Smart network solutions for the shipping industry
We at Marlink understand the challenges of business and crew communications at sea. Today, global shipping companies and owners favour a mix of services to cover the full extent of their requirements: cost efficiency, coverage, data throughput and quality of service. Our comprehensive solutions portfolio means whatever your needs, we can provide the best, most tailored option.

BROADEST BEST-FIT PORTFOLIO FOR ALL OPERATIONAL NEEDS

**Smart network solutions**

**Advanced communication solutions to help you operate your vessel efficiently, enhance overall business operations and support crew morale and loyalty.**

**Extensive portfolio**
To support you to evolve, optimise and best manage your business, we offer the largest choice of multi-band technologies, solutions and applications adaptable to any evolving need. We drive innovations with and for your benefit, and develop digital solutions and smart applications that take you beyond ‘just connectivity’.

**Unmatched VSAT coverage and availability of high bandwidth**
As world leader for maritime connectivity, we offer the most extensive Ku-band coverage whether you are operating on a long or short term, global or regional basis; ensuring you get the best possible value for money.

**Innovative solutions**
XChange, our communications management platform helps increase your onboard efficiency while supporting your existing systems and services. Whether it is from shore or onboard, XChange meets the converging requirements of IT departments, captains and crew in one go.

**Partnerships**
We maintain strong alliances with multiple satellite network operators and hardware and technology suppliers to offer a full range of fixed and mobile communication services, at the best value for you.

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**Maritime Product Portfolio**

We work with you to select the best suited technology and services for your specific requirements, vessel type and budget.

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**VSAT SYSTEMS**

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**DATA USE**

- LOW
- MEDIUM

**BROADEN ADAPTIVE OPTIONS**

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**Integrated Global 4G Options**

- Multimedia and tracking
- Messaging
- Polling
- Data Reporting

**Ku-, C- and Ka-band VSAT coverage**

**Flexible bandwidth allowance packages**

**Dedicated Committed Information Rates**

**Highest bandwidth availability (99.5%)**

**Secure, integrated network management**

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**VSAT SYSTEMS**

**Supporting Connectivity**

**XChange**

**Value Added Services**

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**Integrate MSS back-up & XChange**

**Sealink Flex**

**Same great customisable benefits as Sealink Premium**

**Up to 20 Mbps base and additional bandwidth**

**Energy High-Speed Zones. Regional and cyclical flexibility**

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**Sealink Plus**

**Integrate MSS back-up & XChange**

**Sealink Flex**

**Same great customisable benefits as Sealink Premium**

**Up to 20 Mbps base and additional bandwidth**

**Energy High-Speed Zones. Regional and cyclical flexibility**

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**LOW**

**MEDIUM**

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**Integrated Global 4G Options**

- Multimedia and tracking
- Messaging
- Polling
- Data Reporting

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**Ku-, C- and Ka-band VSAT coverage**

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**Flexible bandwidth allowance packages**

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**Dedicated Committed Information Rates**

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**Highest bandwidth availability (99.5%)**

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**Secure, integrated network management**

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**We at Marlink understand the challenges of business and crew communications at sea. Today, global shipping companies and owners favour a mix of services to cover the full extent of their requirements: cost efficiency, coverage, data throughput and quality of service. Our comprehensive solutions portfolio means whatever your needs, we can provide the best, most tailored option.**
Sealink™ VSAT

Characterised by flexibility, performance, stability and quality of service, our Sealink™ portfolio of versatile VSAT services provides broadband communications with the best global coverage, backed by our expert customer support network.

Choose from our broad range of allowance plan packages or dedicated CIR for your Sealink™ VSAT service and optionally combine it with L-band (MSS) equipment and airtime. Choose from the major antenna suppliers based on your preference and optimal antenna size (60cm, 80cm or 1 metre class) and upgrade to higher bandwidth mid-contract if required.

Best VSAT coverage

Our Sealink™ VSAT service provides the most extensive global Ku-band coverage on the market. Regional and multi-regional options are available with seamless Ku-band or C-band coverage in the majority of key shipping routes, including the North Atlantic Ocean, Pacific Ocean, and the Indian Ocean regions.

Key features:

For efficient business operations:
- Unlimited broadband with always-on high speeds
- Easy to use, off-the-shelf technology
- IP access to the Internet and corporate networks
- The most extensive global coverage available
- Bundles seamlessly integrating Ku-band VSAT with automatic fall-back switching to MSS (Inmarsat FleetBroadband, Iridium Certus or Iridium OpenPort)

For a happy, healthy and motivated crew:
- Separated recreational internet for crew and WiFi access with filtering capabilities
- Competitively priced prepaid cards for quality calling and internet browsing
- Easy online ordering and reloading of prepaid cards via Universal Card Manager (UCM) - check call records, remaining credits on cards, etc.
- Keep your crew connected, entertained and healthy with WiFi access enabling use of their own devices, onboard internet café, media and telemedicine solutions, all enabled by XChange

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Sealink™ VSAT Options

Our comprehensive Sealink™ VSAT portfolio enables us to cater for practically any needs or budget. The following options are recommended for the Merchant Shipping segment.

