



Maritime Application Brief

Cargo Ships • Tankers • Bulk Carriers

The communications needs of a maritime operation are straightforward. Keep a quality crew happy, healthy and in touch with family and friends. Stay connected with clear, reliable voice communications under any weather conditions, in any region. Have instant online access to the right data and information to operate effectively, smoothly and safely at sea.

Run the most efficient business operations possible, just like any other remote office.

But for years communications networks onboard vessels have been restricted by insufficient narrowband service that's forced expensive trade offs and less than ideal connectivity.

Today 100% mobile connectivity at sea — high-speed broadband VSAT service — is an imperative for success.

Investing in crew welfare is a priority. A shortage of qualified crew, compounded by a new generation of web-savvy crew members, means crews can take their pick of ships — and broadband-enabled vessels top their list.

VSAT adoption in the maritime industry will grow by more than 400% by 2012.

Comsys Maritime
VSAT Report

Keeping Crew Connected

With increasingly longer stretches at sea comes a growing need to stay well connected with land-based operations and head office networks.

Shorter stays at port, reduced turnaround times, tighter security rules and increasing customer demand means limited time for critical repairs, maintenance and exchange of cargo information. There's never been a greater need for onboard IP business applications to function remotely in order to stay competitive and on schedule.

IP satellite technology maximizes the full potential of networks everywhere and holds the key to supporting multiple business applications at sea, improving operational efficiency and quality of life for all.

iDirect — The Industry Standard for Maritime

Through a diverse global network of satellite providers, network operators and carriers, iDirect provides the advanced technology that enables IP applications to run reliably and efficiently over satellite.

iDirect's advanced VSAT technology has been intelligently designed to provide *the crucial link* between the connectivity and the application. This enables our partners to provide services with *high value*, not high price.

For example, iDirect's scalability and flexibility enables maritime service providers to deliver always-on regional or global services. These cost-effective solutions enable pricing models that emphasize flat monthly rates over expensive pay-per-minute and pay-per-megabyte plans.

Raising Crew Welfare and Morale

When crews have anytime access to the Internet, are able to call home, send SMS messages, enjoy streaming video of sporting events or share family photos via email, it makes a world of difference.

But today, retaining high-quality crew members takes more than phone cards and online recreation. It means access to the latest training courses via high-quality web casts and video, so skills and important crew certifications don't suffer during longer stretches at sea.

