



# Monitoring and managing shipboard PC applications

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**palantir@sea**

# maritime it & c integra

## Palantir@Sea, Company information

- Palantir are a market leading IT&C Company with 30 top qualified employees supplying the Maritime and Onshore sector with world class IT solutions, and first class knowledge of maritime operations and IT&C
- Together with our leading partners we will act as a front-runner in our field and always seek to fulfill our clients expectation regarding cost efficient IT&C solutions. We can give our customers the quickest and safest way for the maritime sector to achieve reliable and cost efficient IT&C solutions

### **Our vision**

- *Provide ship-owners with the best solution for seamless integration between office and Vessels, within these categories:*

*Standardization of Hardware*

*Standardized IT-operations*

*Best communication vendors*

## Onboard IT&C challenges:

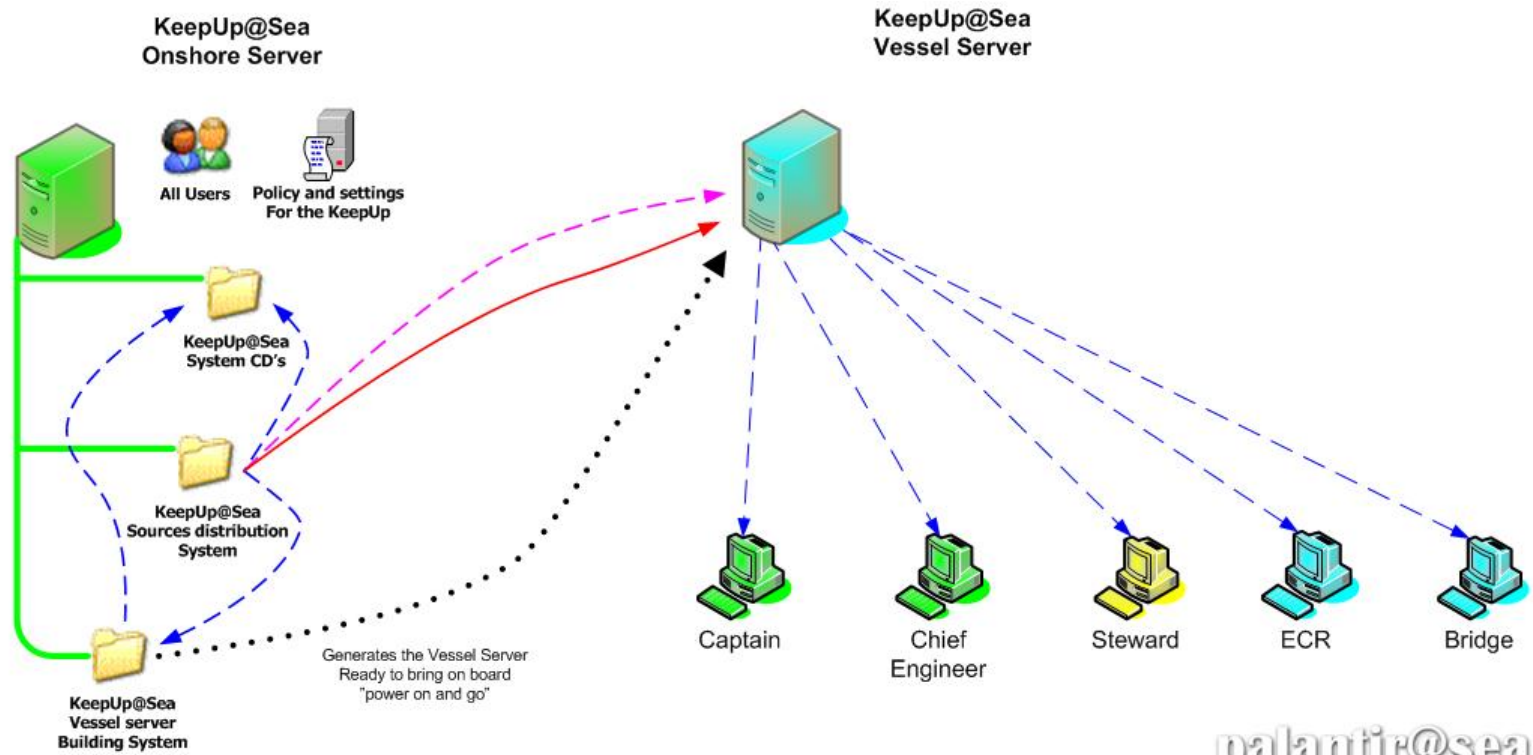
- Is all my applications up to date ?, does the E-mail work ?
- Can i report forms to the management electronically ?
- Where is my backup ?, is my antivirus up to date ?
- I cant find my standard icons anymore !
- The network communication is down
- Our skills is not on IT, why do We have to do all this firefighting on the IT&C systems, we should run the vessel
- Oh... The time zone is bed time at the office, but i will call the IT&C Department anyway.
- Why did he get so mad ?.....

