



Dobroflot

Orange Maritime Satellite Services are improving ship-to-shore communications and enhancing working conditions

“ Harvesting and processing fish during long periods at sea is tough work, and modern ICT technologies can help the entire crew stay connected. One of our main goals was to introduce new communications technologies on our vessels, and we wanted an out-of-the-box solution with a predictable budget. Our partner Orange Business Services has offered us just that. ”

Yuri Badodin
Technical Director
Dobroflot Corporate Group

Highlights

- Leader in the fishing industry in the Far East, Russia's No. 1 manufacturer of canned fish
- Crew welfare during long periods at sea is a major concern with recruitment and retention being vital to the success of the Group
- Orange Managed Satellite Services (VSAT) connects 14 vessels and onshore operations with a full range of communication and entertainment services
- Dobroflot now has the global capability to ensure secure ship-to-shore communication worldwide, enabling increased vessel management and efficiency and providing better support for its crews, with increased morale and retention rates



No.1
Manufacturer
of canned fish



Fleet of
24
vessels



Operations
since
1911



Business
Services



Issues and challenges

Dobroflot Corporate Group is a leader in the fishing industry in the Far East and Russia's No. 1 manufacturer of canned fish. It has a fleet of 24 vessels, including the largest floating fish factory, the "Vsevolod Sibirtsev." The Group has set itself a clear mission to "provide seamless workflow and full life cycle of fish product from harvesting and processing of raw fresh materials in the sea to delivery of the end product."

In this major growing business, employees are a critical factor in ensuring that the Group can meet its customers' expectations. They are also a significant cost, and consequently, crew recruitment, training and retention is a key priority. Long periods at sea put significant strain on family relationships, often leading to highly trained and skilled employees leaving the organization.

Dobroflot saw an opportunity to use communications technology to better support its crews and, at the same time, increase fleet management efficiency.

The objective

To improve crew welfare conditions during long periods at sea.

The Orange Business Services solution

- Orange Managed Satellite Services (VSAT) connecting 14 vessels and onshore operations
- Guaranteed speed of 2 Mbit/s
- Full range of ship-to-shore communication and entertainment services
- Voice communication and traffic optimization
- Installation and maintenance services
- Single contract with a fixed monthly payment

The benefits

Orange Business Services has enabled Dobroflot to ensure that its fleet has full access to business-critical corporate applications, worldwide.

- Access to real-time data, wherever the vessels are working, for both fleet and onshore operations
- Fully managed, end-to-end solution via a single global provider
- Secure, reliable network service
- Predictable costs for better budget planning

The results

- Enhanced crew recruitment and retention
- Improved monitoring of vessel performance
- Greater collaboration and accelerated decision making

“ Orange is a strategic partner and is playing a major role in the growth and success of the Group. ”

Yuri Badodin
Technical Director
Dobroflot Corporate Group

For more information about Orange Business Services, visit www.orange-business.com

For more information about Dobroflot, visit <http://xn--90afwkbbltp.xn--p1ai/>



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