

**Maritime Connect**

**Advanced  
network  
solutions**

**Reliable  
connectivity  
where it  
matters most.**

**Business  
Services**

**orange™**



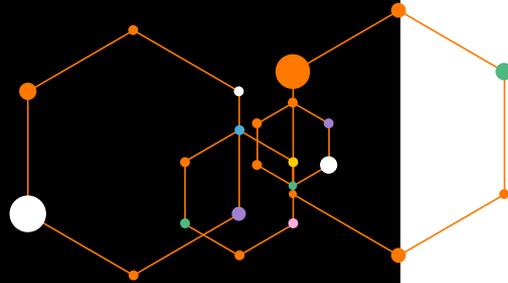
# Overcome your challenges with global satellite connectivity

## Challenges

The maritime industry is on the threshold of rapid technological change. Shipping companies need to incorporate new digital solutions to remain competitive and shipping fleet operators need to automate and digitize onboard processes to ensure optimum performance, efficiency and reliability. A range of pressures makes modernization imperative:

### Regulation changes

- IMO 2020 Sulphur Cap
- New requirements around the electronic exchange of information between ships and port
- Mandatory data collection reporting requirements on ship fuel consumption

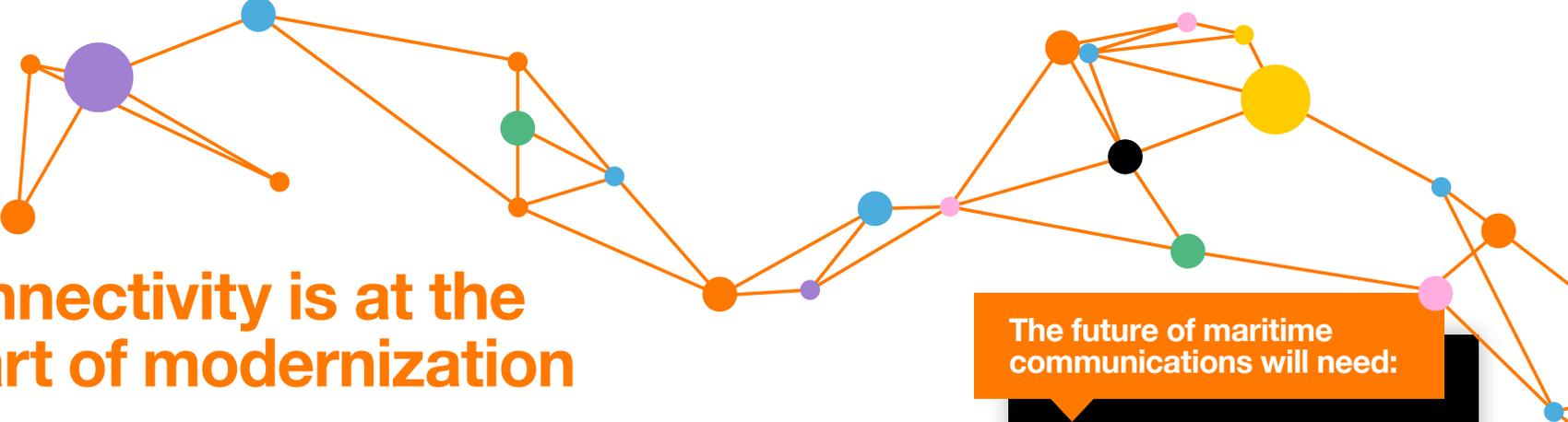


### Crew retention and welfare

- Fleet growth is outpacing crew supply, making it difficult to recruit
- Connectivity is key to crew welfare, and to recruiting and retaining the most experienced seafarers (average age of officers is 35-45)
- Seafarers increasingly say internet access is a key influencer on where they want to work
- Video accounted for 60% of total mobile data traffic in 2016 (find more recent data), and is expected to rise to 80% by 2022

### New digital technologies

- Electronic exchange of information on cargo, crew and passengers is more efficient and often mandatory
- Anything that can be digitized or automated will be, leading to profound changes in working practises and expectations
- Remote asset management leads to more efficient maintenance and vessel operations optimisation, including safety and security
- Smart sensor and actuator networks are drastically redefining value chains



# Connectivity is at the heart of modernization

**The revolution in digital technology that has transformed modern business has had knock-on effects that go far beyond ports and land-based logistics. The future for the maritime industry increasingly relies on ubiquitous internet access anywhere in the world and at all times.**

Modern maritime network services include local number dialing to save on long distance charges, large data transfers of crucial sensor data to reduce ship downtime and bring-your-own-device Wi-Fi connectivity that keeps crew intimately connected to what's going on at home.



## The future of maritime communications will need:

- Seamless global coverage
- Always-on broadband service
- High reliability and availability
- Guaranteed service level agreements
- Scalability to support future data growth including voice, video and telemedicine
- Bandwidth flexibility to ensure efficient allocation of resources

## Benefits of high bandwidth connectivity

# The power of partnership

Orange Business Services has partnered with SES Networks, the world's only multi-orbit satellite player, to deliver reliable, high-performance broadband services everywhere, from developed markets to the hardest-to-reach places on the seas of the world.

