



Digital Ship Dubai

# The POWER of FleetBroadband

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# Agenda

- 2. Early evaluation FleetBroadband trials**
- 4. Value Added Services for FleetBroadband**

## 26 maritime companies with trial FleetBroadband from Stratos



## Objectives of the 26 FleetBroadband trials

- **Early customer feedback of real live usage in terms of :**
  - Performance of FleetBroadband services
  - Most useful business and crew applications
  - Input for Stratos Value added Services development
- **Trial coverage:**
  - All vessel types (tankers, container, fishing, Navy, Coastguard vessel)
  - All key maritime offices regions (Asia, Europe, Middle East, N. America)

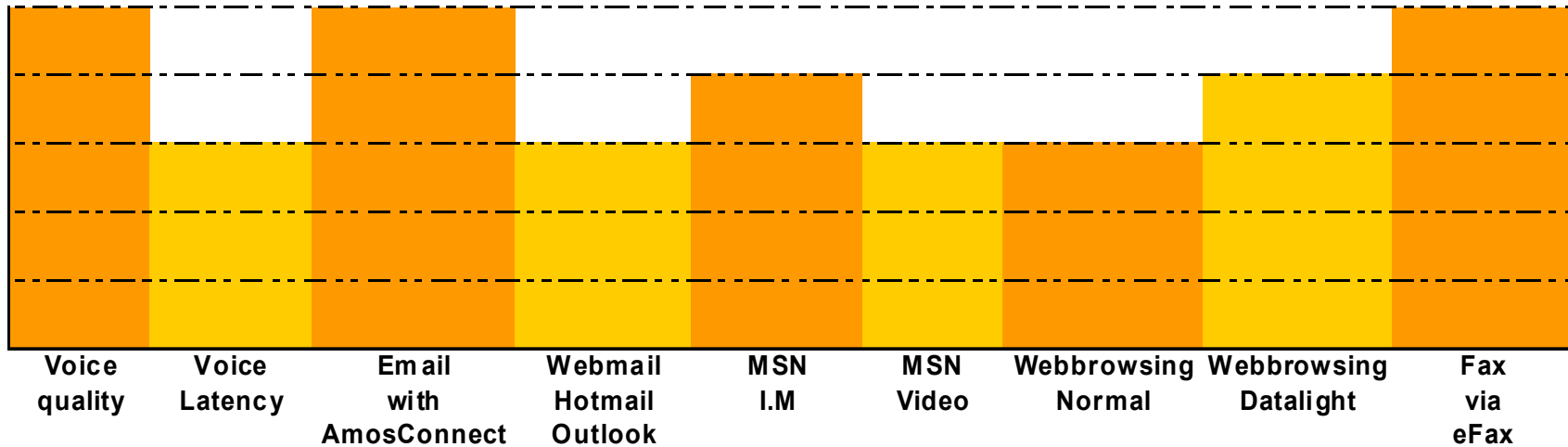
# FleetBroadband trial with Netherlands Navy



# FleetBroadband early evaluation Royal Netherlands Navy (1)

Rating compared with office on shore (scale 1-5)

5 Very Good  
4 Good  
3 Workable  
2 Not OK  
1 Bad



## FleetBroadband early evaluation Royal Netherlands Navy (2)

- **Installation time= 2 hours**
  - Preparation: cable work ready , mast installed and power available
- **Installation FBB = 4/5**
- **Quote of commander Veenstra:**
  - *"Installing FleetBroadband is plug and play. My crew can do it by themselves"*
- **Connection first time with internet = within 5 minutes**
- **Complex part of FleetBroadband:**
  - System integration with computer network on board
  - Configuring different usergroups