**Sealink™ Allowances**

Our Sealink allowance plans combine up to 4 voice lines with data allowance plans from 1GB up to 80 GB per month, and data rates of up to 6 Mbps. As your business grows, our packages enable your VSAT to easily grow with you, since packages can be simply upgraded or topped up via our online portal.

Our Crew Prepaid Option adds a further two voice lines and Internet connectivity for crew, separately from the Allowance data which is reserved for ship’s business only.

Prepaid voice and data connectivity can be activated by crew using the Universal Card, a prepaid card providing credit that crew members can split between calling or Internet browsing. The service provides for more than 10 simultaneous crew Internet sessions and up to 3 simultaneous crew prepaid voice calls.

This low-cost Internet service is ideal for basic business requirements, and for ship owners wishing to boost crew morale and optimise crew retention.

**Sealink™ Premium**

For more advanced communication requirements, Sealink™ Premium offers regional and global Ku-band VSAT with higher data speeds. As well as offering full cost control through a predictable monthly cost, Sealink™ Premium gives you control of bandwidth as a Committed Information Rate (CIR) provides a minimum bandwidth guarantee at all times.

Sealink Premium offers a choice of multiple service options and delivers standard rates up to 6 Mbps, or 30+ Mbps if required, as well as 2-8 high quality voice lines.

This service is ideal for ship owners seeking high quality, reliable and unlimited communications for business and crew, with full cost predictability.

**Sealink™ Plus**

Martlink’s Sealink™ Plus packages combine your choice of Sealink™ Allowances or Sealink™ Premium, with unlimited Iridium OpenPort, Iridium Certus or Inmarsat FleetBroadband MSS back-up (airtime and hardware) and our XChange platform providing centralised VoIP, data and Internet access.

The fully integrated XChange platform enables:

- Smart switching between VSAT and MSS
- Bring Your Own Device solution enabling crew to use their own smart phones and tablets on board for full privacy and convenience
- Multi-stage firewalls, ensuring onboard IT security

Plus a catalogue of fully integrated Value Added Services to complement your connectivity.

This service is ideal for shipping companies seeking a full package of high quality, reliable and unlimited communications for business and crew, with full cost predictability and efficient administration and cost management tools.

**Guaranteed data at a budget friendly price**

Sealink Business offers 2-8 voice lines and your choice from 13 CIR levels, from 32 Kbps to 1 Mbps, in addition to a burstable Maximum Information Rate (MIR) up to 6 Mbps. In accordance with the defined CIR, a dedicated amount of bandwidth is supplied for unlimited data usage, so business critical applications are always available at a guaranteed speed.

Available as a regional or global service, Sealink Business enables a constant, quality service with burstable capabilities, at a budget friendly price.

This service is ideal for ship operators seeking cost-effective, always-on communications for business and crew.

**Highest Speed VSAT with Guaranteed Data Rates**

Starting at 1GB, easy VSAT packages to get you started and grow with your data needs.

Sealink Business offers 2-8 voice lines and your choice from 13 CIR levels, from 32 Kbps to 1 Mbps, in addition to a burstable Maximum Information Rate (MIR) up to 6 Mbps. In accordance with the defined CIR, a dedicated amount of bandwidth is supplied for unlimited data usage, so business critical applications are always available at a guaranteed speed.

Prepaid voice and data connectivity can be activated by crew using the Universal Card, a prepaid card providing credit that crew members can split between calling or Internet browsing. The service provides for more than 10 simultaneous crew Internet sessions and up to 3 simultaneous crew prepaid voice calls.

This low-cost Internet service is ideal for basic business requirements, and for ship owners wishing to boost crew morale and optimise crew retention.

**Integrated VSAT and MSS packages adding even more value**

Available as a regional or global service, Sealink Business enables a constant, quality service with burstable capabilities, at a budget friendly price.

This service is ideal for ship operators seeking cost-effective, always-on communications for business and crew.

**Complete integration. All combined into one, fixed monthly fee**

| KU-BAND, SEALINK VSAT | XCHANGE | MSS BACK-UP |
Get more with Marlink’s Value Added Services

To help you get more from your chosen connectivity service, we offer a number of expertly designed solutions and tools all seamlessly integrated into one connectivity package.

### Ka-band and Broadband MSS Options

#### Ka-band Connectivity

**Inmarsat Fleet Xpress**
Fleet Xpress delivers the high data speeds enabled by Inmarsat’s Global Xpress Ka-band technology combined with the proven reliability of Inmarsat’s FleetBroadband L-band service. A variety of flexible, unlimited data plans are available as well as low cost voice calling, while in-depth status data can be viewed in a unique Marlink customer dashboard, providing easy to understand bandwidth performance and traffic statistics.

