

# 40 years of shipboard CIT



**Gregor G Ross**

**Chief Commercial Officer**

**SnakeWays GmbH**  
www.snakeways.com

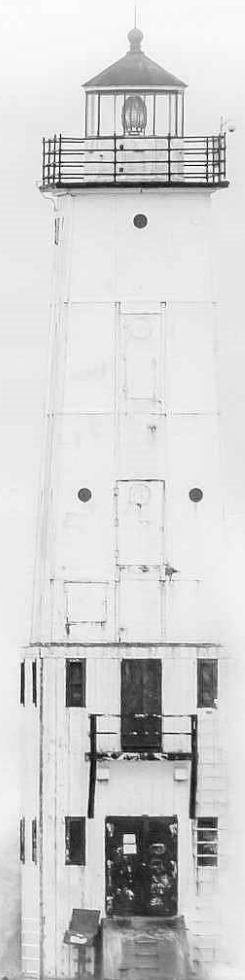
E-Mail: [gregor@snakeways.com](mailto:gregor@snakeways.com)  
Tel.: +49 89 60665713-50

The 1980's – the pioneering years

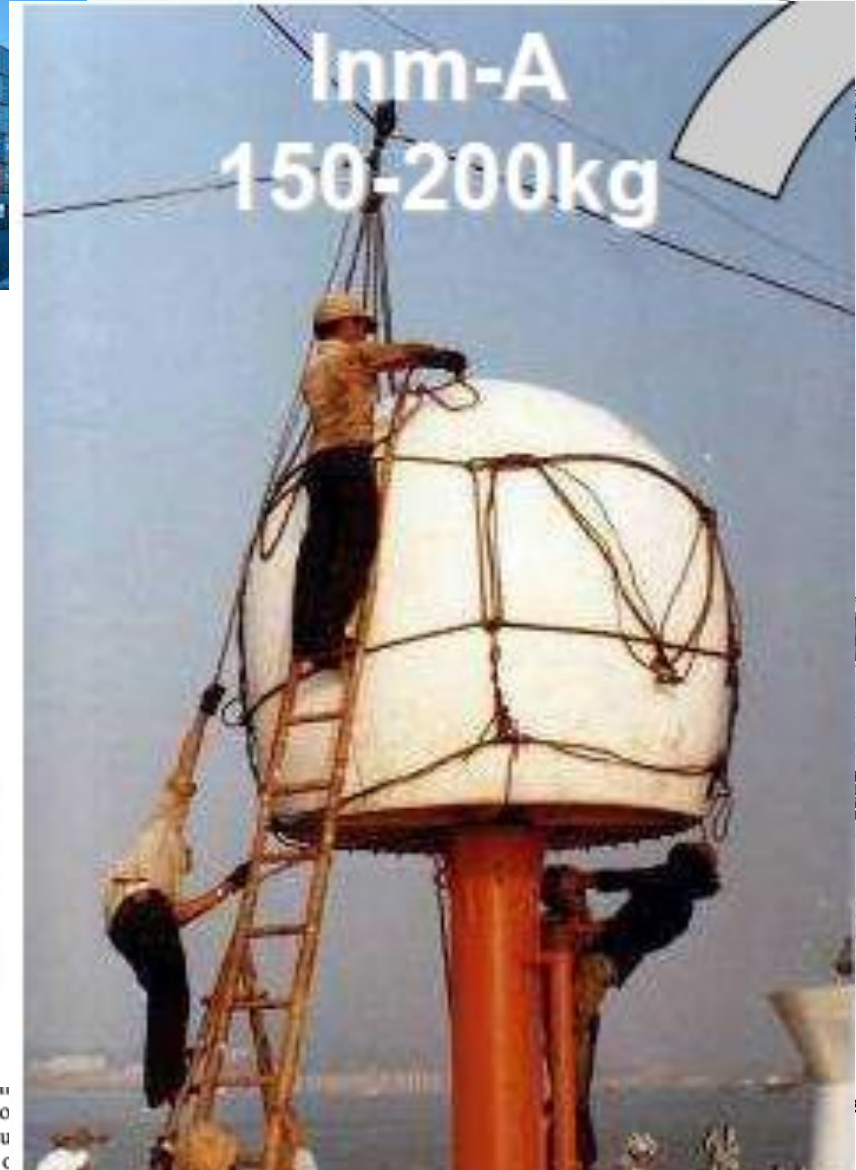
The 1990's – Inmarsat's decade -GMDSS

The 2000's – Challengers and the challenges

The 2010's - Broadband VSAT , the web and  
the cloud.



