Statu Shipping's Anittepe-s (Credit Statu Shipping)

Feb 16, 2017 11:34 GMT

Marlink: Statu Shipping chooses Marlink VSAT to optimise online fleet management service

Fleet of 11 bulk container vessels moves to Sealink VSAT 1GB Allowance plans with XChange for communications management duties

Oslo/Paris/Dubai, 16 February 2017: Istanbul, Turkey headquartered Statu Shipping has chosen Ozsay Satellite Communications to migrate its 11-strong bulk container vessel fleet to Marlink's VSAT-based satellite communication services. Marlink will deliver high-speed maritime broadband using its

market-leading Sealink VSAT and new 1GB Allowance plans managed by the XChange communications management system, enabling Statu Shipping to benefit from higher throughput, and improved reliability and stability on its real-time fleet monitoring and planned maintenance systems.

Statu Shipping's primary driver for migrating its fleet to VSAT was to achieve more bandwidth and uptime for the Navatom fleet management system, developed by its subsidiary software company Hive Inc. Navatom is a cloud based web application that shows vessel and company activity in real time using cutting-edge web technologies. Since its deployment throughout Statu Shipping's fleet, Navatom has provided significant improvements in management performance, however, the Hive Inc. team advised Statu Shipping that migrating to Marlink VSAT with Ozsay Satellite Communications would unlock the potential of their solution.

Marlink and Ozsay Satellite Communications have already migrated six Statu Shipping vessels to the Sealink service, with the remaining five expected to be completed by June 2017. Early reports show a significant reduction in the numerous issues experienced using the Navatom solution, which previously suffered from regular disconnects, and slow connection speeds.

Statu Shipping's move to VSAT began with a trial of the Sealink 1 GB Allowance plan, with speeds of 3096/512 Kbps on an 83cm antenna. Following successful completion of the three-month trial, the company opted to use the 1GB Sealink Allowance on all of its vessel in addition to installation of Marlink's advanced XChange system. XChange enables Statu Shipping to manage its communication network from shore and to support the provision of communication services for crew members; another key driver for migrating to VSAT.

To secure a stable network between ship and shore, Statu Shipping also uses Marlink's Virtual Private Network (VPN) service, which supports operational control via remote access to the vessel. Additionally, Statu Shipping crew will benefit from low cost voice calling on board, through Marlink's Local Numbers service. Calls from shore to a Statu Shipping vessel cost the same price as a local call, with telephone numbers available from more than 50 countries and 4,000 cities worldwide.

"We have already seen significant performance improvements with Sealink VSAT on board six vessels," said Cpt. Yener Dandin, Superintendent & DPA, Statu

Shipping. *"Our real-time monitoring and maintenance systems are now running optimally, improving our ability to manage the fleet efficiently. Sealink also allows us to offer a much-improved communication service for keeping in touch with friends and family ashore, which has been very well received by our crews."*

"With plans ranging from 1GB to 80GB, our flexible Sealink Allowance plans are designed to enable maritime broadband for a wide range of users," said Tore Morten Olsen, President Maritime, Marlink. *"The Sealink 1GB plan combined with XChange fits Statu Shipping's requirements perfectly, enabling tangible improvements for operation of the existing fleet management system at a cost point that makes migrating to VSAT an easy choice."*

Ends

For further information, please contact:

Knut Natvig, Marlink

T: +47 48 030 911

E: knut.natvig@marlink.com

www.marlink.com

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 $450 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 **1000 service points** 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.

www.marlink.com

www.telemarspa.it

About Statu Shipping

Statu Shipping was founded in 1997 by professionals after 20 years of experience in chartering, shipping agency and ship management in different companies. Over the years, Statu Shipping has become a leading shipping company in Turkey within chartering and port logistics operation of general, bulk and steel cargo.

www.statushipping.com

www.navatom.com