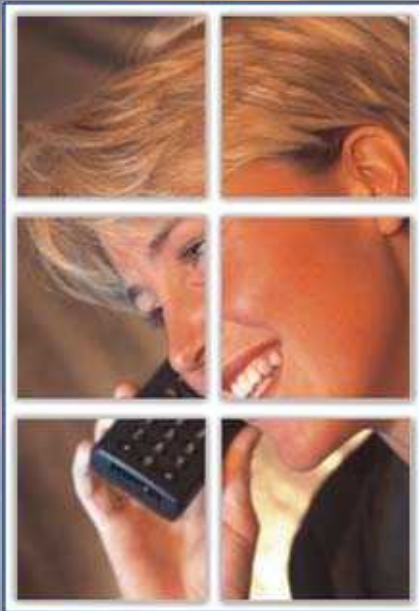




## Case study on “Marianne Schulte”, challenges and opportunities of broadband IP for IT and Operation Managers



By Adonis Violaris  
Director  
Telaccount Overseas Ltd – CY03



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- Telecommunication Accounting Service
- Established in 1988
- Recognised Authority by 23 major Flags States
- Accurate and prompt accounting in the format the Owners need
- Provide splitting in the various types of vessel's communication  
Special Agreements with Coast Earth Station
- Provide communication services to 65 Owners
- More than 700 vessels under contract
- Provide timely accounting
- Very competitive prices





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## Dashboard of Thrane & Thrane – Sailor 500 FleetBroadband

**Thrane & Thrane**

**SIGNAL:**

**DASHBOARD**

- PHONE BOOK
- MESSAGES
- CALLS
- SETTINGS
- ADMINISTRATION
- HELPDESK
- SITE MAP

**PROPERTIES**

Airtime provider	Fleet
GPS position	N 43°24', E 5°00'
Status	Data active
Satellite selection	Auto
Unit serial number	07439820
Software version	1.00, build Build-bganx_bdu_10x-13
Local IP address	192.168.0.1
IMEI number	35315000-011131-6
MAC address	00:11:CF:01:12:2A
Antenna	FBB22 (Tracking)

**SESSIONS TOTAL**

Standard voice inbound	00:27:00
Standard voice outbound	02:21:44
3.1 kHz audio inbound	00:00:00
3.1 kHz audio outbound	00:00:00
Standard data	737.40 MB
Streaming 32 kbps	00:08:45
Streaming 64 kbps	00:13:02
Streaming 128 kbps	00:58:13

**ONGOING DATA SESSIONS**

Standard data (161.30.180.138)

**ONGOING CALLS**

(No active calls)

**STREAMING PROFILES ON LAN (DEFAULT GROUP)**

[Start Streaming 128](#)

