

Smart network
solutions for the
shipping industry



We work with you to select the best suited technology and services for your specific requirements, vessel type and budget



Extensive portfolio

To support you to evolve, optimise and best manage your business, we offer the largest choice of multi-band technologies, solutions and applications adaptable to any evolving need. We drive innovations with and for your benefit, and develop digital solutions and smart applications that take you beyond 'just connectivity'.

Unmatched VSAT coverage and availability of high bandwidth

As world leader for maritime connectivity, we offer the most extensive Ku-band coverage whether you are operating on a long or short term, global or regional basis; ensuring you get the best possible value for money.

Innovative solutions

XChange, our communications management platform helps increase your onboard efficiency while supporting your existing systems and services. Whether it is from shore or onboard, XChange meets the converging requirements of IT departments, captains and crew in one go.

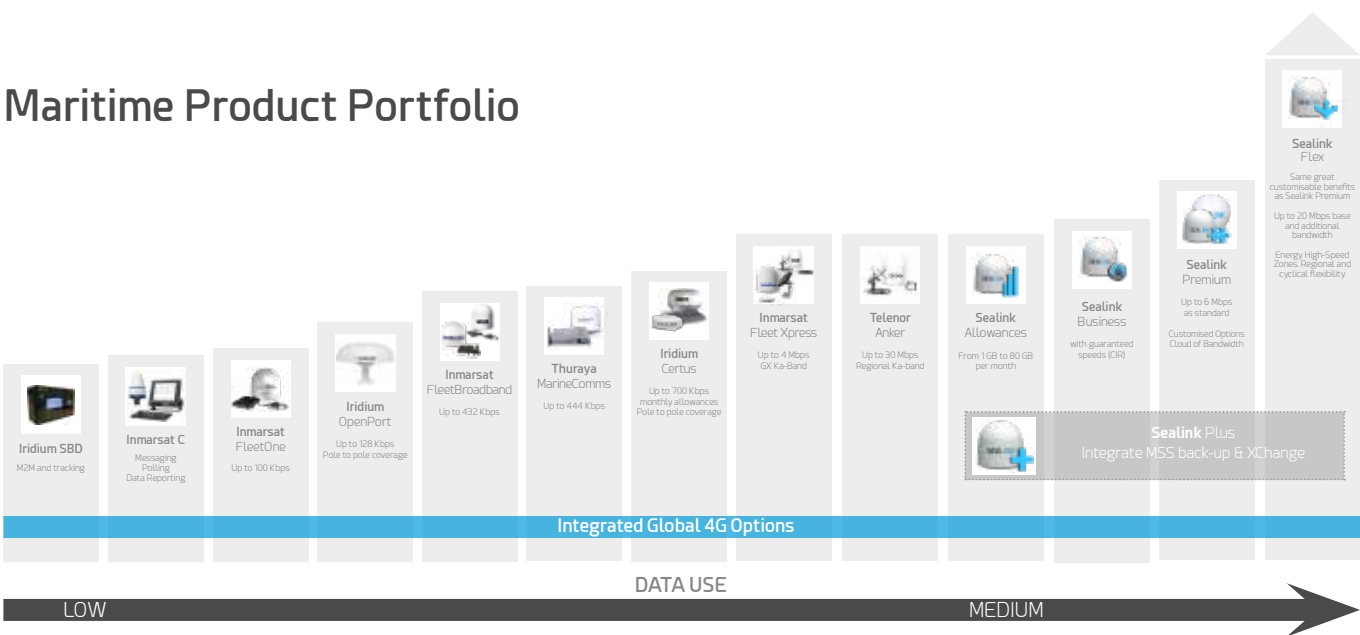
Partnerships

We maintain strong alliances with multiple satellite network operators and hardware and technology suppliers to offer a full range of fixed and mobile communication services, at the best value for you.

Advanced communication solutions to help you operate your vessel efficiently, enhance overall business operations and support crew morale and loyalty.

We at Marlink understand the challenges of business and crew communications at sea. Today, global shipping companies and owners favour a mix of services to cover the full extent of their requirements: cost efficiency, coverage, data throughput and quality of service. Our comprehensive solutions portfolio means whatever your needs, we can provide the best, most tailored option.

