



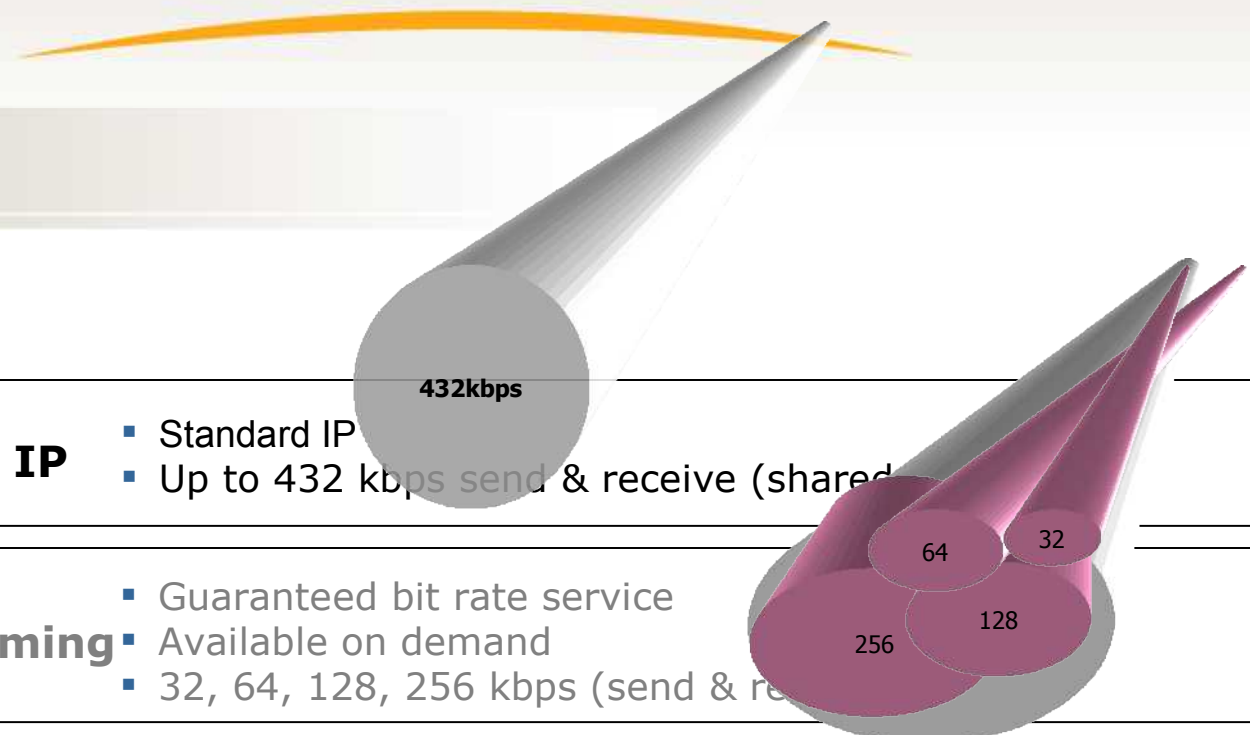
## FleetBroadband






# The Opportunities and Challenges for IT Managers

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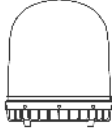


# The Services



	<b>DATA IP</b>	<ul style="list-style-type: none"><li>Standard IP</li><li>Up to 432 kbps send &amp; receive (shared)</li></ul>
	<b>Streaming</b>	<ul style="list-style-type: none"><li>Guaranteed bit rate service</li><li>Available on demand</li><li>32, 64, 128, 256 kbps (send &amp; receive)</li></ul>
	<b>ISDN</b>	<ul style="list-style-type: none"><li>Support data, voice and fax</li></ul>
	<b>Voice</b>	<ul style="list-style-type: none"><li>4kbps circuit-switched service</li><li>Voicemail</li><li>Enhanced services: call waiting, forwarding, barring, holding</li><li>Broadcast quality voice</li></ul>
	<b>SMS Text</b>	<ul style="list-style-type: none"><li>Send and receive text messages via your laptop</li></ul>