## IT&C department challenges:

- It is expensive to run the systems.... we never get large enough budgets.
- Lack of resources..... no upgrade of the E-mail systems this year...
- Fleet management and accounting are complaining all the time.
- Management wont buy our arguments, they say "Stop", take control.
- 3 days onboard cost's more than 20 days onshore.
- We have to "hit and run" all over the world, all the year.
- Documentation ?....
- Eh... Are you resigning ? Why ?.....

## How IT onboard should be:

- Predictable IT costs, not more than 35 – 40 \$ month each client
- Easy upgrading of software Onboard, no IT-skills required.
- One uniform IT-standard across all the vessels
- All systems pre-loaded and tested. " Bring Onboard, power on & go.. " Guaranteed success for patches, upgrades, installations and removal.
- The quality assurance of the IT&C system must be auditable.
- Onshore server as a "fleet IT Master" (holds all updated info regarding the vessels/clients/HW/SW), combined with an Onboard server (Slave) that receives updates and verified patches and changes from Master
- All Onboard clients, should be fully automated installed (from operative systems to applications.)
- The Onboard client's should be self correcting



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The KeepUp@Sea is prepared like this, all Server's onboard the vessels get their KeepUp@Sea system generated from the "onshore" server. This server keeps all the information about all the programmes on each vessel. The Vessel server generates the OS and programs for each client on board.

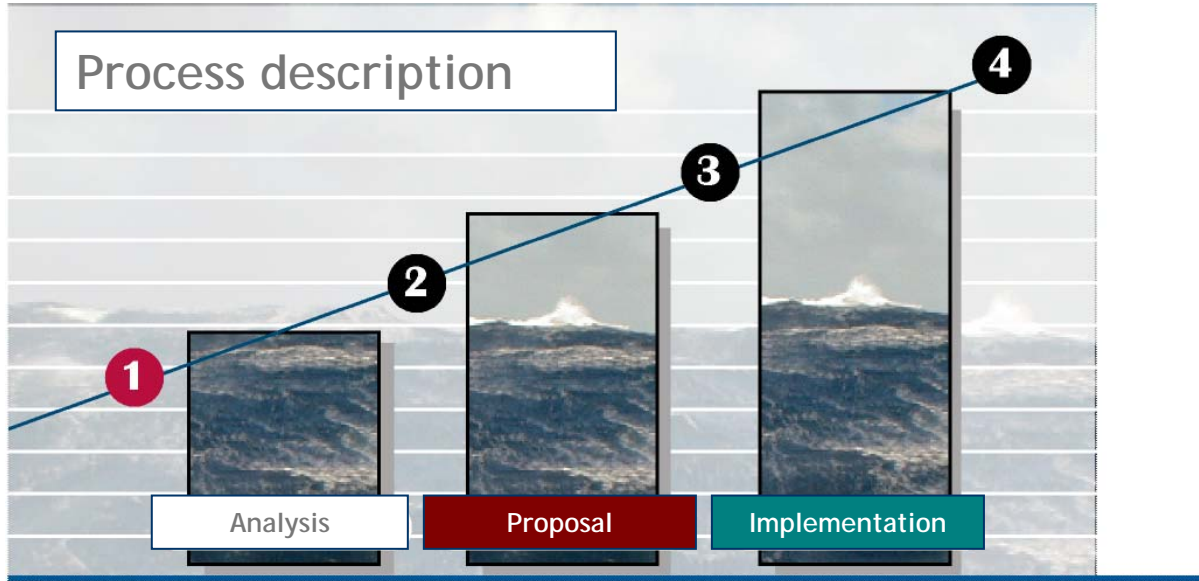
When it's necessary, new sources for adding / removing programmes, or major / minor changes is produced and placed on the "onshore" server. Then the sources will be distributed either by mail, or by CD's send to the vessel servers.

By this we have fully control of all IT solutions onboard, because a single change in the system will immediately be ready to distribute controlled to all vessels and users, without any travelling onboard.

All users will get their new programs / changes distributed on next logon, or they can just activate the KeepUp@Sea "refresh" menu onboard.