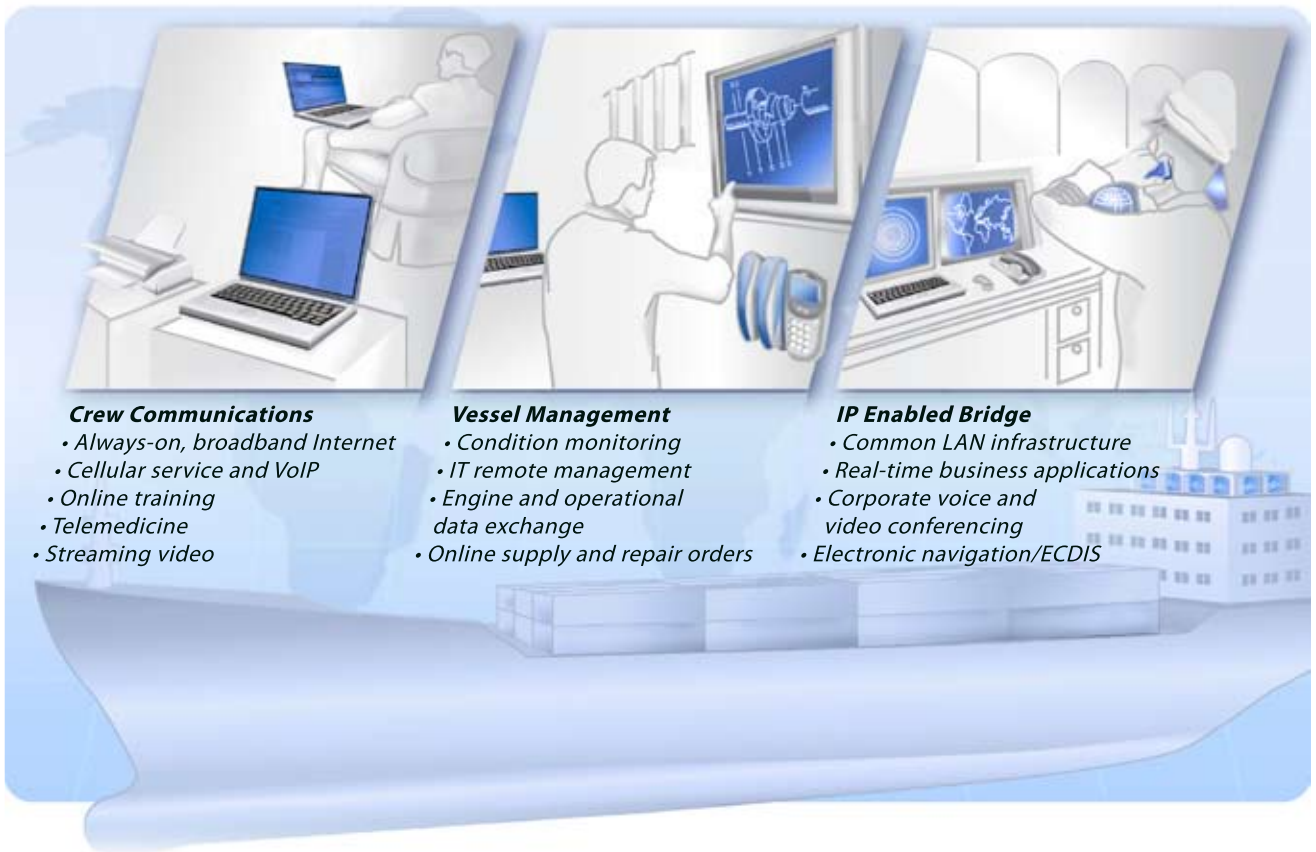
And when emergencies and serious illness occur at sea, high-quality medical care can't be compromised. Access to state-of-the-art maritime telemedicine systems using a VSAT communications network assure vital clinical patient data is rapidly transmitted to shore medical centers, with real-time diagnostics and prescriptions made for patients on ships.



Eight of the top 10 maritime service providers listed in the Comsys Maritime VSAT Report rely on iDirect technology

Improving Business Productivity

Integrated VSAT Broadband Communications



Connecting Vessel and Land-Based Operations

With each passing day, maritime operations become more dependant on the ability to transfer large amounts of data between ship and shore. VSAT communications, using IP technology, enables the reliable and instant transfer of voice, video and data files between vessels and land-based offices.

Shore-based management has greater, more real time visibility into what's happening at sea. Increased automation on board ships enables land-based personnel to track, monitor and evaluate information, helping to ease the burden of crew onboard.

At sea, an IP-enabled bridge and vessel management systems receive planning and resource information direct from land-based operations, increasing efficiency. And improved network connectivity enables unlimited voice communications and access to company intranets and documentation.

VSAT technology increases productivity by connecting these two halves of the business. It's easier to make smarter decisions that impact schedules and profits.

With iDirect, even the most complex operational systems and business applications can be running online smoothly, efficiently, while crew are accessing email, on the Internet or calling home.

Always-on Communications

Smart, Cost-Effective Solutions Assure Constant Connectivity

Thanks to VSAT connectivity, shipping lines can have a cost-effective, always-on, high-speed connection to meet their most important business and communication requirements.

iDirect technology is at work inside diverse maritime operations — cargo fleets, oil tankers, container and construction ships and auto carrier fleets, ferries, fishing vessels — over all the world's major shipping routes.

They all share the need for global, always-on satellite broadband connection no matter where — under any conditions. Today, iDirect is advancing a connected world at sea.



iDirect

13865 Sunrise Valley Drive
Herndon, VA 20171
+1 703.648.8000
+1 866.345.0983
www.idirect.net

Advancing a Connected World