Maritime Product Portfolio



VSAT SYSTEMS

- Ku-, C- and Ka-band VSAT coverage
- Flexible bandwidth allowance packages
- Dedicated Committed Information Rates
- Highest bandwidth availability (99.5%)
- Secure, integrated network management



SUPPORTING CONNECTIVITY

- L-band connectivity and back-up with autonomous out of band management
- Lightweight, easy to install equipment
- Global 4G: fast, low-latency mobile services to complement VSAT



XCHANGE

- Onboard IT security
- Centrally controlled costs
- Remote fleet management via Universal Remote Access
- Crew connectivity, entertainment and health (WiFi access, onboard internet cafe, media and telemedicine)



VALUE ADDED SERVICES

- Online data management and remote access
- Network security and filtering
- Email and messaging
- Prepaid internet and voice
- Low charge voice calling
- IT and cyber security
- Secure VPN connections

BROADEST BEST-FIT PORTFOLIO FOR ALL OPERATIONAL NEEDS

Sealink™ VSAT

Characterised by flexibility, performance, stability and quality of service, our Sealink™ portfolio of versatile VSAT services provides broadband communications with the best global coverage, backed by our expert customer support network.

Choose from our broad range of allowance plan packages or dedicated CIR for your Sealink™ VSAT service and optionally combine it with L-band (MSS) equipment and airtime. Choose from the major antenna suppliers based on your preference and optimal antenna size (60cm, 80cm or 1 metre class) and upgrade to higher bandwidth mid-contract if required.

Key features:

For efficient business operations

- Unlimited broadband with always-on high speeds
- Easy to use, off-the-shelf technology
- IP access to the Internet and corporate networks
- The most extensive global coverage available
- Bundles seamlessly integrating Ku-band VSAT with automatic fall-back switching to MSS (Inmarsat FleetBroadband, Iridium Certus or Iridium OpenPort)

For a happy, healthy and motivated crew:

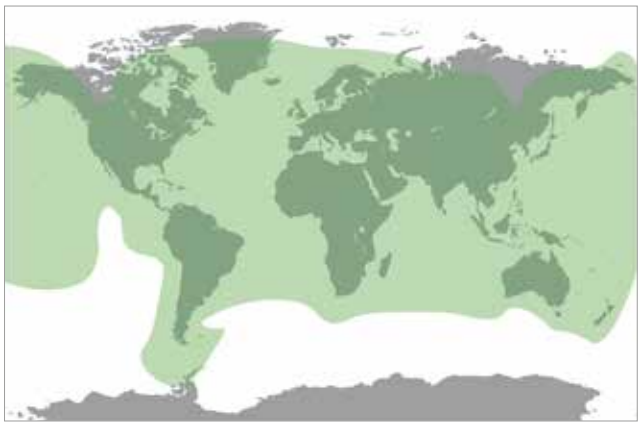
- Separated recreational internet for crew and WiFi access with filtering capabilities
- Competitively priced prepaid cards for quality calling and internet browsing
- Easy online ordering and reloading of prepaid cards via Universal Card Manager (UCM) - check call records, remaining credit on cards, etc.
- Keep your crew connected, entertained and healthy with WiFi access enabling use of their own devices, onboard internet café, media and telemedicine solutions, all enabled by XChange

Best VSAT coverage

Our Sealink™ VSAT service provides the most extensive global Ku-band coverage on the market. Regional and multi-regional options are available with seamless Ku-band or C-band coverage in the majority of key shipping routes, including the North Atlantic Ocean, Pacific Ocean, and the Indian Ocean regions.

Coverage Map: Ku-Band ■

SEALINK



Map depicts an approximation of coverage, does not guarantee service availability and is subject to change

Coverage Map: C Band ■

SEALINK



Map depicts an approximation of coverage, does not guarantee service availability and is subject to change



Sealink™ VSAT Options

Our comprehensive Sealink™ VSAT portfolio enables us to cater for practically any needs or budget. The following options are recommended for the Merchant Shipping segment.



SEALINK ALLOWANCES

Starting at 1GB, easy VSAT packages to get you started and grow with your data needs

Our Sealink allowance plans combine up to 4 voice lines with data allowance plans from 1GB up to 80 GB per month, and data rates of up to 6 Mbps. As your business grows, our packages enable your VSAT to easily grow with you, since packages can be simply upgraded or topped up via our online portal.

