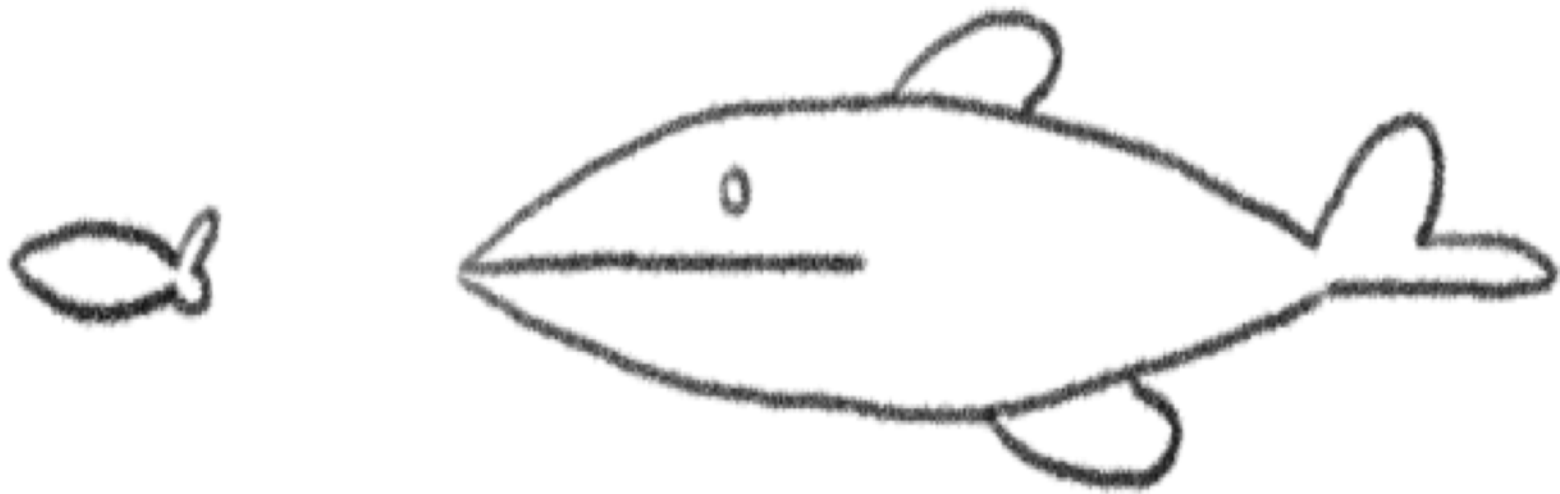




Maritime Satcom Summit

Digital Ship

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



Digital Ship



Digital Ship



Digital Ship



Digital Ship

Our Panel

- Sharon Ong, *Sales Director Asia Pacific, Marlink*
- Nick Dukakis, *Head of Bus Dev, Speedcast*
- Shengwei Qian, *VP Sales Asia, Inmarsat Maritime*

Q – Do you believe that the explosive capacity growth (and reducing prices) in satellite communications are driving a change in shipping companies' mindsets when it comes to deploying new technologies?

Digital Ship

Our Panel

- Sharon Ong, *Sales Director Asia Pacific, Marlink*
- Nick Dukakis, *Head of Bus Dev, Speedcast*
- Shengwei Qian, *VP Sales Asia, Inmarsat Maritime*

Q – As economies of scale increase in importance in the satellite sector, do you foresee further major consolidation among satellite operators and service providers?

Digital Ship

Our Panel

- Sharon Ong, *Sales Director Asia Pacific, Marlink*
- Nick Dukakis, *Head of Bus Dev, Speedcast*
- Shengwei Qian, *VP Sales Asia, Inmarsat Maritime*

Q – What impact might new satellite networks like One Web or SpaceX’s Starlink constellation have on maritime communications? Will these new businesses bring ‘disruptive change’ to the satellite industry?

Digital Ship

Our Panel

- Sharon Ong, *Sales Director Asia Pacific, Marlink*
- Nick Dukakis, *Head of Bus Dev, Speedcast*
- Shengwei Qian, *VP Sales Asia, Inmarsat Maritime*

Q – New technologies are extending GSM networks out to sea, port-based Wi-Fi and long range HF services for ships are improving. Do you see the mix of communications options beyond satellite evolving further in the future?

Digital Ship

Our Panel

- Sharon Ong, *Sales Director Asia Pacific, Marlink*
- Nick Dukakis, *Head of Bus Dev, Speedcast*
- Shengwei Qian, *VP Sales Asia, Inmarsat Maritime*

Q – Do you think that failure to be proactive in assessing and deploying technology systems has already become a source of competitive advantage for ‘digital adopters’ over their less progressive counterparts?

Digital Ship

Our Panel

- Sharon Ong, *Sales Director Asia Pacific, Marlink*
- Nick Dukakis, *Head of Bus Dev, Speedcast*
- Shengwei Qian, *VP Sales Asia, Inmarsat Maritime*

Q – In five years' time, what do you imagine might be the most common bandwidth speed found on a typical deep sea commercial vessel, and how much monthly data traffic will the average ship be generating?

Digital Ship