

# Maritime Satcom Summit

A large container ship is shown from a high-angle perspective, sailing on the ocean at night. The ship's deck is covered with numerous colorful shipping containers, primarily in shades of orange, yellow, and red. The ship's superstructure is visible in the distance. The sky is dark with many stars, and a bright, warm orange glow from the moon or a low sun is visible on the horizon, creating a dramatic silhouette effect on the clouds and the ship.

**Digital Ship**

**Moderator:**  
**Rob O'Dwyer**  
**Editor, Digital Ship**



**GOOD**

Eternal  
Balancing  
Act



**CHEAP**

Digital Ship



**FAST**



High bandwidth user

Digital Ship



A black cat with white paws is reaching its front paws towards a silver laptop on a wooden table. The cat's head is tilted back, and its eyes are focused on the laptop. The laptop is open, and the cat's paws are near the keyboard. The background shows a kitchen counter with various items, including a red container and some fruit. The overall scene is a humorous depiction of a cat's curiosity about technology.

# Digital Operations

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A satellite image of Earth showing the Americas, with a small satellite in the upper left corner.

Capacity investments

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A cinematic still from the movie 'Inception' showing Leonardo DiCaprio and Joseph Gordon-Levitt sitting at a restaurant table. They are both in suits, looking at each other across the table. The table is set with white plates, glasses, and a small vase of yellow flowers. Large windows in the background offer a panoramic view of a city skyline at dusk or dawn.

Investment to  
profit

**Digital Ship**



# Our Panel

- **Barbara Bersani**, Head of Sales (SE/MEA), **Marlink**
- **Manuel Valero**, Sales Manager, **Telenor Satellite**
- **Michiel Meijer**, Sr Dir Market Management, **Inmarsat**
- **Marc Flanagan**, EMEA Director - IoT & Embedded, **Dell**

*Q – A lot of additional capacity is now online from various newly launched HTS networks – have you seen any significant change in shipping companies' attitude to data consumption?*

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*Q – What recommendations do you have for shipping companies looking to turn data into value? Which business applications are currently generating the most traffic from maritime users?*

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*Q – Do you believe the growing availability of real time data from ships in the next five years will create a competitive gap between the ‘digital adopters’ and their less progressive counterparts?*

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*Q – How might ‘Disruptive’ technologies in maritime - like blockchain, 3D printing, or even unmanned ships - influence the demand for maritime satcoms, or themselves be influenced by the availability of data?*

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*Q – SpaceX and OneWeb are looking to put thousands of new satellites into orbit – are we getting closer to feasibly having satellite internet at sea with terrestrial speeds and prices?*

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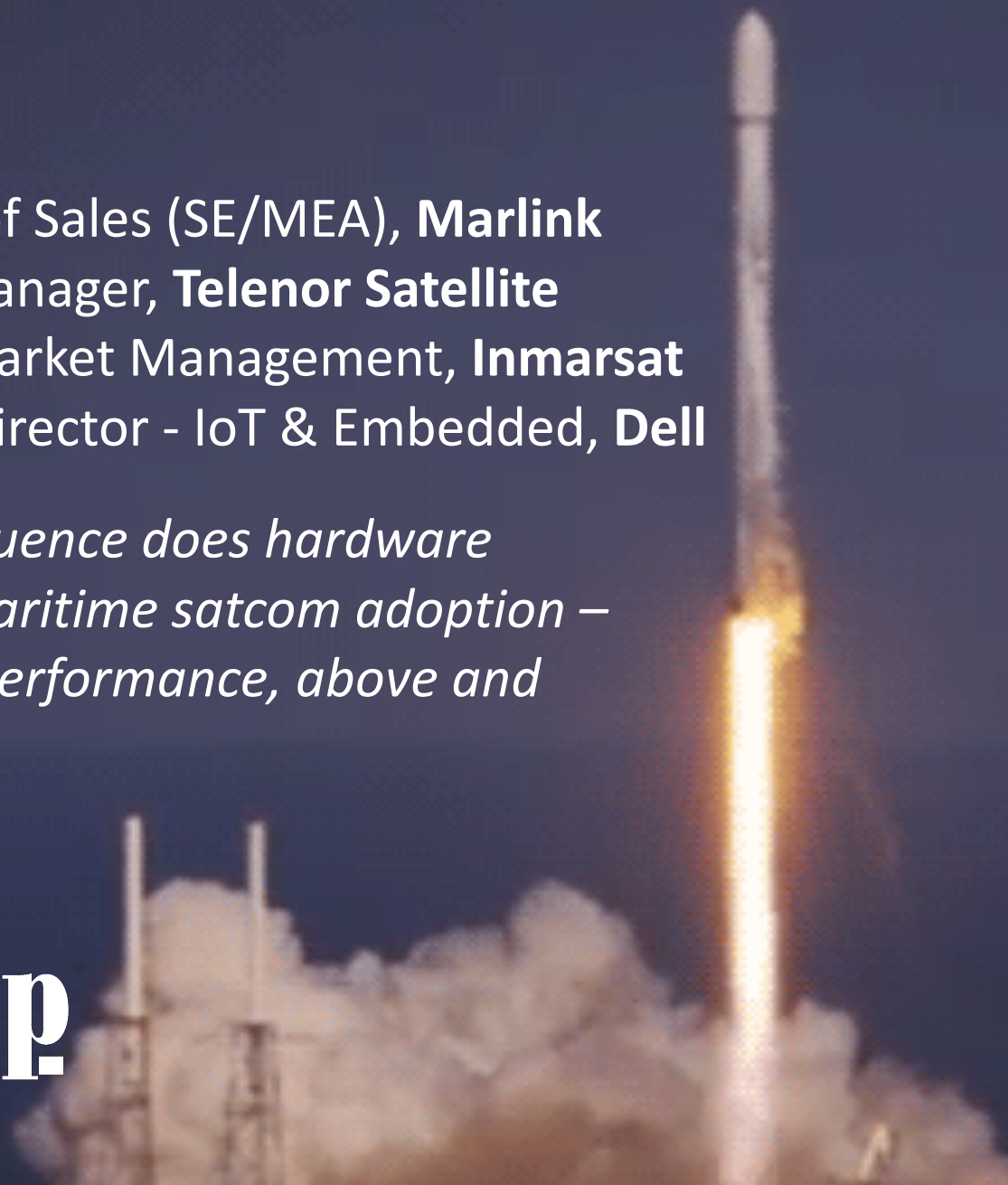


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*Q – How much of an influence does hardware development have on maritime satcom adoption – equipment pricing and performance, above and below decks units etc?*

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*Q – What percentage of VSAT penetration would you expect to see in the commercial shipping market in five years' time?*

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