



# The “Intelligent Vessel” Solution



## Business Drivers that led to the design/evolution of Intelligent Vessel:

### Communication Independence

- Satellite versatility needs to be supported and integrated
- Least cost routing (LCR) in data transfer is required
- Full IP-routing between office and vessel even through dial up connections is essential.

### H/W, Operating System & Application Independence

- New generation of Applications require flexible environment
- System availability and security is a major and critical issue
- On-line intervention must be available even at low-speed connections

### Elimination of On-Board Personal Computers

- 70% of on-board issues and down time are related to PCs
- Sparse deployment requires heavy maintenance and support
- On-Board business environment needs to be secure and stable

### Crew Welfare is becoming a business need

- Crew need to have secure access to mail and internet
- Crew Welfare applications should not interfere with business network

# The "Intelligent Vessel" Solution



## SEAMLESS OPERATION

Utilizing SUN Microsystems unique Thin Client solutions over a robust virtualized environment we achieve high security levels. No more uncontrolled PC environment that causes numerous malfunctions and operational down times.

## FLEXIBLE & VERSATILE

Designed taking into consideration all current and future maritime technology achievements, the Intelligent Vessel provides flexible configuration capabilities to depict the real operational needs of any Shipping company.

## UNIQUE COMBINED FEATURES

Combining a complete suite of on-board communication and file transfer features such as: e-mail spam filtering, transfer data size restriction policy, auto-copy of messages to designated office accounts, web-caching for broadband connections etc. And of course a detailed and complete history log and reporting.

## EXCEPTIONAL R.O.I.

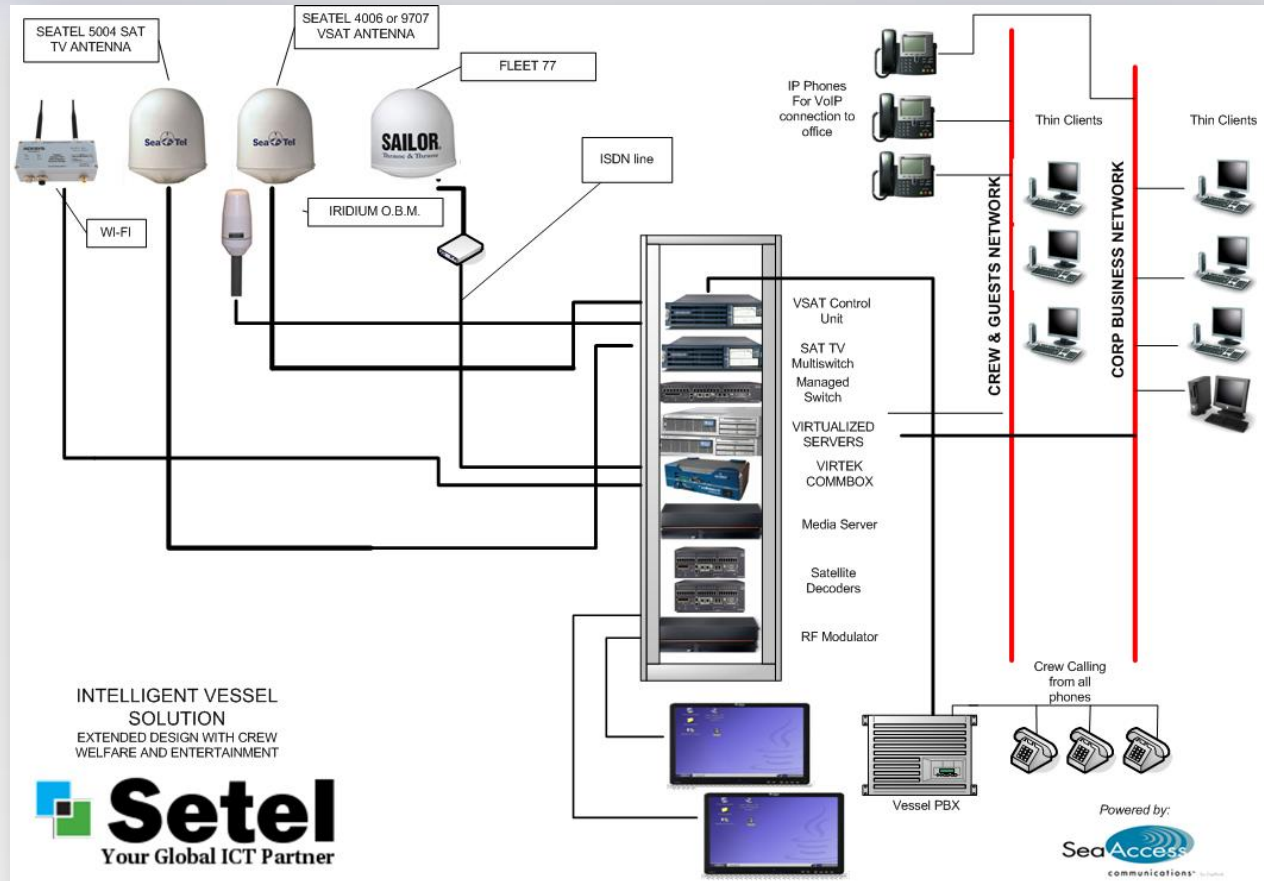
With Data LCR (Least Cost Routing) facilitation, elimination of PC usual problems, reducing down time, managing remotely the Vessel Network and improving productivity the Return on Investment is exceptional.

