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New XChange Cloud launched as dedicated solution for maritime file transfer and data sharing

Marlink continues its development of essential tools customised for shipping companies going digital

Oslo/Paris, 30 August 2018: Marlink has unveiled XChange Cloud, the latest digital business optimisation tool providing a secure and scalable platform for the optimised transfer and synchronisation of files between ship and

shore, and vice versa. The new and secure file transfer and storage system runs on XChange, Marlink's centralised IT and communications management platform, which is already in use on thousands of ships, and requires no additional hardware to activate.

XChange Cloud helps ship owners and operators to streamline and automate their business, logistical and vessel operations by providing a secured, reliable and easy to manage platform to share files of any size or type across a fleet of vessels of any size. It has been designed to specifically support the business needs of maritime users who wish to effectively implement a more digital approach, including automation, to their fleet operations management.

Application scenarios include storing and sharing status reports from on board engine monitoring systems. Once transferred, the customer's on shore ERP system can access the reports and take the necessary actions, such as, ordering spare parts for the next port call or automatically warning the fleet manager about any technical issues without manual intervention. Should a 'pushed' status report (or any other file) become lost or damaged, it can easily be recalled due to the file redundancy feature, which stores a copy of each file on both sides as default.

XChange Cloud is designed to enable optimal file transfer and synchronisation over a satellite link, ensuring data integrity at all times and best use of available bandwidth through advanced file compression. Shipping companies can be confident in the security of any data shared within the closed-ecosystem, which is segregated from the public Internet and accessible only with approved credentials.

As a core feature of Marlink's flexible centralised IT and communications management system, XChange Cloud is easy to set-up. Unlike third-party cloud solutions, there is no requirement to configure i.e., firewalls and M2M groups, meaning XChange users can adopt secure digital file sharing into their operations with ease. Users can also be confident in reliability, through Marlink's own File Transfer Protocols, developed in house and already used for sharing data in the established SkyFile AFT and XChange Content tools.

"In combination with Sealink VSAT services and our extensive portfolio of business critical solutions, XChange is a cost-effective, easy to manage gateway to maritime digitalisation," said Tore Morten Olsen, President Maritime,

Marlink. *"Its latest solution, XChange Cloud is a secure, straightforward platform that allows our customers to facilitate the increasing need for sharing electronic files as part of daily vessel and fleet management operations. As our latest digital solution, it will help to introduce more efficient business practices across the board."*

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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

www.palantir.no