**21st May 2008**

# Trio of Trawlers get the Wired Ocean Treatment

## [Relevance: International]

Please see following press release from Wired Ocean

There is a large high quality photograph available at
http://www.saltwaterpr.com/images/storyphotos/large/WOs-boxM.jpg

Unique marine broadband solution provides lower costs and more bandwidth for professional fishermen

SELEX Communications, a main Wired Ocean reseller has reported the successful installation of the unique maritime broadband solution aboard three Scottish trawlers. With Wired Ocean onboard, the vessels will benefit from faster data speeds and considerably lower satellite airtime costs, which provides the ability to use more megabytes per month. This is achieved with low capital expenditure and straightforward installation and operation.

The installation of Wired Ocean aboard the steel hulled Solstice II, Minerva and Golden Splendour, which range between 19m and 24m, was for separate customers, with each vessel an individual project. All three trawlers will benefit from the reduced satellite airtime costs for shore-to-ship data, as demonstrated by another SELEX installed Wired Ocean vessel, Atlantic Challenge. For six months following the installation of the Wired Ocean S-Box in July 2008, the reported per MB costs were approx. 15% of the costs prior to the installation and the vessel is now able to use internet within the same budget, whilst supporting seven times more internet and email use.

Wired Ocean is a sophisticated marine broadband system, designed to deliver shore-to-ship data via a vessel's satellite TV antenna. This dramatically reduces incoming data costs - traditionally the largest bill for internet use at sea - making Wired Ocean ideal for crew and operational applications such as internet browsing, downloading email with attachments, obtaining electronic manuals and weather and navigation data for bridge and critical systems.

The Wired Ocean 'S-Box' connects the ship's computers or network to the Wired Ocean service and seamlessly initiates, manages and terminates all connections. A second communications system, such as GPRS, Fleet or FleetBroadband is used for the ship-to-shore data, which is managed by the S-Box, making for a seamless broadband experience. To manage communications settings the S-Box is accessed via a web style interface from any connected computer.

"Wired Ocean offers a cost saving solution for our customers," comments Andrew Masson, Fishing Sales Manager, SELEX Communications. "Considering the monthly airtime contracts, VSAT or Mini VSAT is still a relatively expensive hardware option for most Fishing Vessel Owners, which is where Wired Ocean, with its higher

download speed and sensibly priced monthly usage plans makes perfect sense.

"Wired Ocean gives fishing skippers the ability to use their SatCom/TVRO system as a proper business tool," continues Masson. "High speed internet connectivity is vital for any business in today's media hungry world, where more and more business is conducted electronically. As more vessels will be installing internet because of the advent of Inmarsat 150 FleetBroadband, Wired Ocean has great potential in the fishing market."

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