

# Enabling digitalisation at sea – an ECDIS updates case study

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Director, Business Development, Inmarsat Maritime

# Digitalisation will disrupt maritime trade

## Shiptech market to triple by 2030



- We are at the beginning of a **new era of global maritime trade**.
- Current pilots and trials will become **fleet wide roll outs** of digital technologies.
- **IoT is a key enabling technology for digitalisation** in the short term. By bridging the gap between the physical and digital assets it makes cloud platforms, big data, blockchain, and artificial intelligence possible.
- The most **fundamental shift** maritime will see in the next few decades is how it **manages energy in a world without fossil fuels**.
- **The opportunity is huge**. The global ShipTech market is already worth more than \$100bn a year and, enabled by connectivity, is set to grow to **\$278billion by 2030**.

# 7,500 Fleet Xpress vessels and growing!

Enabling the Connected Vessel

>50% Increase in data consumption

**176 Gb**

Average volume of data  
downloaded per vessel  
in January 2018



**270 Gb**

Average volume of data  
downloaded per vessel  
in January 2019



# Enabling digitalisation at sea

## Network designed for a world which does not stop moving

Scheduled launches of GX fleet



Please note that these are indicative positions

# Maritime digitalisation trends

## Inmarsat findings

**\$2.5m**

Average shipowner investment in IoT solutions over the next three years

**100%**

of owners surveyed will be using IoT for fuel consumption monitoring by 2023 to meet emissions regulations

**14%**

Average cost savings predicted though IoT based solutions use within five years

**51%**

Say getting data off the ship in real-time is biggest obstacle to IoT adoption

Industrial IoT  
on land and at sea



# Inmarsat Maritime Digital Ecosystem

Solving problems together



SRH MARINE SAIT



# The challenges of paperless navigation

## SRH and Inmarsat solving a problem together

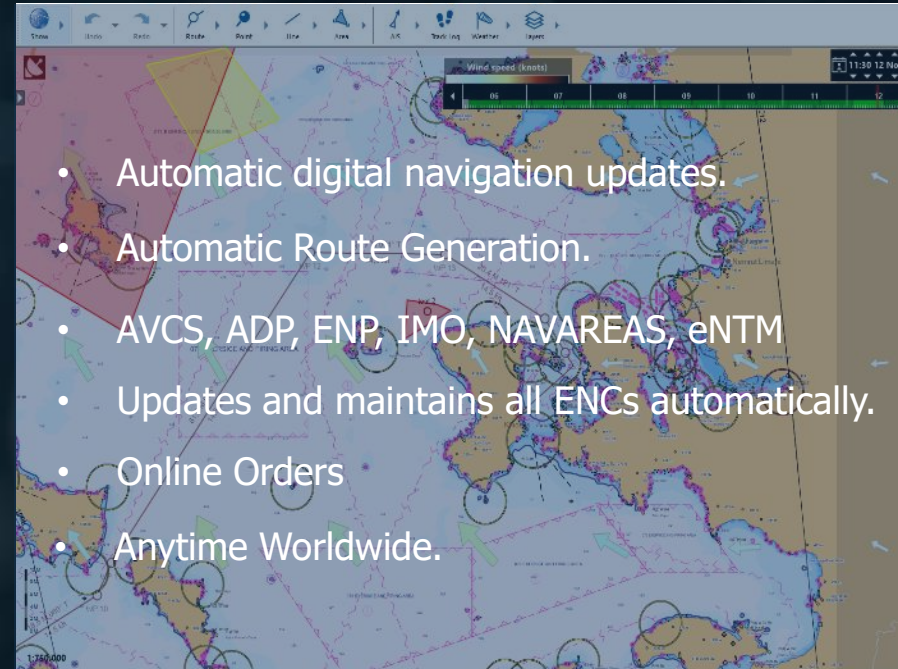
- **The Challenge :** ECDIS updates are still commonly distributed using cumbersome methods such as USB sticks and CDs, which is not ideal given the unpredictability of schedules in maritime industry.
- **Two main reasons :** fear to hidden cost and constraints on bandwidth
- **By providing separate connectivity to SRH to deploy their service Inmarsat removes the hurdles towards safer, seamless and cost efficient electronic navigation.**



- **An unique solution that combines a dedicated bandwidth , powered by Inmarsat's FBB and SRHs Pilot & Plug.**
- **Provides the most cost efficient and paperless e-Navigation by distributing automatically all charts & updates.**