# 1980s the Pioneering years

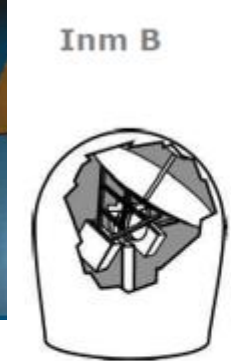
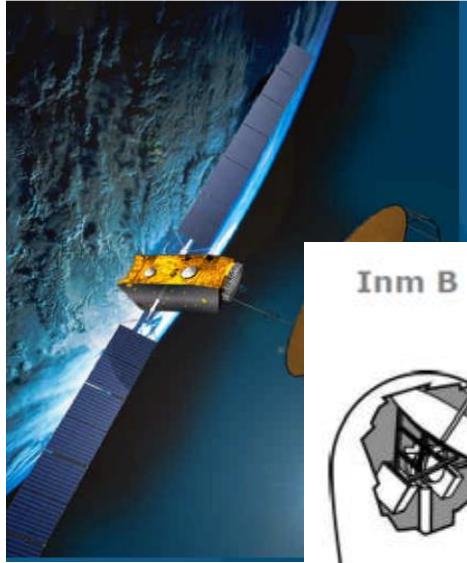


Owing to also redu able to c

Vectra v  
COMMUN  
that date  
US COM

Marisat. The number of ship earth station fittings has massively increased since 1976

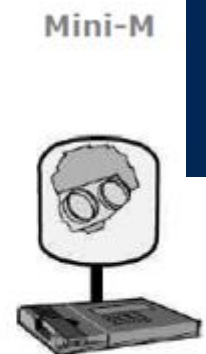
# The 1990's – Inmarsat's Years



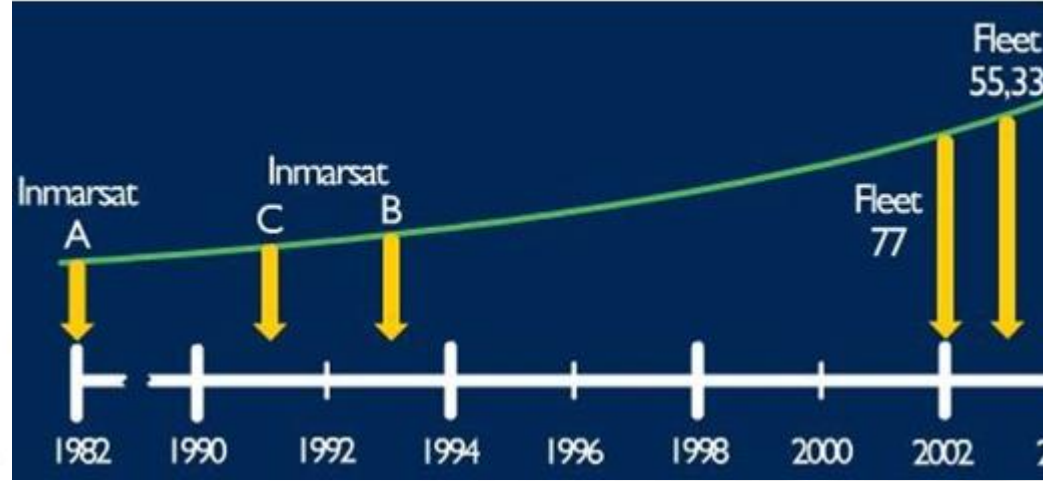
**1992**  
9.6 kbps  
\* \$70 per Mbyte\*



**1993**




**1997**  
2.4 kbps  
\$225 per Mbyte\*





# The 1990's – Growth of EDI

For those interested in ancient history: SMDG e.V. has had the following meetings so far:  
First meeting took place on September 17, 1987, hosted by SAECS London.