## ADVANCED SECURITY

Intelligent Vessel provides a totally secure environment where all corporate data are protected. Any new software installation, user modification, access rights, resources availability is remotely managed from shore.

## FIELD PROVEN PERFORMANCE

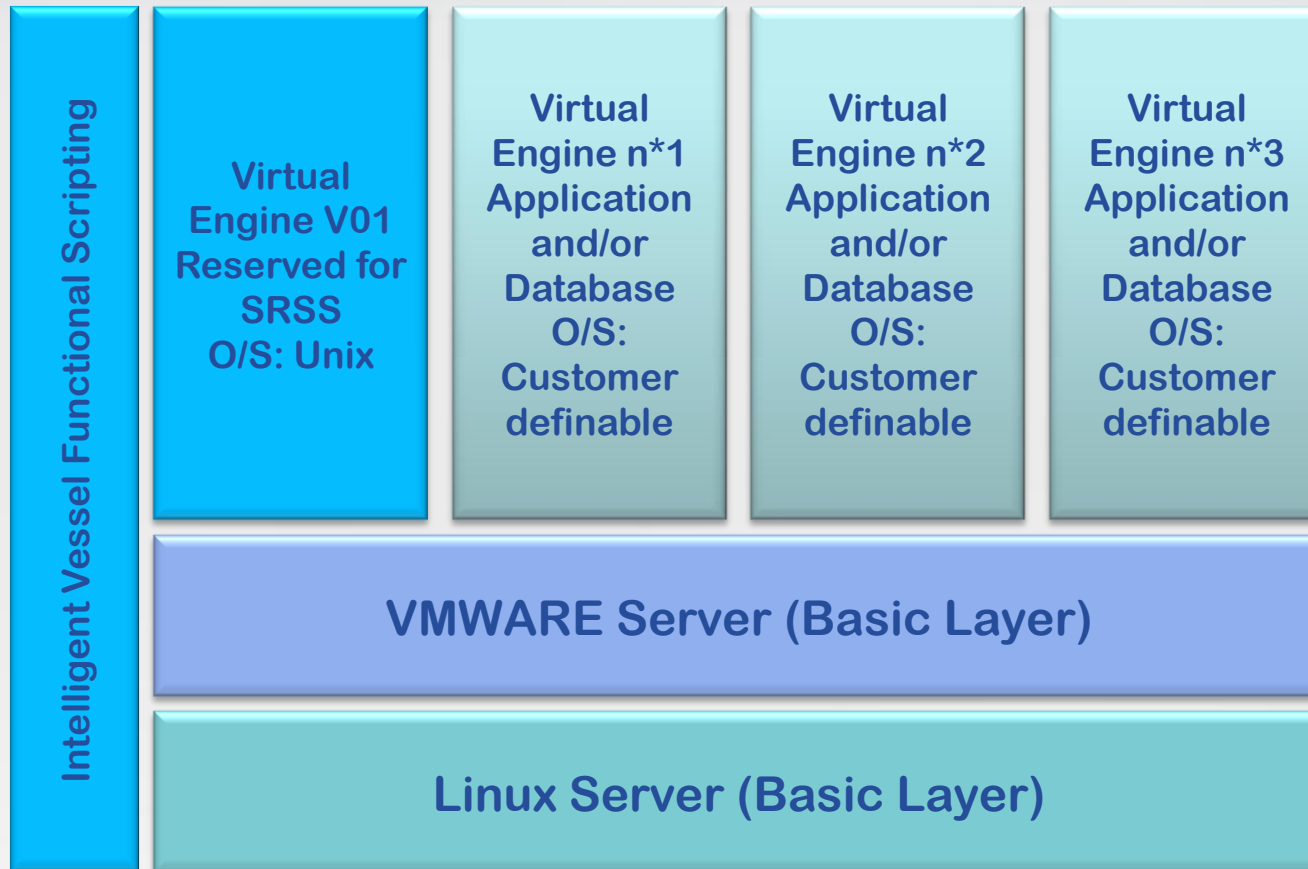
With a significant number of commercial vessels operating worldwide, the "Intelligent Vessel" solution is constantly proving its value. Customer testimonials are the live proof.



