inmarsat
The mobile satellite company

Volstad Case Study

Based in Alesund on Norway's west coast, Volstad was established as a fishing company in 1953 and supplies large quantities of fish, including cod, haddock and pollock, into the European market.

Decades of vessel operations in arctic waters have given Volstad the necessary experience to ensure the best technological and environmental solutions.

The Volstad

The 'Volstad' was built in 2013 at Tersan Shipyard in Turkey and is over 75m long with a deadweight of 1500 tonnes.

The vessel has a complement of 18-20 crew and is typically away from port for up to six weeks; fishing and processing in the North Sea, Barents Sea and in and around Svalbard Island.

The Volstad is equipped with the latest automation technology and intelligent IoT sensors that allows suppliers of equipment, such as winches, freezers and unloaders, to provide applications to monitor and remotely maintain equipment.

It is also required to send regular catch reporting updates to shore-based teams.

The connectivity challenge

With a high level of automation, the vessel required a connectivity solution that allowed it to significantly increase data usage for operational use in a cost effective way, whilst providing the crew with high-speed internet access during the long voyages to ensure high retention rates.

Fleet Xpress solution

Continuous Connectivity

Business Applications

Guaranteed Performance

A new standard in maritime communications

Fully Managed Service

Controlled Costs

⊕ Continuous Connectivity

> One provider and one global network, designed for seamless global mobility and automated satellite and beam switching

> Stay connected wherever you sail with the high-speed Global Xpress network with unlimited FleetBroadband back-up

⊙ Guaranteed Performance

> Service level agreements to guarantee network availability:

> 99.9% network availability for Fleet Xpress

> 95% Committed Information Rate

◔ Controlled Costs

> Predictable costs all on one invoice for effective financial planning and controlling costs

> Selection of flexible plans to meet actual usage needs

> Voice is separated from the data bandwidth which will help you choose a plan best suited to your business needs

> Unlimited FleetBroadband back-up is included in all plans

⊕ Fully Managed Service

> Inmarsat owns and operates the entire network, to ensure seamless user experience and fully automated satellite and beam switching

> Standardised terminals and configurations to simplify implementation, usage, training and support

> 24/7/365 service management, monitoring and support

> Service assurance and system performance data is collected and analysed to maintain service uptime

📊 Business Applications

> Fleet Xpress powers a revolutionary ecosystem of business applications to transform the future of shipping operations

> Real-time performance monitoring and condition based maintenance service to streamline vessel performance, save time, cost become greener

> Ensure safety, compliance and protect against cyber threats

> Enhance the wellbeing of your crew and raise morale with video calls, access to news, sports and social media

The Volstad view

System Installed:
Fleet Xpress, using Intellian GX100 and Sailor FB500.

Bandwidth Package:
2Mbit download and 512kbps upload.

"We were previously using Inmarsat's Xpress Link but chose to upgrade to Ka and Fleet Xpress, mainly because we needed a solution that could meet our increasing bandwidth needs but would be reliable and allow us to control costs.

Fleet Xpress allows us to provide a higher level of crew connectivity that helps keep the crew happy and allows them to stay in touch with family and friends, as if they were home.

The seafood industry is becoming more and more automated and adopting IoT and application solutions, which means our suppliers such as Optimar are using sensors and software to monitor equipment, such as winch cranes, in real-time to avoid costly service repairs and visits.

Another advantage of Fleet Xpress is the unlimited integrated back-up of FleetBroadband, which provides a huge advantage when operating in these regions and allows us to remain completely connected. We have no issues with connectivity even in areas north to the 0° elevation contour in the Barents Sea."

Jan Rogne, Technical Manager

How to buy

For further information please contact your local Inmarsat Maritime account manager or email **maritime@inmarsat.com**.

New IoT Research shows increasing Maritime and Fishing adoption

Original research commissioned by Inmarsat suggests that the maritime and fishing industries is more amenable to adopting analytic, management and operational tools applied through the Internet of Things (IoT) than many commentators have supposed.

The release of 'Industrial IoT: Land and Sea report' is part of the Inmarsat Research Programme 2018, which provides a cross-sectoral study on digitalisation in the global supply chain.

The full report, which is based on 750 interviews conducted by technology market research company Vanson Bourne, investigates use of, attitudes to and predictions for IoT-based solutions across the maritime, transport and logistics, energy, mining and agriculture sectors.

The 125 maritime respondents were are spread across the container, tanker, bulker, gas, offshore and included 33 fishing vessel operators.

Respondents suggest that their average expenditure per business on IoT-based solutions will amount to US$2.5 million over the next three years. They say that IoT-based solutions will attract a larger share of their IT budgets than any other 'next generation' technology, while early analysis of other segments places maritime ahead of energy, agriculture and mining.

Driving the 'leaders' is the need for ships to be more cost efficient, cleaner and safer than ever before, with 56% of maritime respondents using or trialling smart asset and equipment monitoring . For the moment, fishing lags marginally behind commercial shipping, but the disparity may be short-lived: 57% of the 33 fishing organisations polled envisage uptake over the next 24 months.

Drilling down into the report, owners show themselves as upholding the maritime industry's decade-long fixation with costs. While 51% of respondents say that revenue generation does not figure in their considerations, 75% say that they have realised, or expect to realise savings using the IoT. Route optimisation is typical and is identified by 57% as in use or on trial.

Regulation is providing a separate prompt for adoption. With rules inexorably tightening on emissions from ships, 65% of respondents say they already use IoT-based solutions to monitor fuel consumption, rising to 100% by 2023.

To download the full report visit:
research.inmarsat.com

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