**Telenor Anker**
Anker provides regional Ka-band coverage throughout the Nordic region, Europe and the Middle East with high-powered spot beams. The service enables automatic and seamless spot-beam handover, assuring continuous connectivity. Fully scalable, a diverse portfolio of bandwidth packages are available with corresponding CIR and a unique Marlink voice (VoIP) service.

#### L-band MSS Options

**Iridium Certus**
Powered by the Iridium NEXT satellite constellation, Iridium Certus serves as a multi-service platform, providing uncompromising coverage for various industry verticals. Low Earth Orbit (LEO) satellites combine with ultra-fast L-band to enable satellite communications anywhere in the world; even in the poorest of weather conditions.

**Thuraya MarineComms**
Thuraya MarineComms provides low-cost broadband data communications at speeds of up to 444 Kbps. With rugged hardware, it is a highly practical L-band communications solution ideal for regional merchant vessels.

**Inmarsat FleetBroadband**
Inmarsat FleetBroadband delivers seamless voice and L-band broadband data up to 432 Kbps through a compact antenna on a global level. Choose from a range of bandwidth options and antenna sizes to suit your vessel needs.

**Inmarsat FleetOne**
Inmarsat Fleet One enables L-band data connectivity up to 300 Kbps and voice calling on a single line. Its capabilities and compact size are ideal for smaller vessels.

### Cyber Security

Effectively secure your vessel and remote assets from cyber risk with our CyberGuard portfolio.

From scanning network traffic to automating anti virus updates, we have a full suite of solutions to protect your vessels from sophisticated, targeted threats.

### IT Automation and Compliance

**ITLink** enables you to simplify and automate your vessel IT environment to ensure effective operations and compliance.

Secure communications management, automated application updates and file transfer and data sharing are among our IT solutions designed specifically for maritime customers.

### Crew and Worker Welfare

Allow your crew and remote workers to stay safe, healthy and connected.

Prepaid phone and data and onboard WiFi provide your crew with the essential communications they need, while daily news and remote medical assistance enable reliable support and information.

### IIOT and M2M

Keep your remote site and assets connected, while collecting safety and production data.

Our new BridgeLink portfolio will empower you to maximise investments, cut operational costs and improve competitiveness.

BridgeLink is the next stage in our maritime digital enablement strategy, which will provide a platform for data-driven safety and efficiency improvements on ships worldwide.
Customer References

Renowned for exceptional quality of service, our connectivity solutions are utilised by many of the world’s largest shipping companies, and a large number of vessels within merchant shipping including dry cargo, bulk carriers, containers, tankers, coasters and specialised vessels.

Some of our customers include:

- Anglo-Eastern
- Boskalis
- BP Shipping
- Carabrook Shipping
- CMA CGM
- Cosco
- Eastern Mediterranean Maritime
- Epic Gas
- Grieg Star
- Hapag-Lloyd
- Japan Radio
- K-Line Ship Management
- Knutsen OAS Shipping
- Kuwait Oil Tanker Company
- Mediterranean Shipping Company
- NYK Shipmanagement Pte
- Odfjell Management
- Peter Doehle
- Polarcus
- Scorpio Ship Management
- Shoei Kisen
- SK Shipping
- Stolt Tankers
- Sun Enterprises
- Teekay Shipping
- Ulva Line
- Utikilen
- Van Oord
- V-Ships
- Wallenius Shipping
- Wilhelmsen Ship Management
- Zesborn Ship Management

70% of the world’s top 50 shipping companies rely on Marlink

Exceptional Support and Customer Service

Our people are communication experts with the ability to understand your needs and develop solutions to meet them. We help you to select the right solutions for your needs - hardware, software, service, accounting, management tools, installation and maintenance.

With offices in key locations worldwide and a global network of service partners and field service alliance partners, Marlink can ensure better local customer care with a foundation of technical excellence and cultural understanding.

- Customer consultants located in regional offices worldwide
- Support available 24/7/365
- Regional and cultural understanding
- Multi-lingual administrative and technical staff
- Extensive technical experience
- With MSS and VSAT services
Marlink is a true partner, who goes Above and Beyond to help you run your remote operations in ever smarter, more profitable and sustainable ways and give you the competitive edge.

1000+ employees
in 23 countries

Unique solutions portfolio
IT & OT and Cyber services

Global customer support
365/24 service

Strong partnerships
with all satellite network operators and hardware partners

Managed services
fully operated for our customers

Future-ready network of networks
for secure and resilient connectivity

24/7/365

7000+ VSAT leading edge multi-band connectivity

Global service network
1250+ in-country service points

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