## Antenna replacement Inmarsat B by FleetBroadband

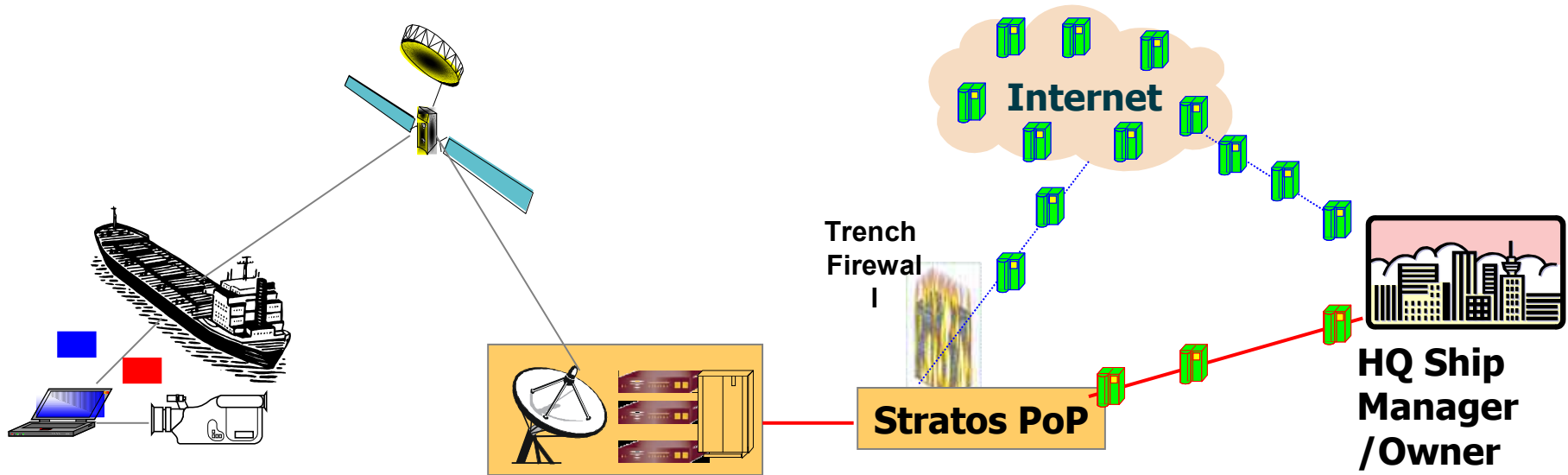


## Value added services for FleetBroadband

- **End to end connection including last mile**
- **IP access**
- **Cost control and security**
- **Data optimization**

# End to End network solution , including “Last Mile”

- Routing option – via Internet or dedicated?



Satellite Access Station  
In Burum, The Netherlands  
Hosted by Stratos

Wide variety of  
connectivity solutions

## Enhanced Connectivity via Stratos

- **IP Access**
  - Our value-added infrastructure enables you to benefit from all types of Internet access via public, private, static and dynamic IP addresses. Some enhanced flavors are:
- **TransparentAccess**
  - Provides a public dynamic or static IP address to the vessel. Ideally suited videoconferencing, crypto devices, some VPN connections.
- **BusinessAccess**
  - Bring your corporate network to your vessel. No special support or IT rules are required, and no VPN connection is needed.
- **GuaranteedAccess**
  - Extends FleetBroadband's guaranteed (uncontended) satellite bandwidth to the terrestrial infrastructure and right to customers office's doorstep.

# StratosNexus: Connecting the Planet

Regionalized Points of Presence (POPs) allowing secure data delivery into the terrestrial network

