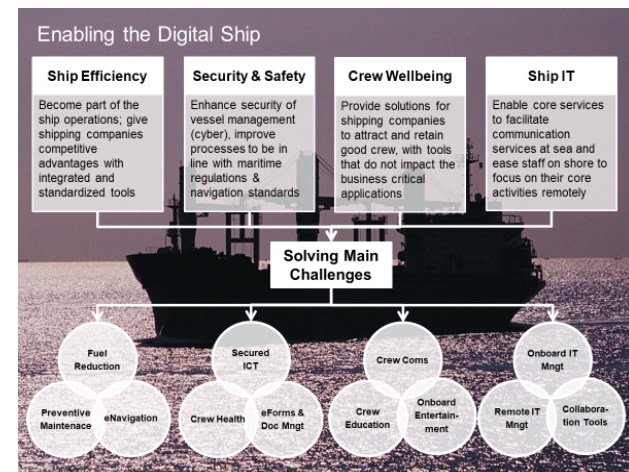




Harnessing Maritime Digitalisation

Panagiotis Falidouris, General Manager
Marlink Hellas

To make use of & Control Integration of digital technologies into everyday life



Legacy Practice

Ship operation

- Cost driven
- Cost & performance per vessel
- Fix when broken

Connectivity

- FB, Fleet77
- Cost driven
- Small data
- Voice

Crew

- Minimize expenses
- Limited connectivity
- Limited retention
- Pre-paid cards for voice
- Limited email

Ship IT

- Stand alone PCs
- Email only
- Limited security
- No updates of Software
- No backup



Enabling the Digital Ship

Ship Efficiency

Become part of the ship operations; give shipping companies competitive advantages with integrated and standardized tools

Security & Safety

Enhance security of vessel management (cyber), improve processes to be in line with maritime regulations & navigation standards

Crew Wellbeing

Provide solutions for shipping companies to attract and retain good crew, with tools that do not impact the business critical applications

Ship IT

Enable core services to facilitate communication services at sea and ease staff on shore to focus on their core activities remotely

Solving Main Challenges

Fuel
Reduction

Preventive
Maintenance

eNavigation

Secured
ICT

Crew Health

eForms &
Doc Mngt

Crew Coms

Crew
Education

Onboard
Entertain-
ment

Onboard IT
Mngt

Remote IT
Mngt

Collabora-
tion Tools

Customer Case Study:

Their Digital Revolution

- Connected Vessels
 - Follow the sun
- Contractual
 - Company portal
- Optional
 - Apps for efficiency and cost control



Whitepaper:



The Maritime Industry at the Dawn of Digitalization



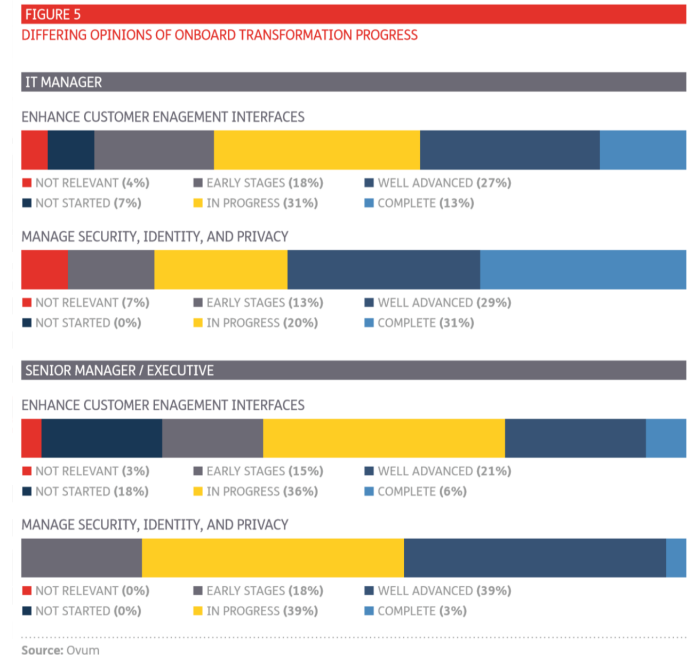
Connected & Smart Ships: Hype or Reality?
Download our free whitepaper