- Sources distributed via CD's
- - - - -→ Sources distributed via e-mail
- - - - -→ Main system, generated from server
- Produced on Server

## Manage the process

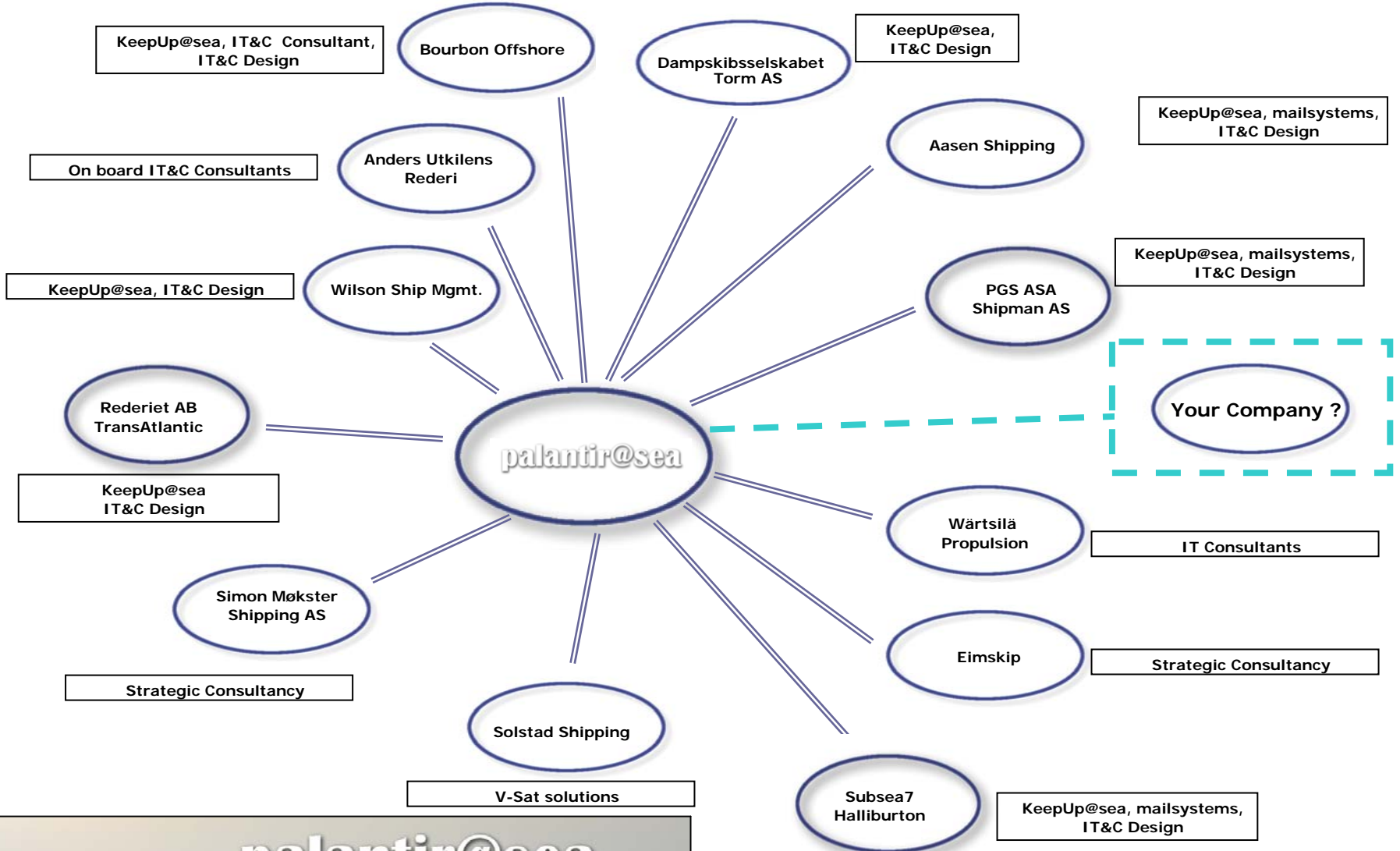


1. Need for analysis identified
2. Analysis of specified processes and tasks; Hardware - Applications - Communication
3. Report delivered with proposal of items to be adjusted
4. Implementation of suggested solution, with Onshore/testing - Onboard/verification