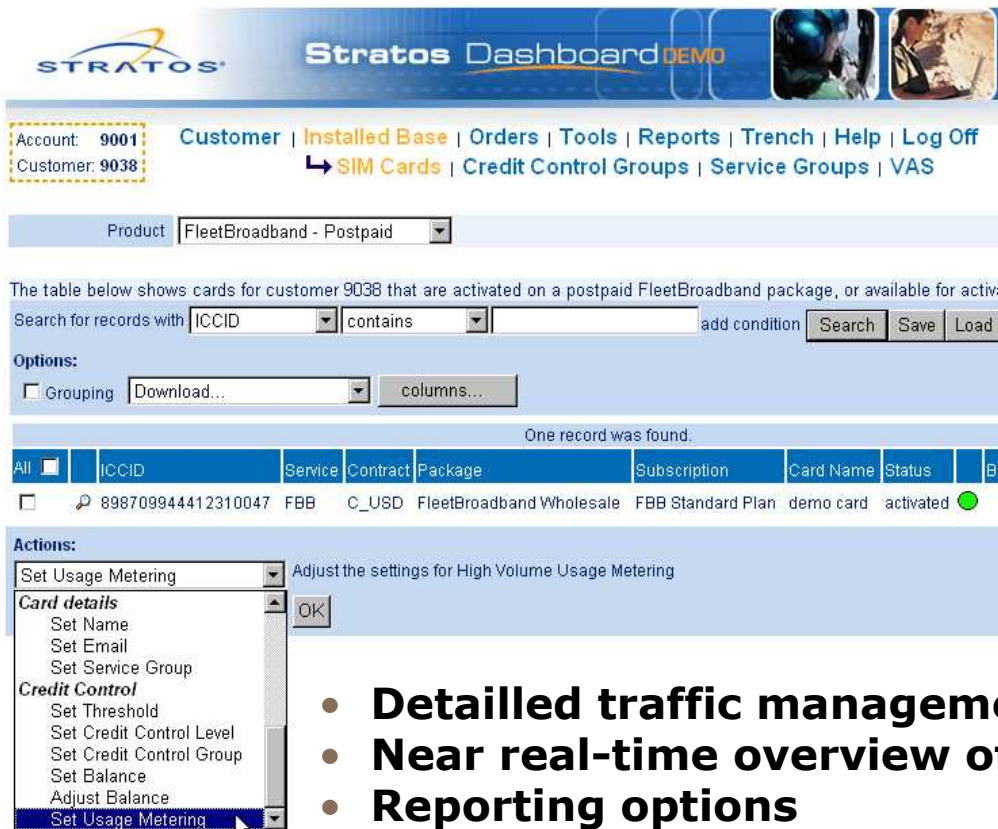




# Cost control and Security



# The Stratos Dashboard



**STRATOS** Stratos Dashboard DEMO

Account: 9001 Customer | Installed Base | Orders | Tools | Reports | Trench | Help | Log Off  
Customer: 9038 SIM Cards | Credit Control Groups | Service Groups | VAS

Product: FleetBroadband - Postpaid

The table below shows cards for customer 9038 that are activated on a postpaid FleetBroadband package, or available for activation.

Search for records with ICCID contains add condition Search Save Load

Options:  
 Grouping Download... columns...

One record was found.

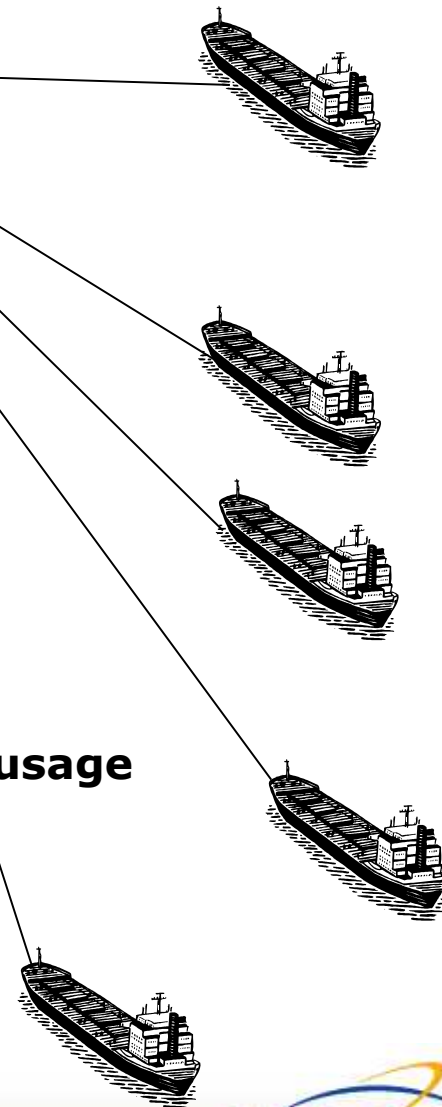
All	ICCID	Service	Contract	Package	Subscription	Card Name	Status	B
<input type="checkbox"/>	898709944412310047	FBB	C_USD	FleetBroadband Wholesale	FBB Standard Plan	demo card	activated	<input checked="" type="checkbox"/>