# The Hardware

FleetBroadband Hardware Definition	FB 500 Class 8 - 'High Gain'	FB 250 Class 9 - 'Low Gain'
Radome View (as per F55/77, mini-M)		
Antenna Diameter	55cm	25cm
Antenna G/T (at 5° elvn)	-7 dB/K	-15.5 dB/K
Antenna EIRP	22 dBW	15.1 dBW
HPA Type	Linear	Linear
Antenna Type	Directional / Stabilised	Directional / Stabilised
Antenna target Weight	15-20KG	3-5KG
Target retail price	\$15K	\$10K
Product Data Features (Global Voice standard)		
Standard IP: Kbps Shared / best efforts phys layer*	Up to 432 receive Up to 372 transmit	Up to 284 receive Up to 225 transmit
ISDN	Yes	No ; 3.1Khz audio only
I.P. 'Streaming Mode' Throughput, Kbps	32, 64, 128 & 256	32, 64, 128

# The concerns, opportunities and challenges for the IT Manager

## Concerns:

3. Maintaining IT on board with limited resources
4. Seafarers' IT skills are not strong
5. Abuse of satellite systems resulting in high costs

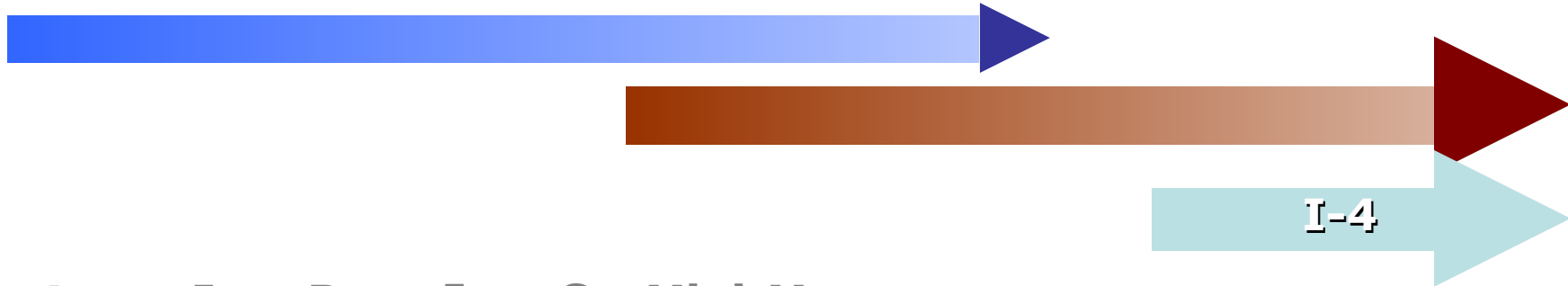
## Opportunities:

- ✂ Remote access with the vessel ...
- ✂ Use valuable applications ...
- ✂ Improve crew welfare ...

## Challenges:

- **How to ensure security?**
- **How to control the costs?**
- How to manage access to websites?
- How to prevent TCP/IP overhead traffic?
- How to manage the IP connection?

# The Inmarsat progress over the years



**Inm A**

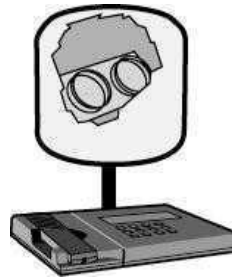
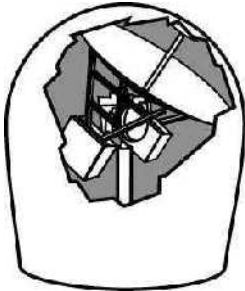
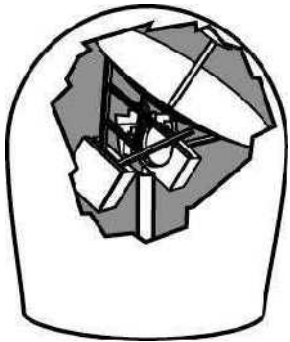
**Inm B**