Register on www.marlink.com

The Maritime Industry at the Dawn of Digitalization

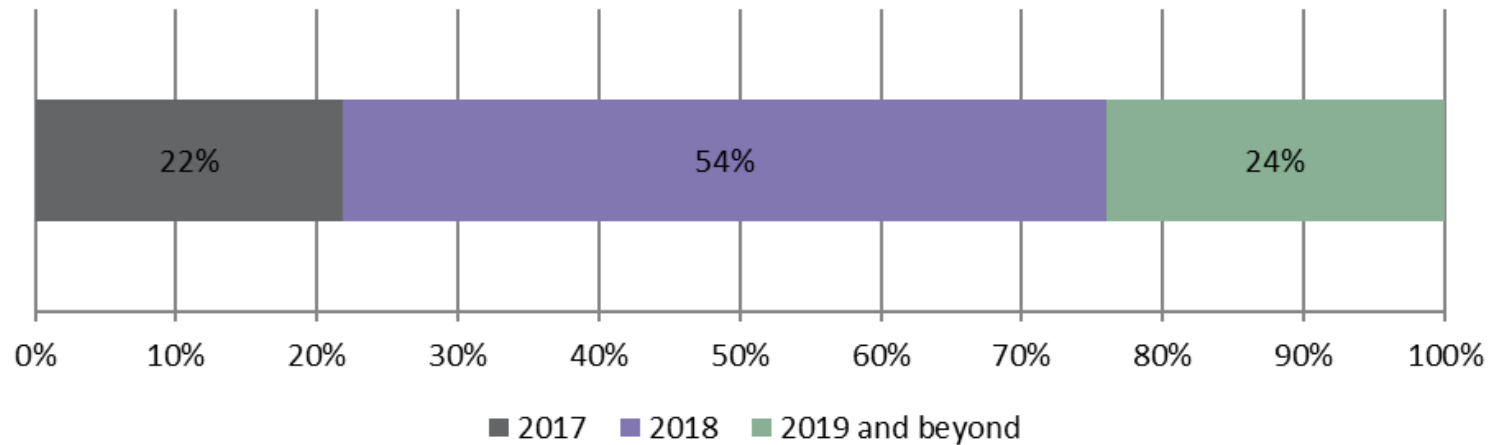
- **The Maritime Industry is “Digital Ready”**
 - 2/3rds have standardized satcom & IT solutions
 - 81% of companies have >5 staff in ICT
 - Only 30% are “well advanced” or “in progress”
- **Market Drivers**
 - Low earnings & weak financials
 - Increasing operating efficiency
 - Reducing operating expenditures
 - Improving customer experience
- **Achieved so far**
 - Navigation/ ECDIS
 - On-board wireless networks
 - Standardized vessel IT-infrastructure & software and maintenance
 - Remote management solutions
- VSAT implementation initiated in 2/3rds of companies.



Investment Timeframes



Q30a For those firms that intend to deploy the listed digital solution areas, when do you expect these plans to be carried out?