Our Crew Prepaid Option adds a further two voice lines and Internet connectivity for crew, separately from the Allowance data which is reserved for ship's business only.

Prepaid voice and data connectivity can be activated by crew using the Universal Card, a prepaid card providing credit that crew members can split between calling or Internet browsing. The service provides for more than 10 simultaneous crew Internet sessions and up to 3 simultaneous crew prepaid voice calls.

This low-cost Internet service is ideal for basic business requirements and for ship owners wishing to boost crew morale and optimise crew retention.

SEALINK BUSINESS

Guaranteed data at a budget friendly price

Sealink Business offers 2-8 voice lines and your choice from 13 CIR levels from 32 Kbps to 1 Mbps, in addition to a burstable Maximum Information Rate (MIR) up to 6 Mbps. In accordance with the defined CIR, a dedicated amount of bandwidth is supplied for unlimited data usage, so business critical applications are always available at a guaranteed speed.

Available as a regional or global service, Sealink Business enables a constant, quality service with burstable capabilities, at a budget friendly price.

This service is ideal for ship operators seeking cost-effective, always-on communications for business and crew.

SEALINK PREMIUM

Highest Speed VSAT with Guaranteed Data Rates

For more advanced communication requirements, Sealink™ Premium offers regional and global Ku-band VSAT with higher data speeds. As well as offering full cost control through a predictable monthly cost, Sealink™ Premium gives you control of bandwidth as a Committed Information Rate (CIR) provides a minimum bandwidth guarantee at all times.

Sealink Premium offers a choice of multiple service options and delivers standard rates up to 6 Mbps, or 30+ Mbps if required, as well as 2-8 high quality voice lines.

This service is ideal for ship owners seeking high quality, reliable and unlimited communications for business and crew, with full cost predictability.

SEALINK PLUS

Integrated VSAT and MSS packages adding even more value

Marlink's Sealink™ Plus packages combine your choice of Sealink™ Allowances or Sealink™ Premium, with unlimited Iridium OpenPort, Iridium Certus or Inmarsat

FleetBroadband MSS back-up (airtime and hardware) and our XChange platform providing centralised VoIP, data and Internet access.

The fully integrated XChange platform enables:

- Smart switching between VSAT and MSS
- Bring Your Own Device solution enabling crew to use their own smart phones and tablets on board for full privacy and convenience
- Multi-stage firewalls, ensuring onboard IT security

- Plus a catalogue of fully integrated Value Added Services to complement your connectivity

This service is ideal for shipping companies seeking a full package of high quality, reliable and unlimited communications for business and crew, with full cost predictability and efficient administration and cost management tools.

Complete integration. All combined into one, fixed monthly fee



KU-BAND, SEALINK VSAT



XCHANGE



MSS BACK-UP



Get more with Marlink's Value Added Services

To help you get more from your chosen connectivity service, we offer a number of expertly designed solutions and tools all seamlessly integrated into one connectivity package.

Ka-band and Broadband MSS Options

Ka-band Connectivity

Inmarsat Fleet Xpress

Fleet Xpress delivers the high data speeds enabled by Inmarsat's Global Xpress Ka-band technology combined with the proven reliability of Inmarsat's FleetBroadband L-band service. A variety of flexible, unlimited data plans are available as well as low cost voice calling; while in-depth status data can be viewed in a unique Marlink customer dashboard, providing easy to understand bandwidth performance and traffic statistics.



Telenor Anker

Anker provides regional Ka-band coverage throughout the Nordic region, Europe and the Middle East with high-powered spot beams. The service enables automatic and seamless spot-beam handover, assuring continuous connectivity. Fully scalable, a diverse portfolio of bandwidth packages are available with corresponding CIR and a unique Marlink voice (VoIP) service.



L-band MSS Options

Iridium Certus

Powered by the Iridium NEXT satellite constellation, Iridium Certus serves as a multi-service platform, providing uncompromising coverage for various industry verticals. Low Earth Orbit (LEO) satellites combine with ultra-fast L-band to enable satellite communications anywhere in the world; even in the poorest of weather conditions.



Inmarsat FleetBroadband

Inmarsat FleetBroadband delivers seamless voice and L-band broadband data up to 432 Kbps through a compact antenna on a global level. Choose from a range of bandwidth options and antenna sizes to suit your vessel needs.

