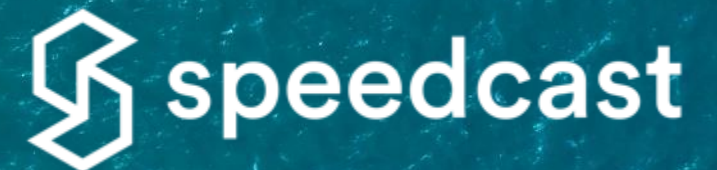


5 Topics to Consider on Digitalization

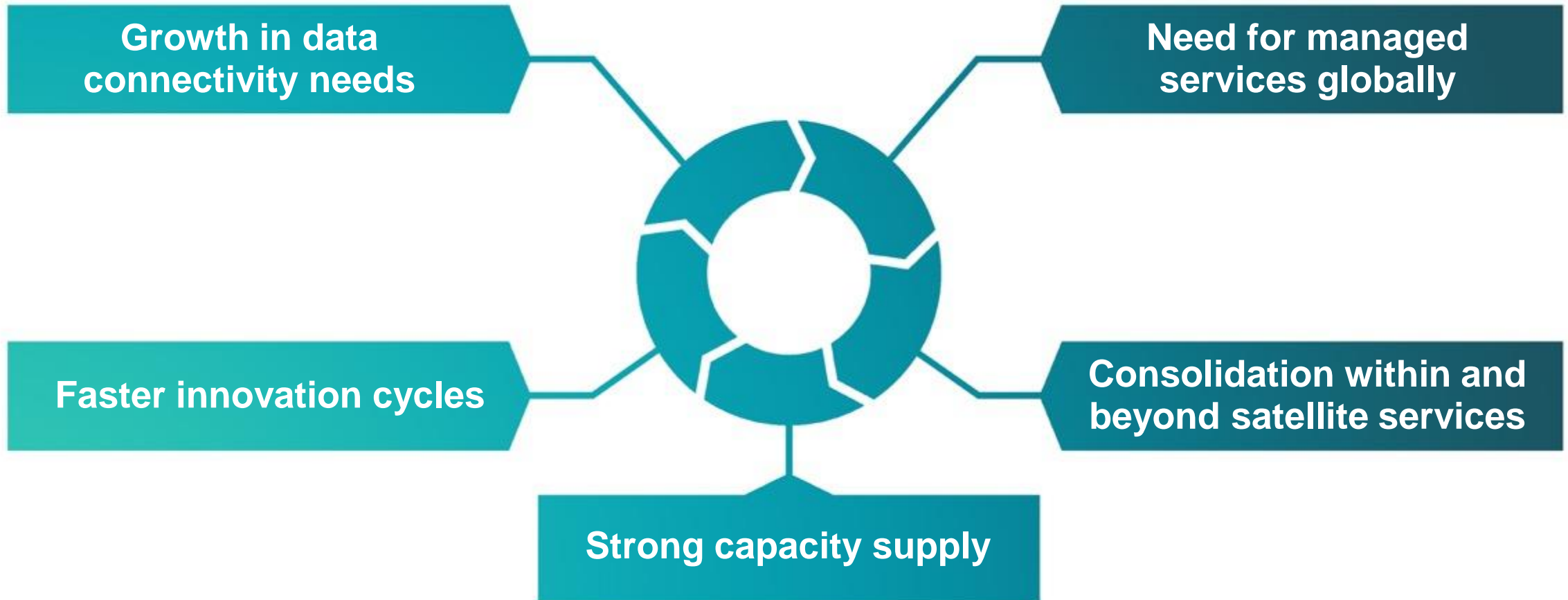
Sandro Delucia

Commercial Maritime Product Director



THE CRITICAL COMMUNICATIONS COMPANY

Our Industry is Undergoing a Major Transformation

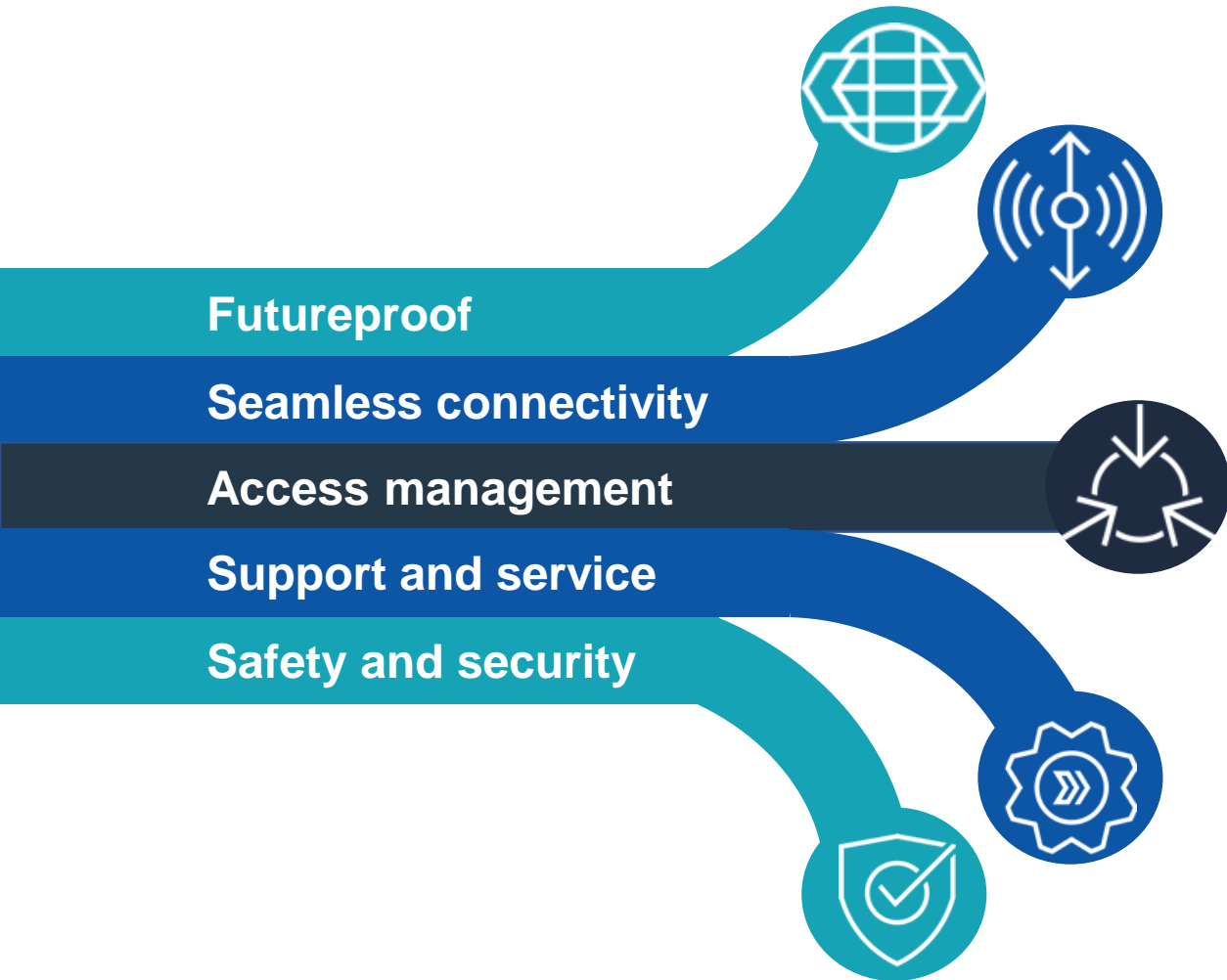


Digitalization can transform operations

How to evaluate
connectivity provider
capabilities, depth of
the offering and
ability to grow



5 Topics



5 Questions

Can you help me future proof my connectivity?

Can you provide any band, any beam, seamless connectivity?

Can you control and manage access onboard the ship?

What about support and service?

How important are safety and security?

Futureproof



Can you help me future proof my connectivity?

- Service for today and tomorrow
- Business goals to digital strategy

Seamless connectivity



Can you provide any band, any beam, seamless connectivity?

- **Needs vs. requirements**
- **Service optimization**

Access management



Can you control and manage access onboard the ship?

- **Smart network and data management platform**
- **Network, access and applications management onboard**

Support and service



What about support and service?

- Provider capacity and range
- Implementation, integration and optimisation

Safety and security



How important are safety and security?

- **Cybersecurity adaptability**
- **Monitoring**

Start the conversation

Please get the 5 things -whitepaper from Speedcast stand

A Partner for Your Most Critical Communications



Thank you