Actions:  
Set Usage Metering Adjust the settings for High Volume Usage Metering

**Card details** OK

- Set Name
- Set Email
- Set Service Group
- Credit Control**
- Set Threshold
- Set Credit Control Level
- Set Credit Control Group
- Set Balance
- Adjust Balance
- Set Usage Metering

- Detailed traffic management
- Near real-time overview of all traffic usage
- Reporting options
- Cost control
- Billing information
- Setting alert thresholds
- High Usage alerts

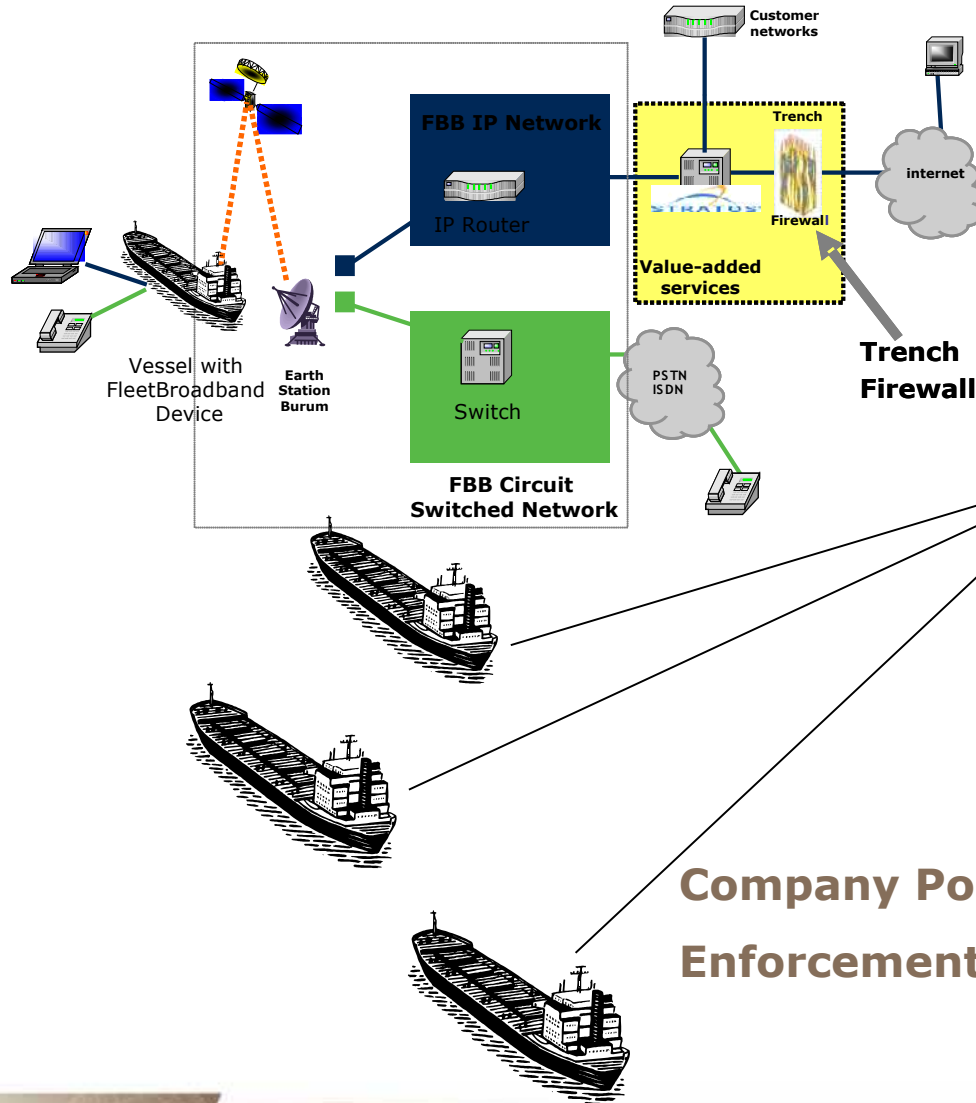


## High Volume Usage Meter

- Daily alerts are introduced
- Stratos recommendation:
  - Always fill out the High Volume Usage Meter for every SIM card. It runs in the background, does not need to be re-set, does not cost a thing and is worth it's weight in gold!

Traffic Metering	
Traffic Metering Mode	monitor
Calculate Volume Over	Cal. Month
Calculate Volume In	MB
Alert Level	30
Suspend Level	500
Current level	0

# Personal firewall between Internet and satellite network



## Build Your Own Rules

SECURITY ADMINISTRATION | Home | Firewall | Status | QoS | Tools | Help | Log Out  
 Your role: user | Build From Predefined Rules | Build Your Own Rules

Build your own rule

Name:

Priority:

Address:   Any

Subnet:

Port:   Any

Your current rule list

<b>From Mobile to Internet</b>
