

TURNING SHIPPING FLEETS INTO WELL-EQUIPPED BRANCH OFFICES AT SEA



To support digital transformation in the shipping industry, Orange Business Services has developed Maritime Connect, which allows shipping companies to seamlessly integrate their fleet into the corporate network and provide Internet access for crew and applications.

This single, integrated solutions platform provides the maritime industry with reliable connectivity over diverse communication interfaces and cuts costs at the same time. Based on the ST Engineering iDirect platform, Maritime Connect delivers voice, VoIP, data and internet access in one solution, independent of the communication technology used, to over 95 percent of Orange Business Services' maritime customer base.

Recently, Dubai-based Topaz Energy and Marine, a leading offshore support vessel company for the global energy industry, signed an agreement with Orange Business Services for a Maritime Connect solution that connects its fleet at sea and supports the corporate network.

The Orange Maritime Connect platform incorporates multiple connections including VSAT, L-Band terminals, UMTS and Wi-Fi. It routes traffic depending on the availability of the link and with the appropriate quality of service. This allows

Topaz to integrate its fleet into the corporate network as "offices at sea" and rollout business-critical applications.

A key application for Topaz is fleet management, which manages ships at sea and provides invaluable business intelligence. This includes dashboards that can detect vessels deviating from the average standard in terms of fuel consumption, speed or maintenance issues, for example.

"Today Orange is working across all sectors to help enterprises to respond to the demands of digital transformation. Historically in the maritime sector, limited connectivity and the need for multiple communications providers has meant the exclusion of fleets from the centralized business processes, ultimately resulting in reduced productivity. With Maritime Connect, Topaz can integrate its ships with the shore and is able to transform them into branch offices at sea," said Luc Serviant, vice president, Middle East and Africa at Orange Business Services.

Orange is initially connecting 39 vessels from the Topaz fleet, and by the end of 2018, Orange will roll out Maritime Connect across the entire fleet.



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Vice President, Middle East and Africa
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