Click  [here](#) to download the minutes of the first meeting.

|                           |                              |                                 |
|---------------------------|------------------------------|---------------------------------|
| 01. 17-09-87 - London     | 26. 06-09-95 - London        | 51. 15-04-08 - La Spezia        |
| 02. 13-10-87 - Bremen     | 27. 16-03-96 - Dubai         | 52. 22-10-08 - New Jersey       |
| 03. 23-10-87 - Rotterdam  | 28. 16-09-96 - Antwerp       | 53. Cancelled (April 2009)      |
| 04. 24-11-87 - London     | 29. 16-04-97 - Singapore     | 54. 21-10-09 - Rotterdam        |
| 05. 27-01-88 - Hamburg    | 30. 11-09-97 - La Spezia     | 55. 21-04-10 - London           |
| 06. 27-04-88 - Felixstowe | 31. 02-04-98 - Capetown      | 56. 13-10-10 - Rotterdam        |
| 07. 28-06-88 - Bremen     | 32. 15-09-98 - Malta         | 57. 03-04-11 - Hamburg          |
| 08. 29-09-88 - Felixstowe | 33. 13-04-99 - Dubai         | 58. 19-10-11 - London           |
| 09. 19-10-88 - London     | 34. 07-09-99 - Lisbon        | 59. 18-04-12 - Hamburg          |
| 10. 12-07-89 - London     | 35. 27-04-00 - Salerno       | 60. 10-10-12 - Bilbao           |
| 11. 11-10-89 - Rotterdam  | 36. 26-10-00 - Melbourne     | 61. 23-04-13 - Marseille        |
| 12. 26-11-90 - London     | 37. 28-03-01 - Shenzen       | 62. 14-10-13 - Rotterdam        |
| 13. 28-02-91 - Bremen     | 38. 05-09-01 - Willemstad    | 63. 15-04-14 - Dubai            |
| 14. 23-05-91 - Rotterdam  | 39. 03-04-02 - Southampton   | 64. 08-10-14 - Antwerp          |
| 15. 19-09-91 - Hamburg    | 40. 02-10-02 - Nagoya        | 65. 01-04-15 - Malmo            |
| 16. 03-12-91 - Antwerp    | 41. 03-04-03 - Savona Vado   | 66. 30-09-15 - Malta            |
| 17. 08-03-92 - London     | 42. 15-10-03 - Kuala Lumpur  | 67. 20-04-16 - Copenhagen       |
| 18. 23-06-92 - Hamburg    | 43. 07-04-04 - Koper         | 68. 05-10-16 - Hamburg          |
| 19. 25-09-92 - Genoa      | 44. 13-10-04 - San Fransisco | 69. 15-03-17 - Genoa            |
| 20. 14-01-93 - Malmoe     | 45. 11-04-05 - Dubai         | 70. 27-09-17 - Sankt Petersburg |



# 2000's - a decade of failed initiatives

## Backers leave Satfair in cold

Dumped dot.com Se+ and it didn't  
burning \$35m of I. ash and fail. tract new backers after  
off the ground.

27 September 2001 22:00 GMT

27 September 2001 22:00 GMT

*Los Angeles Times*  
Satellite Firm Iridium Files for Chapter 11

<https://www.nytimes.com>  
Feb 16, 2002 — Globalstar filed yesterday for bankruptcy protection after spending more than \$4 billion to build a satellite-telephone network that failed ...  
COMPANY NEWS; GLOBALSTAR FILES FOR BANKRUPTCY ...

### DIGITAL SHIP CYPRUS 2003

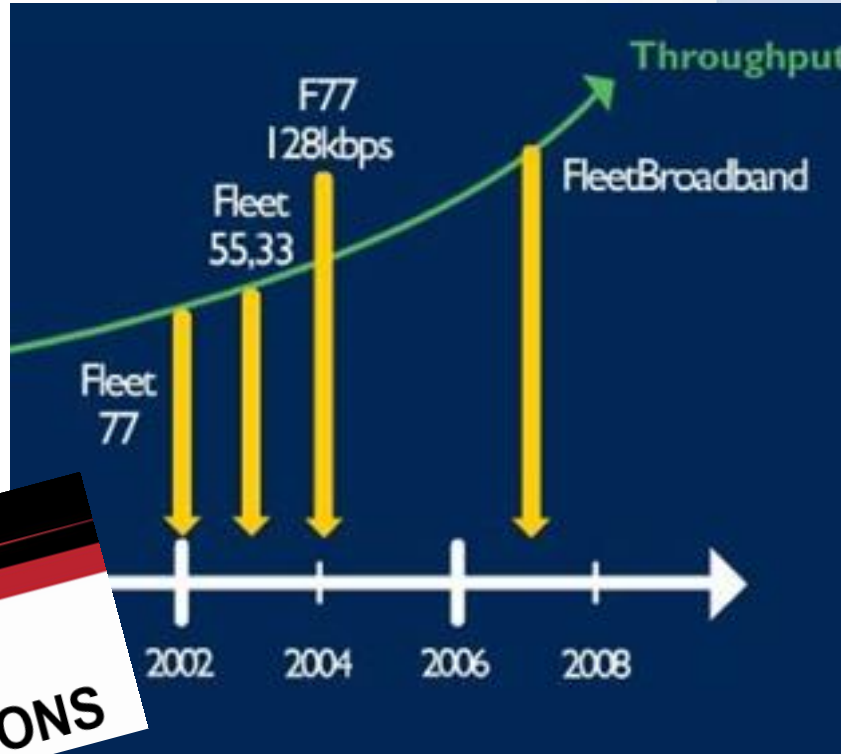
10.10 Broadband maritime - an affordable, truly global Broadband solution  
Mary Ellen Kramer, CEO, Broadband Maritime

