Marlink's Sealink VSAT Premium for Grieg Star's entire General Cargo Open Hatch fleet of 33 vessels. Star Harmonia pictured. Credit: Grieg Star

Sep 04, 2017 11:42 BST

Marlink: Grieg Star selects Sealink VSAT as pathway to fleet digitalisation

Global multi-band communication services with technical management and consultation for 33 vessel bulk carrier fleet

Bergen/Paris, 4 September 2017: Bergen headquartered Grieg Star has chosen Marlink's Sealink VSAT Premium for its entire General Cargo Open Hatch fleet of 33 vessels. Operating on multiple routes world wide, Grieg Star's ships will benefit from seamless, high bandwidth global VSAT services with unlimited L-band back up included in the fixed monthly fee, ensuring

continuous availability of vessel and fleet efficiency enhancing applications.

Grieg Star's decision to enable its digital operations with Sealink VSAT Premium, also with focus on improving crew voice and data communication facilities, was made following extensive three month sea trials involving multiple service providers. Marlink was selected as the preferred provider based on Grieg Star's experience of the high throughput, reliability and market leading global coverage provided by the Sealink multi-band network during the trials.

In order to ensure full optimisation of its new Sealink VSAT Premium service, all Grieg Star vessels will also have the XChange centralised IT and communications management system installed as a solution managed by Marlink, which will significantly reduce the technical and administration burden for officers on board and IT staff ashore.

As part of a new managed service approach for XChange, Marlink will provide consultative services on the integration of its technology into Grieg Star's shipping and logistics operations, supporting the company's strategy to establish operational and financial efficiencies through the use of digital applications for i.e., condition based maintenance and monitoring.

XChange is also the foundation for Grieg Star to improve its crew welfare offering throughout its fleet with the use of the XChange Bring Your Own Device (BYOD) solution, which enables crew on-board to access the Internet and call friends and family via Wi-Fi from their own smartphones, tablets and laptops.

"We experience the ever growing need for connectivity onboard both for crew initiatives and from an operational point of view, and now is the time to fully embrace digitalisation," said Jan Øivind Svardal, COO, Grieg Star. *"Following extensive testing, we are confident that with Marlink as a partner, we can focus even more on digitalisation to ensure that our fleet operates as efficiently as possible."*

"With our Sealink managed services, Grieg Star has made an important step in its digital evolution, which will ultimately result in improved operational efficiencies and better services to its customer base," said Tore Morten Olsen, President Maritime, Marlink. *"We look forward to become a partner of Grieg Star as the industry becomes more and more digital."*

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About the Marlink Group

Through its ownership of Marlink, Telemar and Palantir, Apax Partners has created a new powerful Group dedicated to providing maritime and enterprise customers with an integrated offering of reliable broadband communications, digital solutions, bridge electronics and flexible service & maintenance.

Combining the power of these three expert organisations, the Group delivers complete connectivity and IT solutions to maritime and enterprise companies globally. Marlink provides an unrivalled portfolio of multi-band communication solutions covering Ku-, Ka-, C- and L-band services extended with mobile and terrestrial links and an industry-unique range of digital solutions. Telemar is a long-term recognized supplier for bridge electronics and on-board maintenance services. The Group is completed by Palantir, specialised in remote IT management solutions and IT services on board.

The expertise of Marlink, Telemar and Palantir, combined with its strong

satellite network operators' and manufacturers' partnerships as well as its IT network expertise, enables the new Group to bring the power of broadband communications, bridge and electronics technology and service excellence to its customers globally, providing tailored connectivity solutions that enable both maritime and enterprise customers globally to digitalize their operations at sea and on land.

The combined new Group has more than 800 employees worldwide and 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 their business in an ever smarter, safer and more profitable way. The Group is led by Erik Ceuppens as CEO.

www.marlink.com

www.telemarspa.it

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