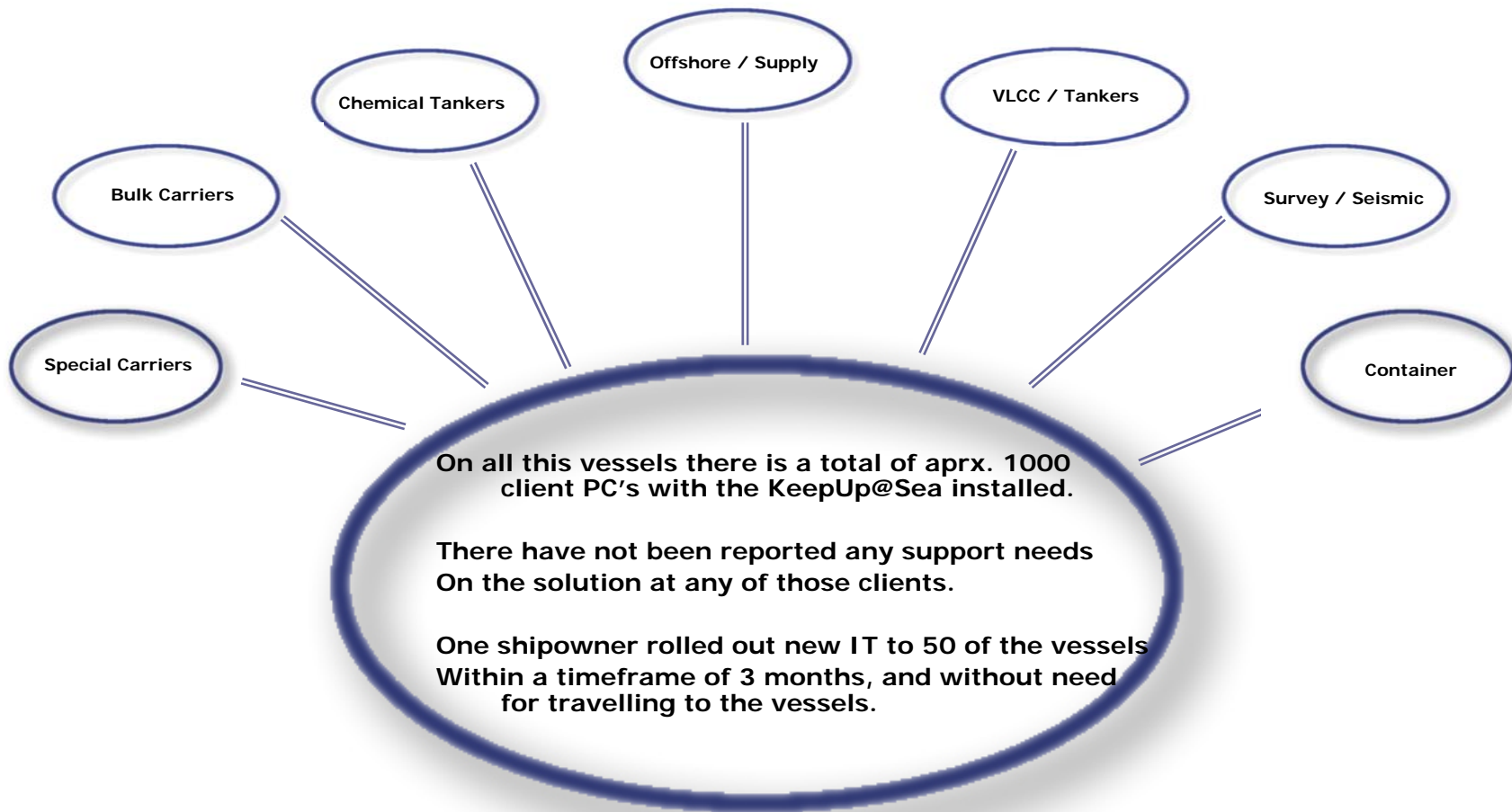
# A customers View !

- **KeepUp@sea to Subsea7**
- - After evaluating different solutions for managing IT-Operations onboard vessels, we decided to purchase KeepUp@Sea.
  - It was quite exiting to see that the solution from Palantir@Sea was installed on the first vessel, within 8 hours from delivery of HW to the vessel, including reconfiguring of onboard network and managing and merging of existing data from our old solution to the new, the job was done, with 12 PC's and 1 server.
  - It was an impressive performance by Palantir@sea, and for us it was just to power on and go. It has not been reported any hiccups or downtime since installation.
  - This is superb!!!! It has never been easier to be an IT-Manager for vessels. These guys really know what maritime IT&C is all about!
- **Personal from the speaker:**
  - I was in charge of the IT&C department at one of the largest offshore ship owner companies in Norway for several years. When i started we had 9 Vessel, and when i resigned we had 27. Then i started visioning about a system like this, could it be possible to make it.....??.  
If a such solution had been invented at that time, i would not have resigned, guaranteed.

# The market trust Palantir@Sea



## Revolutionary success onboard 220 Vessels, World Wide





# Thank you for listening !

Please call for a convincing live demo at your office.

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