Done Internet



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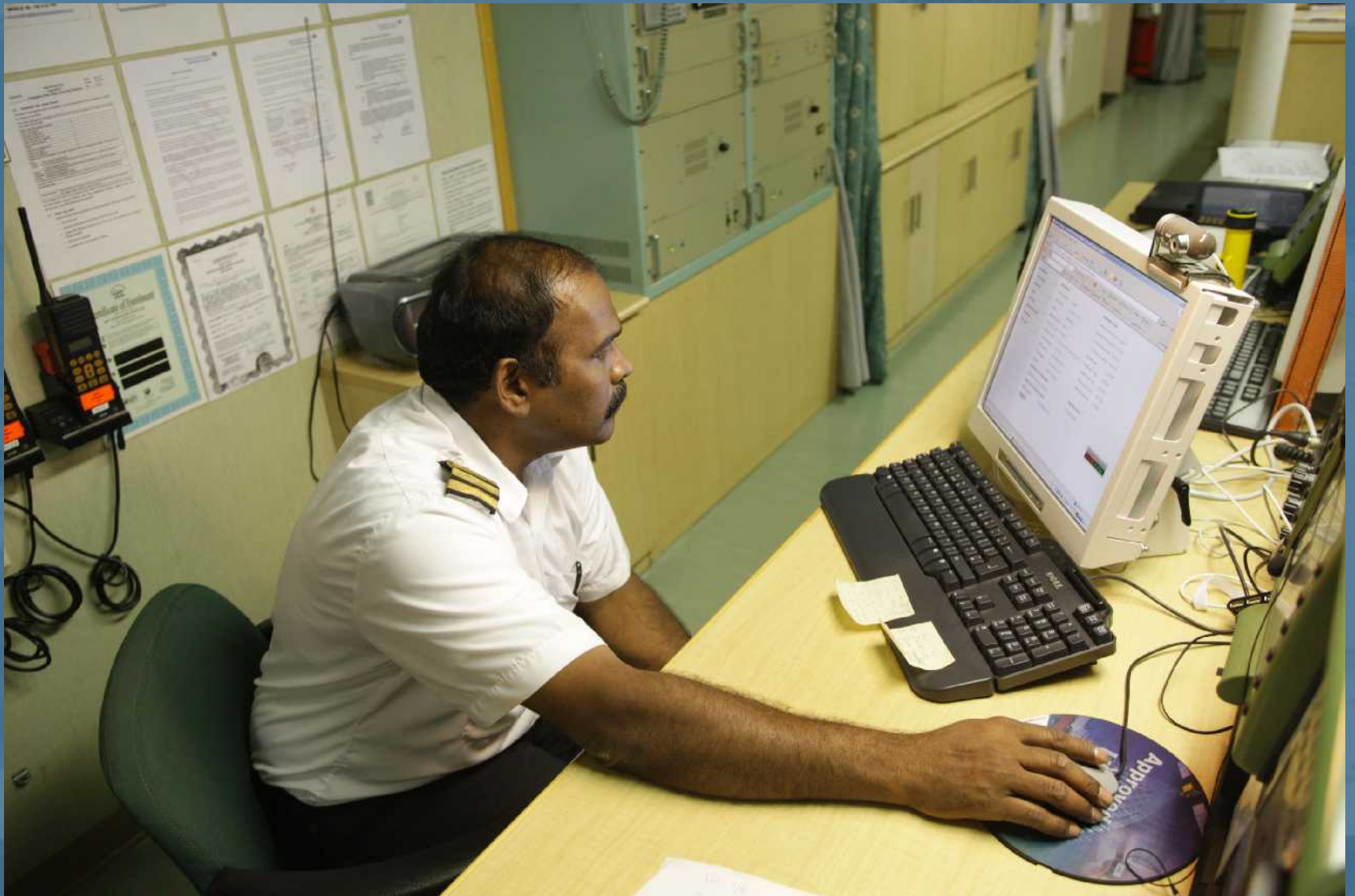


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## FB500 Below Deck Unit





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## TESTS CARRIED OUT ONBOARD:

- E-Mail Platform (SMCIII)
- VPN Connection
- FTP File transfer
- Remote Access
- Web Browsing (World news, Access to Maritime information, etc)
- Private E-Mail (Yahoo, Hotmail etc.)
- Chat Programs (MSN, Yahoo Messenger, Skype VoiP etc.)
- All Software that is used onboard the vessel and requires to be online or transfer with E-Mail.
- Video Conferencing



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“GOOD DAY PAVLOS,  
THE FLEETBROAD BAND IS AN  
EXCELLENT COMMUNICATION  
EQUIPMENT AND FRIENDLY TO  
USE. IT HAS THE CAPACITY FOR  
FAST DATA  
SESSIONS/STREAMING AND  
CLEAR VOICE CALLS. IT CAN  
ALSO SEND LARGE SIZE OF DATA  
FILES.

HAVING 24HRS ON-LINE ACCESS  
ON LATEST MARITIME  
INFORMATION/WORLD NEWS,  
PROVIDES SAFETY AND WELFARE  
TO SEAFARERS ONBOARD”



## Concerns for the IT Manager

### **Concerns:**

3. Maintaining IT systems on board with limited resources
4. Abuse of satellite systems resulting in high costs
5. High usage Cost
6. Upwardly spiraling costs – the more you use it, the more you need it
7. Tariff Structure complicated – impossible to plan



## Opportunities for the IT Manager

### **Opportunities:**

3. Remote access with the vessels
4. Corporate applications onboard
5. Improve crew welfare



## Challenges for the IT Manager

### Challenges:

3. How to ensure security
4. How to control the costs
5. How to manage access to websites
6. How to prevent TCP/IP overhead traffic
7. How to manage the IP connection
8. How to do billing and split cost to various parties



## Conclusion IT Challenges with Broadband:

Ask yourself key questions before you step in the broadband environment:

2. What applications do you want?
3. What are the communication requirements of these applications?
4. What does your company want to improve?
5. What connectivity type and IP addressing do you require?
6. Do you have any “additional” traffic volume requirements ?
7. Do you want the corporate security policy automatically enforced on board of your vessels?
8. Are you able to control the “additional” traffic by establishing effective controls onboard and the office (after all, even 432 kbps is not enough for 20 crew without established controls)



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Thank you!

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