The following connections are <b>denied</b>
The following connections are <b>permitted</b>
- All
- All IP Protocols
All other connections are denied
<b>From Internet to Mobile</b>
The following connections are <b>denied</b>
- All
- All IP Protocols
The following connections are <b>permitted</b>
All other connections are denied

Company Policy Enforcement

# Data Optimization Services

## AmosConnect™: THE Maritime Standard for Messaging

- Up to 85% data reduction, on a average 50%
- Over 15,000 licenses in Maritime market
- AmosConnect Next generation in development
- Unique email address per crew members
- Same address when changing vessel
- Option for free email



## StratosNet

- A faster and cheaper way for web browsing, intranet and FTP
- Satellite link is optimized
  - on-the-fly-compression (up to 90% with average of 40%-45% data reduction)

## Further Optimisation Via Stratos Partners:

- VIRTEK Communications
- Becker Marine Systems

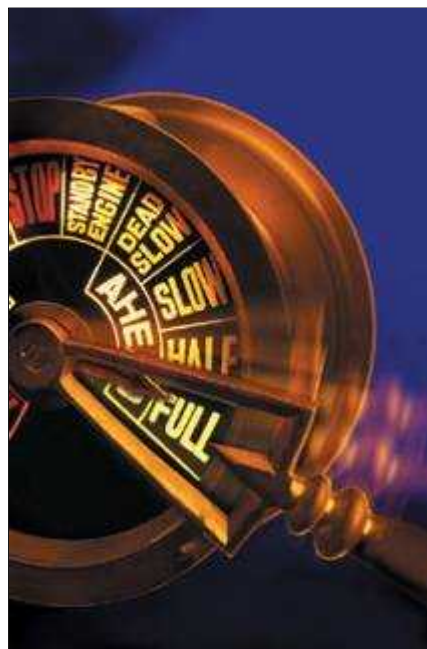
## Product Innovation Award 2007 + Volvo Ocean Race

- Frost & Sullivan has recognized Stratos with the 2007 MSS Product Innovation of the Year



- Stratos is official Provider of Mobile Satellite Communications services





# Thank You!

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