Tiered performance levels allow you to cost-effectively scale up your bandwidth with seamless, ubiquitous and global services.

### The Orange Business Services and SES Network's partnership offers:

- Global fibre-like, low-latency services
- Worldwide coverage via multiple geostationary satellites and gateways connected by a global terrestrial network
- Over 70 satellites in two different orbits

The next-generation satellites currently on the Skala Global Platform **deliver high data** throughput up to **20 times greater** than standard wide beam satellites.

### This higher bandwidth and lower latency enables:

- New applications: Including Office 360, AWS, Oracle, Salesforce, cloud apps, video on demand



- Real-time business: Work environment, services for end users, business processes and apps, machine-to-machine communications, customer relationship management software and more
- Internet as a convergence enabler: Application services, infrastructure optimization, multimedia communication
- Integrated business applications: Including IT integration, real-time access, remote intervention, crew entertainment and safety
- Airtime: VoIP, email, crew calling and SMS, internet access

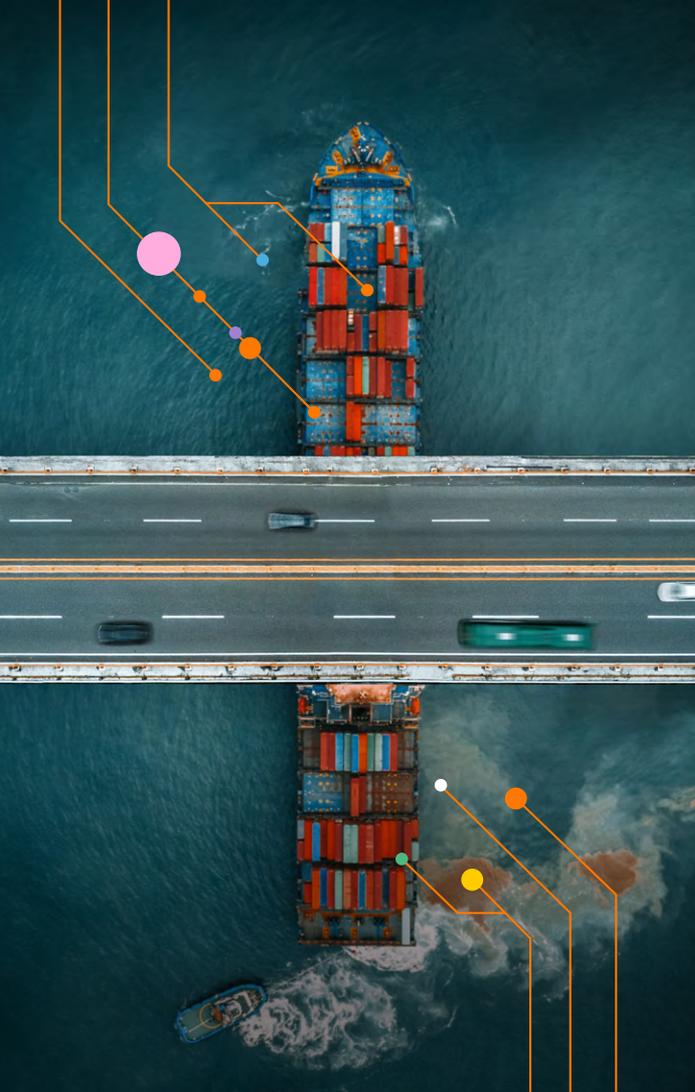
# Orange Maritime Connect

The future of maritime networks is moving towards a more flexible approach that adapts to your requirements, so you only pay for what you use.

Orange Maritime Connect gives you the ability to meet your fleet connectivity needs today, with flexible options to achieve your needs for tomorrow.