**Inm C**

**Mini-M**

**Fleet 77/55/33**

**FleetBroadband**



**1981**

9.6 kbps  
\$270 per MB

**1992**

9.6 kbps  
\$70 per MB

**1993**

**1997**

2.4 kbps  
\$225 per MB

**2003**

128 kbps / MPDS  
\$18 per MB

**2007**

432 kbps,  
\$10 per MB



**How to ensure Security ?**



# Security

Account: R254945  
Your role: user

[Firewall](#) | [Help](#) | [Log Out](#)

[Build From Predefined Rules](#) | [Build Your Own Rules](#)

## Build your own rule

Name:

Protocol:

Address:   Any

Subnet:

Port:   Any

Add Mobile To Internet

Add Internet To Mobile

## Your current rule list

### From Mobile to Internet

The following connections are **denied**  
The following connections are **permitted**

- All
- 
- Custom
- SMC

All other connections are denied

### From Internet to Mobile

The following connections are **denied**  
The following connections are **permitted**

- All
- 
- Custom
- SMC

All other connections are denied



**How to control the Cost ?**



# Cost and Traffic Control

114 records were found. Showing  records from 1 to 50

Prep	Tp	Account	Customer	Service	Insi	ICCID	Start	Orig	Dest	Orig IP	Dest Phone	Vehicle	Zone	Unit type	Used volume	Billable volume	Rounded volume
08	N	F	6272	1000507	FBB	901112114104385 898709907414104385	17 May 2008 08:11:26	COS	Terrestrial	10.165.105.24		YRCY2	GBL	bit	111600	409600	0.0488
04	N	F	6272	1000507	FBB	901112114104385 898709907414104385	17 May 2008 01:11:20	COS	Terrestrial	10.165.104.242		YRCY2	OBL	bit	615104	619200	0.0977
01	N	F	6272	1000507	FBB	901112114104385 898709907414104385	17 May 2008 01:16:36	COS	Sri Lanka		9481223****	YRCY2	GBL	sec	308	315	315.0000
08	N	FL	6272	1000507	FBB	901112114104385 898709907414104385	16 May 2008 10:04:47	COS	Terrestrial	10.165.105.63		YRCY2	OBL	bit	3624568	3686400	0.4395
05	N	F	6272	1000507	FBB	901112114104385 898709907414104385	16 May 2008 09:04:45	PNR	Terrestrial	10.165.104.192		YRCY2	GBL	bit	25488	409600	0.0488
09	N	F	6272	1000507	FBB	901112114104385 898709907414104385	16 May 2008 00:04:34	PNR	Terrestrial	10.165.104.221		YRCY2	OBL	bit	645048	901120	0.1074

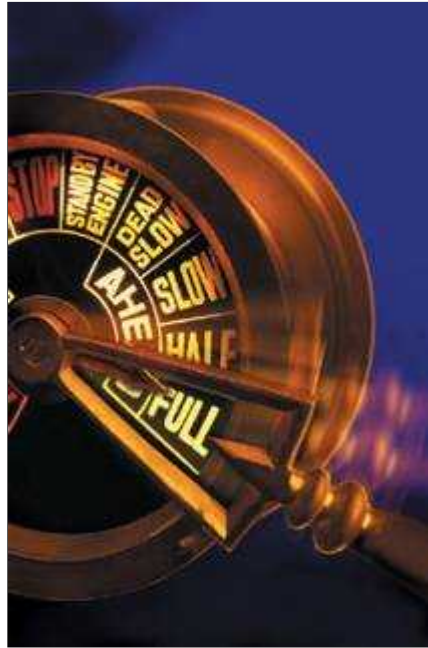
## The performance of a vessel we installed FB in March 2008

### BEFORE FB installation ...

An average monthly cost of **\$1,300** using an Inm-B  
based on **30 MB Data** and **220 voice minutes**

### With a FB terminal (set up as 'e-mail only') ...

April 2008 invoice amounted to **\$1,500** using a FB  
transmitted **120 MB Data** and **190 voice minutes**



**Thank you**

## For more information

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