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Marlink: Leonhardt & Blumberg Chooses New Sealink Business VSAT Package for Entire Fleet

New service with user-defined Committed Information Rate (CIR) for container ship fleet

Oslo/Paris, 3 May 2017: Hamburg-based Leonhardt & Blumberg (L&B), Germany's largest independent charter owner of handysize containerships has become the first customer for Marlink's new Sealink Business VSAT service. With Sealink Business on board, L&B's fleet will operate using guaranteed minimum bandwidth regardless of the amount of data consumed, ensuring

availability for business critical applications at all times.

L&B will use its new on board communication capabilities to focus on operational improvements, including more electronic document handling and collaboration between vessels and shore-based personnel. While business processes are L&B's primary driver for using Sealink Business, the company will also be able to improve its crew communication facilities.

The contract is a result of collaboration between Marlink and Telemar Germany to demonstrate the operational benefits that moving to Sealink Business can bring to L&B's fleet. The unique portfolio of satcom services and technology combined with bridge electronics shared by Marlink and Telemar positions the Group as a valuable technology partner for modern ship owners such as L&B.

Sealink Business offers seven Committed Information Rate (CIR) levels from 32 to 256 Kbps. Users will never go below the CIR they choose, while still enjoying the benefits of the new service's burstable Maximum Information (MIR) up to 2Mbps, which is available on a global basis.

With choice and flexibility at its core, Sealink Business is designed to provide guaranteed levels of service according to the differing budget requirements of diverse maritime customers. The combination of guaranteed bandwidth without constraints on data consumption will enable L&B to use more data dependent applications while at the same time experience more cost control with guaranteed availability of service.

Sealink Business can be delivered on 60 cm, 80 cm and 1 metre antennas, and provides access to all Marlink digital solutions. L&B vessels will receive a reliable connection on 1 metre antennas, and will utilise the XChange centralised IT and communications management system to ensure seamless access to Marlink's extensive global network and easy administration, in addition to automatic switching to the existing L-band system on board for back-up purposes. L&B will also have access to Portal360, the online portal, for monitoring and control.

"L&B will receive a significant boost for on board communication across its fleet, enabling it to operate smarter and more efficiently," said Tore Morten Olsen, President Maritime, Marlink. "We see that German ship owners are increasingly making the move to VSAT and Telemar's customer, like L&B, are leading the way."

With a focus on cost combined with fixed service levels, Sealink Business makes the decision to migrate from pay as you go L-band services to VSAT even easier.”

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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 newly combined group will generate **US \$440 Million in revenues** with more than **800 employees worldwide** serving at least 1 in 3 vessels operating globally. The group will also continue 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 new Group will provide 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.

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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