# SRH Delta Fleet case study

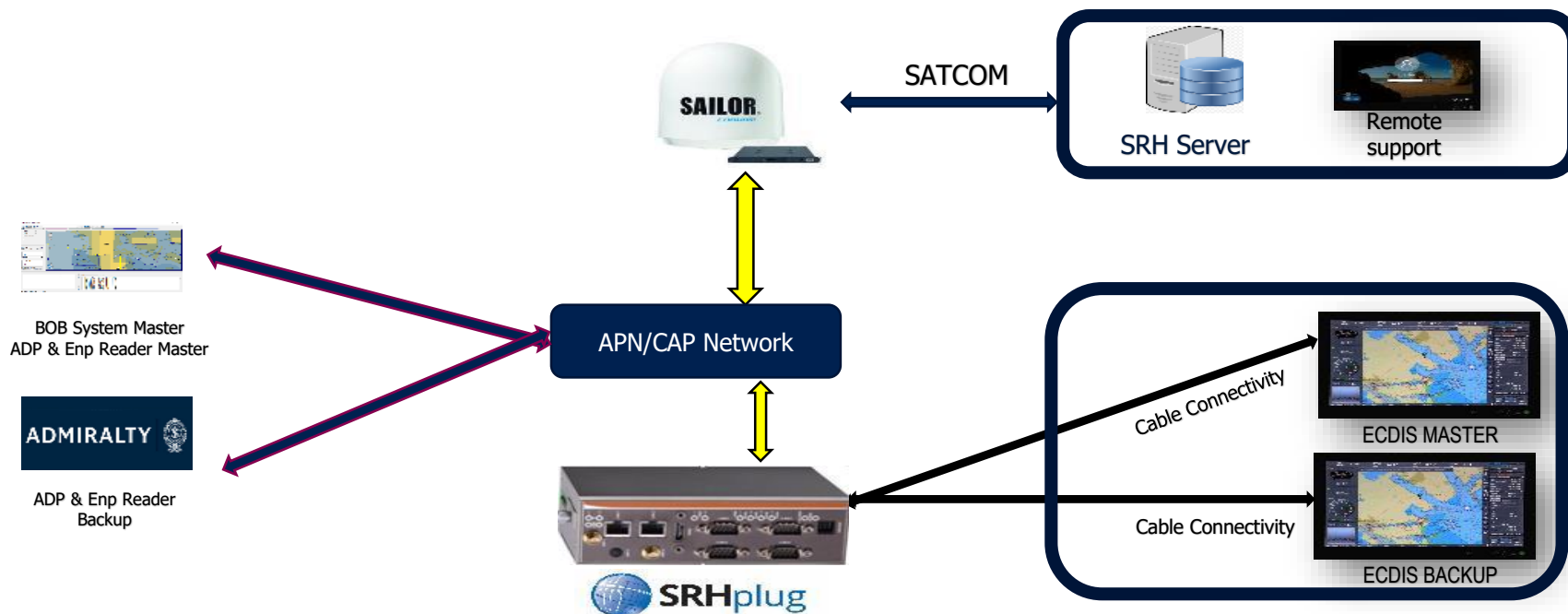
## Features





# SRH Delta Fleet case study

## Architecture and data flow





# SRH Delta Fleet Case Study

## References

*"Delta Fleet automates Charts and Publications updating of Route Planning through dedicated high speed connectivity offered by Inmarsat. Seamless e-navigation data exchange can now allow crew to devote more time to navigational safety."*

Andreas Vamvakaris  
Owner VAMVASHIP MARITIME SA

*"In order for us to balance our crew's additional workload, new technologies brought on the bridge and offer Officer on watch some peace of mind we decided to sign up with Delta Fleet and make sure that an e-navigation data 'pipeline' is always available to the Navigation Officer without connectivity restrictions. ECDIS will always be connected securely on official source of Navigational data and Delta Fleet gives the opportunity to our crew to have real-time and automated updates removing a lot of burden from the responsible Officers."*

Lydia Doussopoulos  
General Manager, Seamar Management S.A.

# Takeaways

- **World economy is changing, so is shipping**
- **IoT adoption is growing**
- **New innovative IoT ventures are getting more traction**
- **Third party solutions providers require their own connectivity and fleet scalable IoT platforms with single window approach**



**Thank you**

**Alberto Perez**

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