

## Market News

### Atlas Maritime's 6GB plan

Athens based **Atlas Maritime** operate 6 vessels. They have recently installed the first infinity unit on the Atlas Voyager, with Fleet Broadband 250 on the 6 GB plan. Previously the vessel was using the Fleet Broadband only for business communications, on the 200 MB plan, but recently the company has decided to start offering its crews options for internet access and Infinity was the route chosen. Atlas has installed Infinity with 2 wifi access points through which the crew of the Atlas Voyager are able to connect to the internet using their own laptops, phones and tablets. PINs of 25 MB are sold by the master, and once the crews have become familiar with the setup on board there are plans to increase the denomination of these PINs.



Besides taking advantage of the low rates per MB that the 6 GB plan provides, the crews are also able to place their personal phone calls at the similarly low voice rates of the larger plan, a great improvement over the previous plan. The crews are spending the same amount of money but getting much more utility for both voice and data communications which makes a big difference to crew morale. Atlas Maritime are also enjoying the ability to send larger business files, chart updates and remote access that combining the 6 GB plan with Infinity has resulted in. The next step in enhancing their communications may be to install an Infinity unit in their offices on shore, to enable very low cost VOIP calling between office and vessel.

### Efshipping Infinity project

**Efshipping** have just recently completed upgrading their vessels with Infinity. The company has a total of 7 vessels and a mix of solutions across the fleet. On 3 ships they are using the previously available Inmarsat 3 GB plan that includes voice minutes, over JRC Fleet Broadband 500 terminals, with both data and voice shared with crews using Infinity PINs of 25 and 50 MBs over wifi.

The remaining 4 ships are equipped with Sailor FBB 500 terminals and the Inmarsat 2 GB data plan, again enhanced with Infinity and a crew wifi network.

Each type of setup took 2 to 3 days to carry out, and the company is finding that on all vessels the demand for crew internet and voice calling on the larger Inmarsat plans is strong. Each month the allowance is usually reached, and the company is pleased with both the cost and the utility benefits the new set up has brought. Having previously been installed with Fleet 77 and Fleet 33 terminals, the much higher speed over Fleet Broadband combined with the large allowance plans have seen a significant improvement on life on board, both in terms of



crew welfare and business communication options. Efshipping reports they are most satisfied with the much greater freedom for business users in terms of email attachment size over GTMail, remote access to computers on board through Infinity and the ability to carry out updates to charts and Planned Maintenance Systems that having an allowance of GB provides.

### Enesel S.A. chooses XpressLink

**Enesel S.A.** is a ship-management company based in Athens, Greece, operating a diverse fleet of modern high specification tankers and containerships. Additionally, it supervises a large multi-order fleet of efficient Ultra Large Container Carriers. Enesel S.A. currently manages a modern and diverse fleet of four tankers - two VLCC and two aframax - and also has fourteen containerships on order - ten 13,800 TEU and four 9,800 TEU vessels. The average age of the current fleet is 6.6 years. All existing vessels, as well as ships on order, are constructed to the highest international standards in first-class shipyards. The entire fleet is chartered to high profile charterers and operators on both a voyage and time-charter basis.



For the 14 new containers coming, Enesel has selected Inmarsat XpressLink from Navarino for the satellite communications to provide state of the art business communications and internet for crews. The Xpresslink service combines a Ku Band VSAT antenna and a Fleet Broadband terminal, giving unlimited usage over whichever terminal is in use for a fixed monthly fee. The other advantage of Inmarsat Xpresslink over competing VSAT solutions is that it provides a free upgrade to Global Xpress, the next generation high bandwidth service from Inmarsat that will double XpressLink speeds for the same monthly fee. On the existing vessels, Enesel has installed Fleet Broadband on the 3 GB plan with Infinity to provide crew with both low cost voice calling and internet surfing via Infinity PINs.