10.50 - Connexion by Boeing - service plans  
Richard Nordstrom, Connexion by Boeing

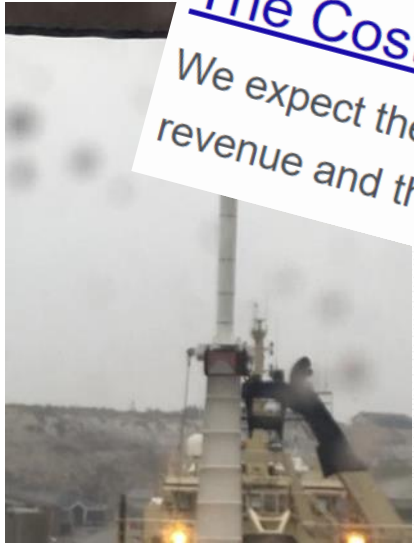




# 2000's the challengers and the challenges



# 2010s the challengers and the challenges



The Cost of a Malware Infection? For Maersk, \$300 Million  
We expect the **cyber-attack** will impact results negatively by USD 200-300m." Despite losing revenue and the costs associated with recovering from ...





# 40 years of CIT The lessons learnt

Commercial shipping is wide an varied –  
different ships need different solutions

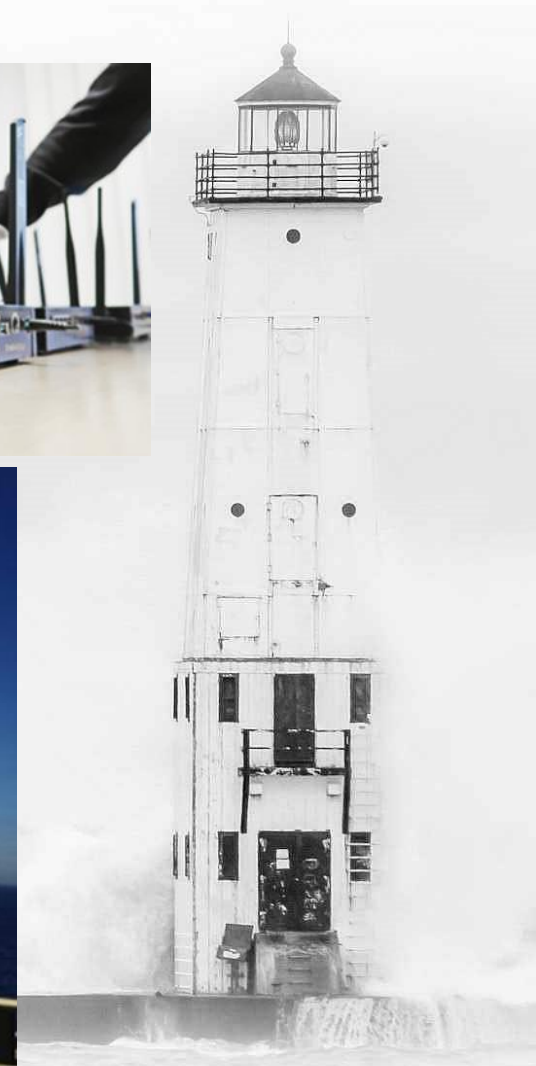
New technology takes time to gain  
acceptance e.g the work of the SMDG



Innovative packaging of basic services brings  
benefits

The shipboard environment is unique

The more you give them the more they will  
want





# Thank You

# Questions ?