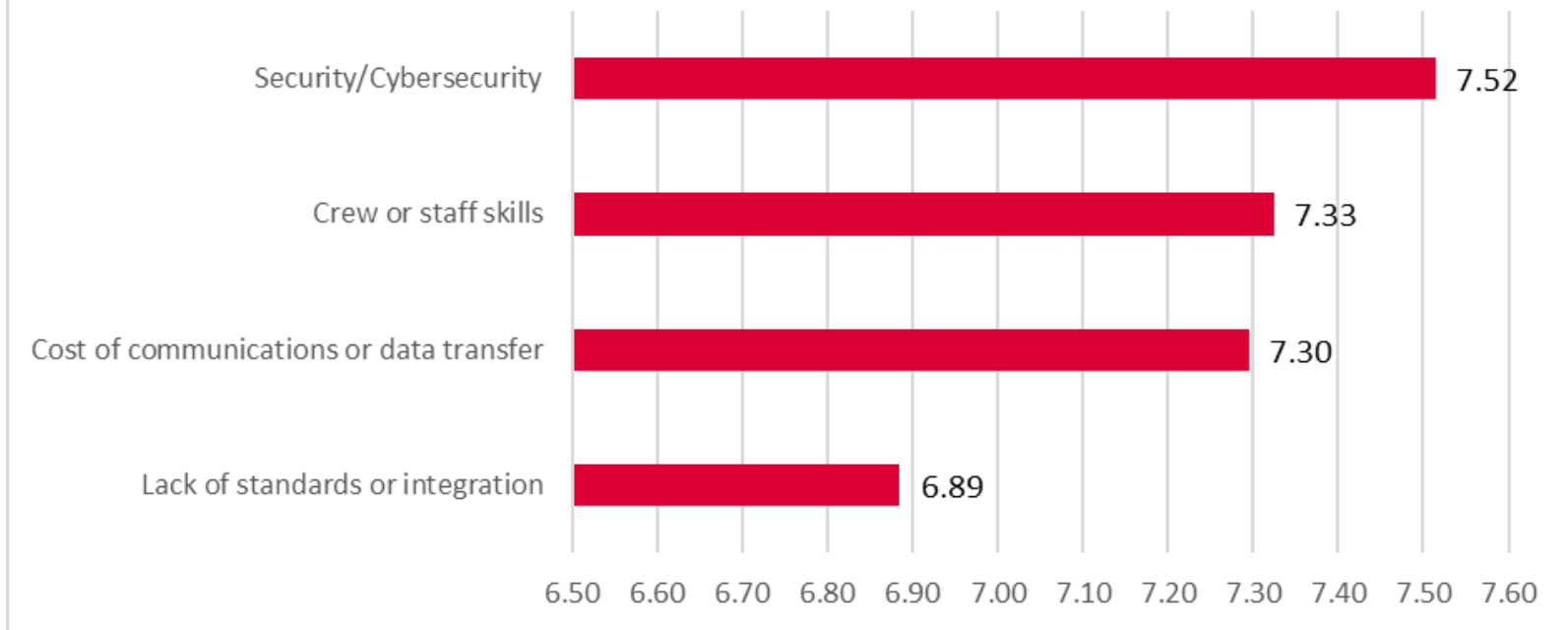
Digital solutions are designed to help drive efficiencies and profit



Four barriers to adopting digitalisation



Q31: How significant are the following potential barriers in adopting digitalization?



Whitepaper:



The Maritime Industry at the Dawn of Digitalisation

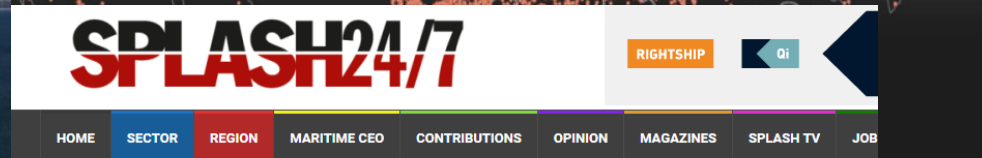


Connected & Smart Ships: Hype or Reality?
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With Digitalisation Comes Security!



Home / Sector / Containers

Maersk makes contingencies in the wake of Petya ransomware attack

JUNE 29TH, 2017

SAM CHAMBERS

CONTAINERS, EUROPE, PORTS AND LOGISTICS, TECH

0 COMMENTS

As of Wednesday evening Maersk Line said it was taking bookings via box platform INTTRA in the wake of Tuesday's cyber attack while sister firm APM Terminals said most of its terminals were back up operating, albeit not all of them at normal speeds.

The Maersk Group became the most high profile maritime hacker victim in history on



Home / Region / Europe

Ship's satellite communication system hacked with ease

JULY 19TH, 2017

SAM CHAMBERS

EUROPE, OPERATIONS, TECH

2 COMMENTS

The vulnerability of shipboard systems has been laid bare for all to see on social media.

