



**XChange Telemed provides the ideal, cost-efficient solution for managing illness or injuries onboard and meets the new ILO/MLC and IMO/STCW labour regulations for crew health and medical treatment.**

The solution comprises a compact and portable Telemed station with CE certified medical equipment while an interactive web portal enables immediate video medical consultations and gives shore-based doctors full access to the remote patient's medical data. Crew members receive fast, effective and interactive medical support.

For patients the live video consultation comes as close as can be to being face-to-face with the doctor in his/her office. Many illnesses and injuries can be treated onboard reducing down time for a sick or injured crew member, and providing documentation in the event of a claim.

Thanks to the secure transmission of medical data and live video consultation, XChange Telemed assists the onshore medical professional in his/her decision-making, and may thereby avoid unnecessary and costly vessel diversions or helicopter evacuations (estimated cost per event \$180,000 <sup>1</sup>).

Marlink's reliable satellite service and XChange communication platform ensure medical traffic prioritisation, data security and efficient bandwidth use.

### Key Benefits

-  Improved crew welfare and retention of qualified seafarers
-  10% of vessels on average have a medical emergency per year
-  1 in 2 diversions considered avoidable with Telemedicine
-  \$ 180,000 estimated average cost per evacuation<sup>1</sup>

### Service Components:

-  Leasing & maintenance of Telemed station incl. CE certified professional medical equipment
-  Secure patient data transfer and hosting
-  Open web-based portal enabling doctors to view the video link and access patient data
-  Satcom optimised live video consultation
-  24/7 Customer Support and large-scale worldwide Marlink logistics



## Manage your crew's health & medical emergencies efficiently

XChange Telemed is an integrated end-to-end service from the ship to the shore-based doctor consisting of the following components:

- **On-board Telemed Station:** CE certified vital medical equipment\* and tablet with intuitive interface, fully compact and enclosed into one, handy lightweight suitcase, including quick use guide and reference diagrams.
- **On-shore interactive web portal:** accessed by the on-shore doctor via a standard web browser, securely displays vital data transmitted from the Telemed Station and enables live video consultation via HD web cam.

The on-board Telemed Station is easy-to-use by any officer with standard medical training. Clear instructions and reference diagrams are enclosed to assist the remote user with data capture and transmission.

All vital data is automatically and securely synchronised to the web portal viewed by the doctor ashore. The HD camera enables a live video consultation which can be used to validate a diagnosis as well as to guide the remote user in performing the examination.

\*Electro-cardiograph, Blood Pressure Monitor, Pulse Oximeter.

Optional medical devices include: Thermometer, Glucometer, Stethoscope, Dermascope, Otoscope, Spirometer, Eye Analyser and Ultrasound scanner.

## Light Options

Marlink offers the flexibility to scale XChange Telemed to suit your business needs. Our 'Light' variations of the service offer an ideal solution for smaller- to medium-sized crews, as well as for urgent orders, since the shipping and deployment process can be expedited. They can also help overcome customs restrictions in certain countries with strict import regulations on medical devices. The Light kit comprises a BP Analyser and Oximeter, other mandatory medical equipment must be provided on each vessel. Marlink can supply additional medical instruments as needed.

## Compatibility

XChange Telemed is ideal for vessels equipped with Sealink VSAT or Fleet Xpress connectivity to make full use of the live video consultation feature.

XChange Telemed is also available for Inmarsat FleetBroadband vessels and can be used for patient vital data transfer.

## Find out more

To learn more, watch the XChange Telemed video on [marlink.com](http://marlink.com) or contact us.

<sup>1</sup>"The business case for telemedicine", International Maritime Health 2013, Vol. 64 Issue 3, page 129

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**Marlink Service Desk**  
EMEA: +33 (0)1 70 48 98 98  
Americas: +1 (310) 616 5594  
+1 855 769 39 59 (toll free)  
Asia Pacific: +65 64 29 83 11  
Email: [servicedesk@marlink.com](mailto:servicedesk@marlink.com)