Active Shipping is installing Sealink VSAT on its tanker and bulk carrier fleet (Nordic Thunder pictured)

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Marlink: Active Shipping moves tanker and bulk carrier fleet to Sealink VSAT

New contract includes personal Wi-Fi connectivity for crew with the XChange Bring Your Own Device solution

Oslo/Paris, 14 June 2017: Active Shipping is teaming up with Marlink and its regional partner Ozsay Satellite Communications to move into the world of high-speed maritime broadband and ship digitalisation. By installing Marlink's Sealink Global VSAT service combined with the XChange digital solutions platform, the Istanbul, Turkey-based ship manager will experience a

significant boost to its operational capabilities on its vessels, which comprise oil tankers and bulk carriers.

Active shipping will run the cost-effective Sealink VSAT Data Allowance service to ensure sufficient bandwidth is delivered to its vessels while enjoying the benefits of full control and monitoring of the data transfer between ship to shore, with the option to top-up data if more is required any time during the month.

To boost crew morale, Active Shipping will roll-out the XChange Bring Your Own Device (BYOD) solution, enabling crew on-board to access the Internet and call friends and family via Wi-Fi from their own smartphones, tablets and laptops. The XChange Universal Remote Access solution will be used by IT staff on-shore to access remotely and act in real-time on the ship network, in a secured way without the need of a dedicated fixed IP address.

Marlink will also configure a Virtual Private Network (VPN), to securely connect Active Shipping vessels to the company's shore-based IT and network infrastructure. Additionally, the use of the Marlink 'Local Numbers' solution will enable low-cost voice calling, from almost anywhere in the world.

With Sealink and XChange installed on all vessels, Active Shipping will enjoy uninterrupted communications globally, and seamless automatic switching between satellites while on the move.

"By moving to Sealink VSAT services, Active Shipping will enjoy a step change in its communication capabilities, allowing for more focus on smart shipping applications that can introduce new efficiencies, while at the same time modernising its crew communication offering," said Tore Morten Olsen, President Maritime, Marlink.

"This contract shows a changing approach to both operational and crew communication in the Turkish market. We have already seen a growing interest for higher speeds and more data from Turkish ship owners looking to make the next step to flexible, cost-effective and easy to managed VSAT services" saidAli Islamoglu, Managing Director, Ozsay Satellite Communications.

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About the Marlink / Telemar Group

Through its ownership of both Marlink and Telemar, Apax Partners has created a **Group** dedicated to providing the maritime industry with an integrated offering of broadband communications, digital solutions, bridge electronics and on-board maintenance. The Group is led by Erik Ceuppens as CEO.

Combining the power of these two long-term, expert organisations, Telemar and Marlink are the **world's leading maritime communication**, digital solutions and servicing specialist covering all customer segments at sea including: Shipping, Offshore, Cruise & Ferry, Yachting and Fishing. The combined group has more than **800 employees worldwide** and serves at least 1 in 3 vessels operating globally. The group also continues to deliver the benefits of a digital and connected world to enterprise customers such as energy and mining companies, humanitarian organisations, global media and events companies.

The Group provides customers with **unrivalled service and support** through an enhanced **global footprint and worldwide sales and service locations**. A global 24/7 helpdesk, specialised competence centres, local presence on all continents and a network of **1250 service points and partners** staffed by highly qualified, certified service engineers, will support global customers to operate smarter and safer.

A new joint venture established in February 2017 with the satellite

connectivity business of TNL Group has **expanded the Group's footprint further**. Operating from offices in Greece and Cyprus, Marlink CG will provide Marlink's diverse connectivity services and integrated business critical solutions for customers in Southern Europe.

The Group also includes maritime IT company Palantir. Acquired in March 2017, Palantir specialises in remote IT management solutions enabling the Group to take **a broader responsibility of IT on board** as part of ongoing maritime digitalisation through standardisation, simplification and automation of IT processes.

More than 70 years' experience combined with strong satellite network operator and bridge electronics manufacturer partnerships enables the group to bring the power of broadband communication, maritime bridge technology and service excellence to customers globally, further optimising their business operations and enabling the digital vessels of tomorrow.

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