Splash has seen how one France-based security researcher was able to enter the satellite communications system of a ship in mid-voyage by entering simple username and passwords. The researcher used the search engine Shodan to find easy online targets at sea.

NEWSLETTER

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SPLASH DASH

Editor's Picks

Top Ships faces legal action over its Kalani dealings

Another Greek owner with links to controversial Kalani Investments has seen lawyers gear up for a...

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China's letter of serious intent

The letter of intent signed between state-backed CSSC and France's CMA CGM for record-breaking...

AUG 25TH, 2017 IN | SHIPYARDS

NYK aims for remote-controlled transpacific voyage by 2019

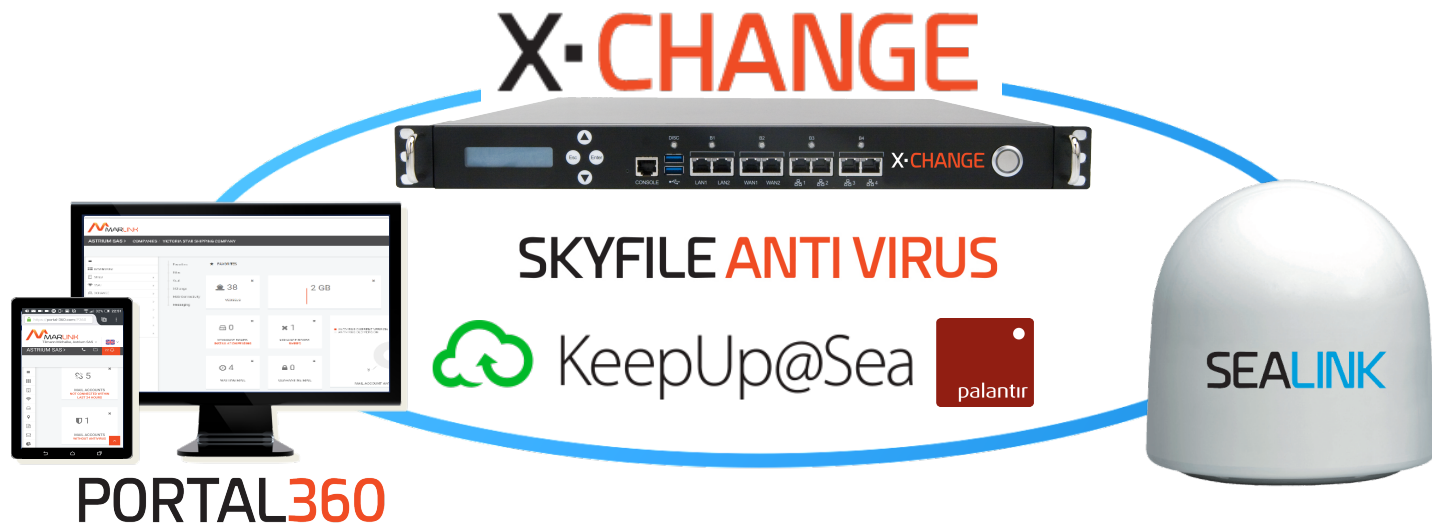
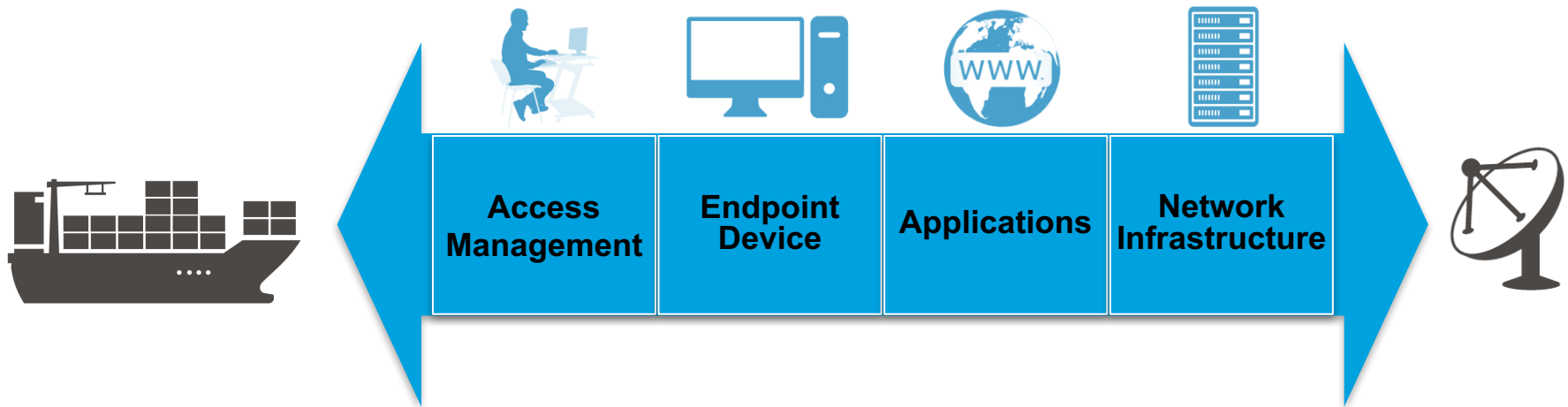
Nippon Yusen Kaisha (NYK) is looking to test run a remote-controlled containership transit across...