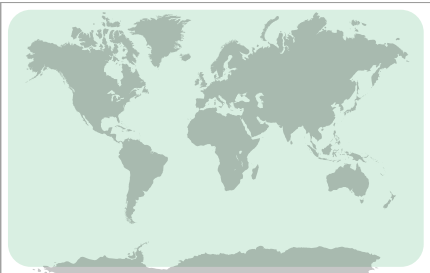


Inmarsat FleetOne

Inmarsat Fleet One enables L-band data connectivity up to 100 Kbps and voice calling on a single line. Its capabilities and compact size are ideal for smaller vessels.



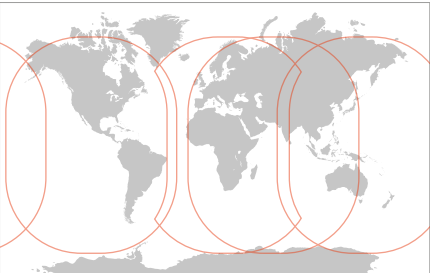
Iridium Coverage



Thuraya Coverage



Inmarsat Coverage



Maps depicts an approximation of coverage, does not guarantee service availability and is subject to change

Cyber Security

Effectively secure your vessel and remote assets from cyber risk with our CyberGuard portfolio.

From scanning network traffic to automating anti virus updates, we have a full suite of solutions to protect your vessels from sophisticated, targeted threats.

IT Automation and Compliance

ITLink enables you to simplify and automate your vessel IT environment to ensure effective operations and compliance.

Secure communications management, automated application updates and file transfer and data sharing are among our IT solutions designed specifically for maritime customers.

Crew and Worker Welfare

Allow your crew and remote workers to stay safe, healthy and connected

Prepaid phone and data and onboard WiFi provide your crew with the essential communications they need, while daily news and remote medical assistance enable reliable support and information.

IIOT and M2M

Keep your remote site and assets connected, while collecting safety and production data

Our new BridgeLink portfolio will empower you to maximise investments, cut operational costs and improve competitiveness.

BridgeLink is the next stage in our maritime digital enablement strategy, which will provide a platform for data-driven safety and efficiency improvements on ships worldwide.



Customer References

Renowned for exceptional quality of service, our connectivity solutions are utilised by many of the world's largest shipping companies, and a large number of vessels within merchant shipping including dry cargo, bulk carriers, containers, tankers, coasters and specialised vessels.

Some of our customers include:

- Anglo-Eastern
- Boskalis
- BP Shipping
- Carisbrooke Shipping
- CMA CGM
- Cosco
- Eastern Mediterranean Maritime
- Epic Gas
- Grieg Star
- Hapag Lloyd
- Japan Radio
- K-Line Ship Management
- Knutsen OAS Shipping
- Kuwait Oil Tanker Company
- Mediterranean Shipping Company (MSC)
- NYK Shipmanagement Pte
- Odfjell Management
- Peter Doehle
- Polarcus
- Scorpio Ship Management
- Shoei Kisen
- SK Shipping
- Stolt Tankers
- Sun Enterprises
- Teekay Shipping
- Unix Line
- Utkilen
- Van Oord
- V-Ships
- Wallenius Shipping
- Wilhelmsen Ship Management
- Zeaborn Ship Management

70%
of the world's
top 50 shipping
companies rely
on Marlink



SEALINK



Exceptional Support and Customer Service

Our people are communication experts with the ability to understand your needs and develop solutions to meet them. We help you to select the right solutions for your needs - hardware, software, service, accounting, management tools, installation and maintenance.

With offices in key locations worldwide and a global network of service partners and field service alliance partners, Marlink can ensure better local customer care with a foundation of technical excellence and cultural understanding.

- Customer consultants located in regional offices worldwide
- Support available 24/7/365
- Regional and cultural understanding
- Multi-lingual administrative and technical staff
- Extensive technical experience
- with MSS and VSAT services

Marlink is a true partner, who goes Above and Beyond to help you run your remote operations in ever smarter, more profitable and sustainable ways and give you the competitive edge.



Marlink Service Desk

EMEA: +33 (0)1 70 48 98 98

Americas: +1 (310) 616 5594 | +1 855 769 39 59 (toll free)

Asia Pacific: +65 64 29 83 11

Email: servicedesk@marlink.com

Web: www.marlink.com