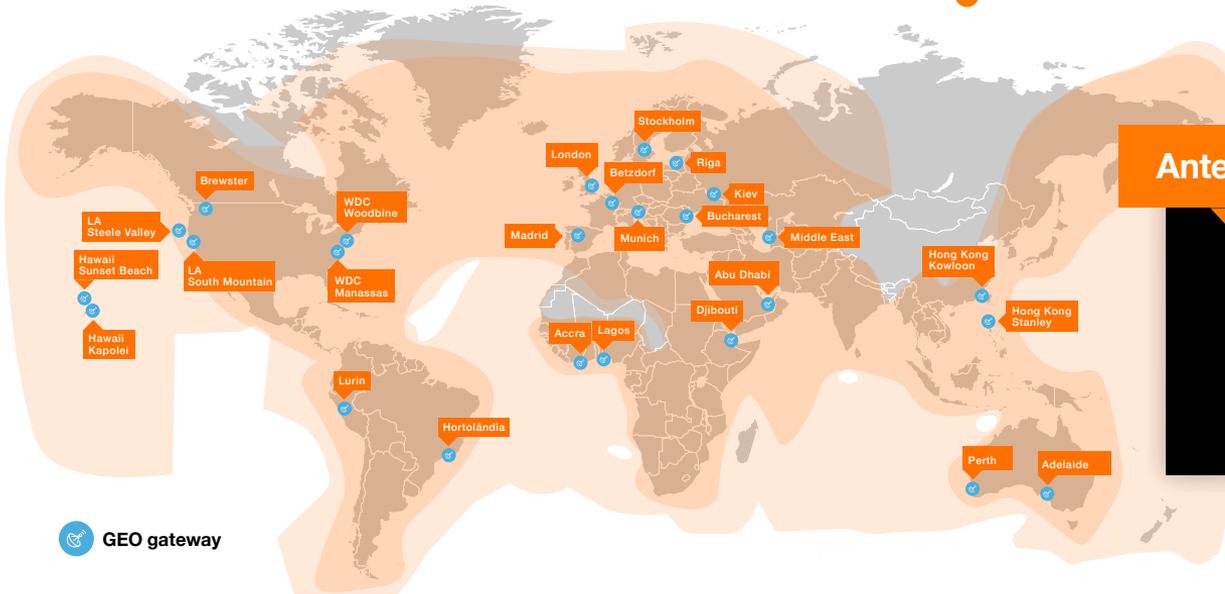
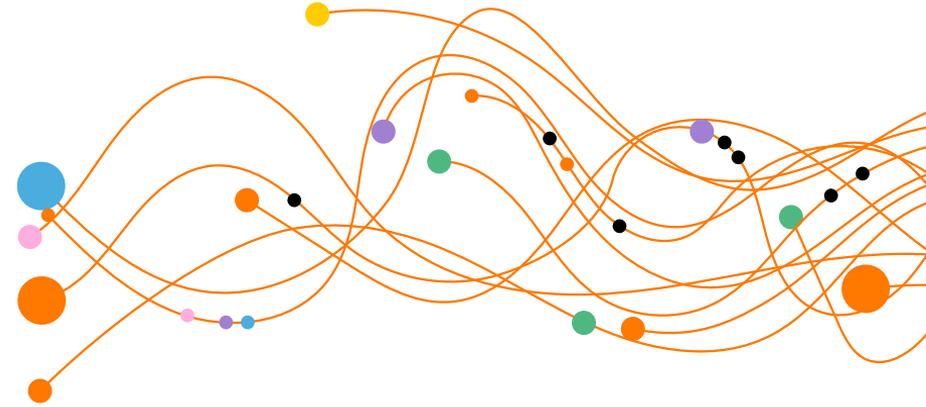
## Benefits include:

- **Global coverage** – Improving worldwide termination to cover more of your routes
- **Upscaling** – increase information flow as required with up to 10Mbps downstream worldwide
- **Resilience** – reducing the blocking angle to increase site availability and enable constant tracking for each vessel's journey
- **Flexibility** – adopt higher bandwidths as you need them or according to availability
- **Budget** – better budget management, cost monitoring and predictability
- **Digitalization at sea** – Real-time operations and always-on connections to enhance application efficiency and improve crew welfare



# Global coverage that scales with your fleet

Orange Business Services' partnership with SES Network's Skala platform provides a flexible infrastructure that allows you to scale up your bandwidth as your business grows, ensuring you get the best possible service to meet your needs, wherever they may be.

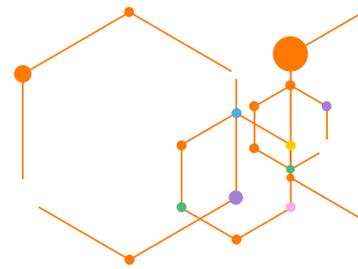


## Antennas

Our range of high-performance antennas ensures you get the best coverage depending on the bandwidth you require

# Choose the solution that suits your business

Maritime Connect offers six bandwidth flavors to suit your needs and budget.



## Entry

Small bandwidth used only for business traffic.

- Web access
- File transfer
- Instant messaging



## Essential

Medium bandwidth used for business traffic and small crew (up to five).

- Web access
- File transfer
- Instant messaging



## Intense

Medium bandwidth used for business traffic and average crew (up to ten).

- Web access
- File transfer
- Instant messaging
- Social media
- 1 voice channel



## Power

High bandwidth used for business traffic and standard crew (up to 20).

- Web access
- File transfer
- Instant messaging
- Cloud access
- Social media
- 5 voice channels



## Power+

High bandwidth used for business traffic and standard crew (up to 20).

- Web access
- File transfer
- Instant messaging
- Cloud access
- Social media
- 5 voice channels
- Video
- Telemedicine



## Tailor made

Bandwidth calculated on demand, up to 16Mbps downlink.

- May require specific equipment
- Usage-based billing so you only pay for what you use



**Discover how we can help you  
modernize your maritime network  
and deliver seamless, cost-effective  
global connectivity for your fleet.**

**Contact our sales team.**

**[www.orange-business.com/en/any-request](http://www.orange-business.com/en/any-request)**



**Business  
Services**