AUG 24TH, 2017 IN | TECH

Marlink's Security Portfolio



Multi-Layered Security Solutions

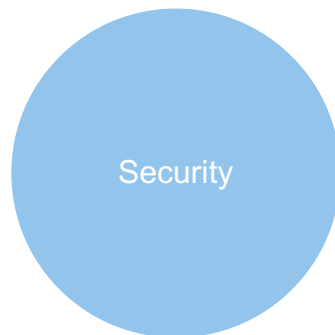
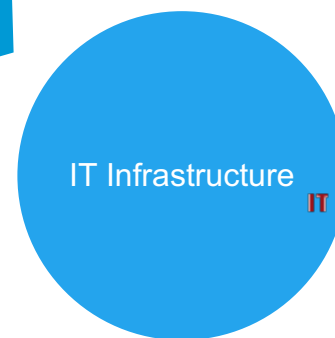
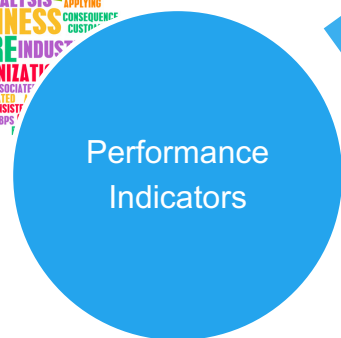


Integrated digital approach

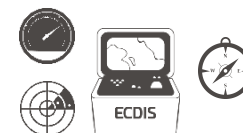
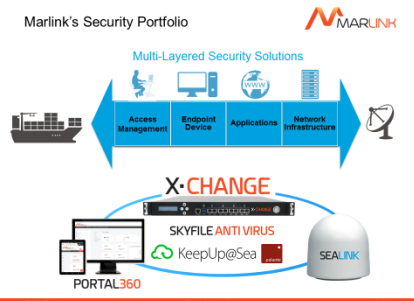


SEALINK

Global VSAT with
alternate carriers



Standardise, simplify
and automate vessel
IT environment



Spare part Management
CCTV
Video Conference
Online collaboration

Harnessing Maritime Digitalisation

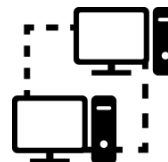
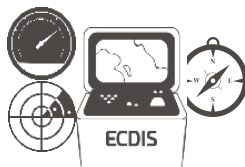


Maritime digitalization is here, NOW
And it will not go away

Requires an open mindset

Through partnerships & collaboration

- Leverage experience
- Requires flexibility & scalability
- Integrate capabilities



Questions?





Connect smarter. Anywhere.