high communication bills
- Your vessel will be part of your Local Area Network on land
- Your vessels can run the same applications as you run in your office.
- More effective purchasing, maintenance planning, and control
- Crew can participate in further education and training
- Possibility for the crew to stay in contact with family and friends at low cost giving welfare and loyalty
- Your company and your vessels will be the most attractive employer
- Remote update and maintenance of the onboard PC network and servers
- Possibility to send photo and video files
- Less need for traveling because it is easy and without cost to assist from shore
- Utilize remote monitoring and control of onboard cargo, engine and other systems

# Regional and Global operations Teekay tankers



- LAN-LAN Leased Line data communications
- Fixed Admin telephone lines
- Fax access
- Sealink Prepaid Crew Telephony
- Crew Internet Access
- radio and TV reception (European Operations)
- 24 hours supervision

# 55 BP vessels installed with Sealink VSAT



# NGSCO – Abu Dhabi



# Anders Utkilens rederi – 18 chemical tankers with Ku-band



Utkilen shall be a leading, preferred and reliable transporter of bulk liquids.



# Always Online – 7 chemical tankers

PIANURA ARMATORI

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gas by sea is our know-how

## fleet

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## fleet

### DETAILS

[Emerald Star](#)  
[Sapphire Star](#)  
**[Merope Star](#)**  
[Taygete Star](#)  
[Atlas Star](#)  
[Halcyon Star](#)  
[Electra Star One](#)  
[Maya Star One](#)  
[Ruby Star](#)  
[Diamond Star](#)

**Merope Star**  
Type: gas carrier  
Built: 2006



GRT	DWT	CBM GAS	MIH TEMP.	MAX PRES.
3.395	3.600	3.300	-48	10.00

# The Merchant Fleet

## - a new market for Maritime VSAT



- HUAL
  - First installation on car-carriers
  - Global operations

## VSAT for the WW vessels



Tagus  
Takara  
Tombarra  
Tasco  
Terrier  
Tortugas  
Trinidad  
Toledo  
Topeka  
Trianon  
Torrens  
Morning Concert  
Tancred  
Toronto  
Tamerlane  
Tamesis  
Tarago  
Talisman  
Tampa  
Taiko  
Texas  
Taronga  
Takayama  
Tai Shan

# Large antenna is only option for Global



# Different pedestal foundations



• Thank you!

[www.marlink.com](http://www.marlink.com)

[www.marlinkonline.com](http://www.marlinkonline.com)

