

# smooth sailing with maritime satellite services

Modern satellite broadband communications transform any vessel into a mobile corporate office with the same access to email, supply chain management and procurement systems, business applications and other IT resources as land-based locations.

Orange has taken advantage of recent advances in antenna technology and satellite coverage to develop a Maritime Satellite service completely integrated with Business VPN. It brings you improved communications between ships and terrestrial sites and added benefits for passengers and crew (such as email, video, Web browsing and telephony) that were previously cost prohibitive.



# bridging ships and shore

Orange will work with you to ensure you get the most efficient processes relating to your core maritime business on a global basis. Our consultants guide you with regard to the latest in logistics, supply chains, government regulations, compliance and security as well as how to future-proof your communications system. As with all of our managed services, Maritime Satellite is complemented by strong service level agreements and can be customized to your specific needs.

## convergence of terrestrial and satellite capabilities

VSAT and Inmarsat's FleetBroadband function as alternative ways of accessing your corporate network in the same way as your traditional leased line or DSL or over Ethernet.

## total global coverage

By using multiple satellite technologies (including SCPC, TDMA, DVB-S2) with multiple Orange teleports around the world, no other provider matches the ways in which we can connect your on- or offshore sites with the service quality you need to run enterprise applications.

## benefits for passengers and crew

Keeping in touch with family is a natural motivation booster, especially for crew working away for long periods of time.

## higher service quality

Predictable data-throughput rates mean that even in congested areas your service is protected from network degradation.

## cost savings

Not only will you enjoy a seamless extension of your terrestrial IP VPN to your fleets and platforms at sea, you can access value-added services, like affordable IP telephony, voice over IP, WAN optimization, call centers and video, all through the same provider. Pricing models are based on a predictable flat rate, regardless of usage, which gives you an accurate view and full control of your telephony consumption.

## lifecycle services

From initial evaluation, survey, design and planning to delivery, installation, testing, ongoing monitoring, maintenance and service for your equipment and network, we provide a one-stop solution. We'll support you for the long term, evolving or right-sizing your activities and programs as your needs change.



## benefits from the bridge to the boardroom

By improving your access to a whole panel of applications that you need for the smooth operation of your vessels, you'll open up new ways to be more efficient and effective.



### **vessel management**

- condition monitoring
- remote IT management
- remote diagnostics and repair
- engine and operational data exchange
- online supply and repair orders
- integration with real-time business applications



### **IP-enabled bridge**

- access to your corporate network
- WAN optimization
- corporate VoIP and mobile
- videoconferencing
- electronic navigation
- operational data exchange



### **crew communications**

- Web browsing and email
- mobile service and VoIP
- streaming video and entertainment
- online training
- telemedicine

# why Orange Business Services?

If you're looking to improve productivity and achieve stronger cost control, you can be confident in our position as "Best Global Operator," along with our international network, high standards of service and security, and IT expertise to help you transform your business for the better.

- the largest MPLS IP VPN, with 325,000 connections in 172 countries
- one uniform, global service level agreement backed with compensation
- availability above 99% depending on region and type of connection
- IT Infrastructure Library®-certified staff and 24/7 troubleshooting with four major service centers to support our global footprint
- World Communication Award winner: Best Global Operator 2006-2009
- 40+ years of experience in the satellite market
- strong presence in Asia Pacific, EMEA and the Americas
- strong portfolio of value-added services: telephony, messaging, mobility and application acceleration

## offshore supply vessel company boosts morale and reduces costs

A major offshore supply vessel company commissioned Orange to modernize the communications systems on its fleet of 150 vessels, which reduced communications costs by 80% since switching to VSAT. The system enables real-time transmission of a range of electronic data on the status of the vessels as well as access to IP telephony. It is also used by the company's customers, thereby generating additional revenue.