Key Markets

The Inmarsat Fleet family of services provides significant benefits to individuals and organisations in a range of markets.

- **Ship operating and vessel management** operators can rely on Inmarsat Fleet for significantly enhanced and more efficient data-driven communications: from technical management or crew rostering to checking the head office Intranet or accessing the latest meteorological data updates. Store and forward video is also available for on-board diagnostics and telemedicine applications.

- **Energy** companies can transmit data at high transmission rates, thereby speeding up the analysis process. Video conferencing allows a ‘virtual’ team meeting to discuss specific issues and solve problems on the spot.

- The security and speed of Inmarsat Fleet allows **government and security** organisations to use the Inmarsat service during sensitive work at sea, particularly with vital applications such as image transfer.

- Passengers and crew in the **cruise market** can benefit from Fleet F77 in numerous ways: sending images with confidence and speed, downloading complex data from the Head Office LAN, running video conferences with the security of 64kbit/s bandwidth or taking advantage of packet data for receiving and sending everyday e-mails.

Service Flexibility

**Mobile ISDN and Mobile Packet Data Service**

Two key data services are available via Inmarsat Fleet. Selecting the more appropriate of the two will depend on what you want to send and receive. As a general rule, the Mobile ISDN service is best used when transmitting large files or if speed is of the utmost importance. The Mobile Packet Data service can be more efficient for applications that are interactive in nature such as e-mail, web or Intranet access.

### Mobile ISDN

- Video conferencing
- Video streaming
- Large file transfer
- Store & forward video
- Photo transmission
- High quality audio
- Secure voice & data

### Mobile Packet Data Service

- Navigational data updates
- Interactive e-mail
- Database queries
- E-commerce
- IP / corporate LAN access
- Intranet access
- Vessel telemetry transmission

Summary

Inmarsat Fleet F77’s unique ability to provide an integrated service with worldwide coverage is the only way to extend ‘business as usual’ on a global basis in the maritime industry. Through the integration of IT and mobile satellite communication, Inmarsat Fleet provides flexible, immediate access to a range of enterprise solutions.
Inmarsat is renowned for delivering innovative, reliable and cost-effective communication solutions to the maritime industry. For more than 20 years, Inmarsat has worked closely with the industry, providing communication solutions that are now indispensable to on-board operations.

In response to the ever-increasing need for data-driven, cost-effective and secure communications at sea, Inmarsat has developed a unique new service family - Inmarsat Fleet - providing fully integrated satellite communication services incorporating voice and data applications.

The first Inmarsat Fleet service, Fleet F77, provides both the high quality and speed of a full 64kbit/s Mobile ISDN service and the flexibility of the Inmarsat Mobile Packet Data service, where users are charged for the amount of information sent and received rather than the time for which they are connected. This combination provides cost-effective, virtually global communications, with immediate and secure access to business critical information, image transfer and video communications - whenever it is needed.

Inmarsat Fleet F77 is also equipped to meet the latest distress and safety specifications of the Global Maritime Distress and Safety System (GMDSS). Through 4-stage voice pre-emption and prioritisation, Inmarsat Fleet F77 supports the accreditation of vessels’ systems and ensures high priority distress and safety needs are met.

Proven reliability
Inmarsat has been delivering effective communication solutions to the maritime industry for more than 20 years. Via Inmarsat, customers have access to proven technology and outstanding service.

Choice and flexibility
Inmarsat delivers solutions designed to meet the specific needs of the maritime industry, allowing end-users to create a communications solution that suits their individual needs.

Cost-effective
Customers can choose the most cost-efficient communications channel for their needs, be it Mobile ISDN or the Mobile Packet Data service – allowing ‘always on’ working.

High speed
A truly mobile office at sea, Inmarsat Fleet F77 delivers fast e-mail, Internet and Intranet access, image transfer and video communications at speeds of up to 64kbit/s.

Compatibility
Inmarsat Fleet is accessed through a satcoms unit, compatible with standard applications and systems, allowing users to carry out business as usual virtually wherever they are. It operates using industry standard Mobile IP and ISDN user interfaces.

Enhanced safety
Voice prioritisation and pre-emption ensure that all distress and safety needs are prioritised and dealt with effectively.

Inmarsat Fleet in Action

E-mail
Via Inmarsat Fleet, users gain reliable, quick and easy access to e-mail whenever and virtually wherever it is needed.

Secure online access
Reliable and secure access to online information or the corporate Intranet has become an everyday communications need. Inmarsat Fleet makes this a reality for those at sea, seamlessly integrating corporate IT networks and facilitating access to secure information resources through Internet Protocol (IP).

E-commerce
Through its built-in IP connectivity, Inmarsat Fleet offers the maritime industry fast, flexible and secure access to 24-hour trading throughout the world via the emerging maritime e-commerce sector.

Video and digital image communications
Access to video conferencing via Inmarsat Fleet ensures that today’s cruise and leisure vessels match the communication facilities to meet the increased passenger requirements for online, high availability communications.

Distress and safety communications
Inmarsat Fleet F77 provides voice prioritisation and pre-emption, an essential new service allowing the interruption and clearing of routine calls and lower priority communication to give way to voice communication, addressing high priority distress and safety needs.

Secure communications
Confidential data communication requires secure transmission. Inmarsat Fleet F77 ensures that the maritime industry is confident in the security of information transferred.

Voice communications
Through Inmarsat Fleet’s integral voice service, users throughout all sectors of the maritime industry are provided with immediate and clear digital voice communications, in all the world’s ocean regions. Additionally, SIM card call operation offers increased flexibility for social calling and multiple users.
Inmarsat is renowned for delivering innovative, reliable and cost-effective communication solutions to the maritime industry. For more than 20 years, Inmarsat has worked closely with the industry, providing communication solutions that are now indispensable to on-board operations.

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**Global coverage**
Global coverage is available to the maritime user, ensuring access is provided in all ocean areas.

**Compatibility**
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