# The "Intelligent Vessel" Solution



## Logical Architecture of Intelligent Vessel Core:



*\*Virtual engines depending on Hardware resources and Application requirements*

# The "Intelligent Vessel" Solution



## Basic Hardware Components of Intelligent Vessel:

### Basic Equipment

Single or Dual server  
Configuration for adjusted  
tolerance. External HDDs  
for back-up. Communication  
Box for comms integration



### Thin Client Terminals

Sunray Thin Clients  
Three different models  
covering all needs



### Peripherals

Various peripherals  
and Network components,  
Printers, Scanners etc.



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## Feature/Benefit analysis:

Features	Benefits
Flexible design/configuration	Allows extensive customization to fit the exact functional, operational and budgetary requirements of each Shipping company of any size and any type of vessel.
Versatile Satellite Communication handling	LCR in data traffic and sophisticated compression techniques provide economy in “pay-per-usage” environments and at the same time optimize bandwidth utilization in IP fixed cost solutions (VSAT)
Multi O/S environment	Supports all commonly used Operating Systems (Windows Server 2003, 2008, Linux, Solaris, Unix etc) on the same physical equipment. Saves in hardware costs and secures investment
Secure and stable operation	Secures business environment from dangerous viruses and unauthorized access
Remote maintenance and Support	Provides real time remote access for maintenance and support thus minimizing the need for on-board attendance!

# Setel Solution creates Value!



Implementing the “Intelligent Vessel” solution gave us the opportunity to realise how a cutting edge technology solution can enable a Ship Management company to control running costs by minimizing down-time and prevent costly site visits. Data Least Cost Routing is a powerful tool that is adapting itself to any operational route by ensuring the least cost data transmission. Surely a solution that delivers whatever it promises.

*Cpt. Emmanuel Papalexis*  
*Chairman*  
*Mare Maritime Co*

“Since we have deployed the “Intelligent Vessel” solution to our fleet we have witnessed a significant improvement to the productivity of ship and shore processes and the elimination of down time. Remote management of vessel Network is seamless and efficient. The solution is easily deployed and totally configurable”

*Elias Kouros*  
*ICT Director*  
*Byzantine Maritime Corp.*

# Indicative Client List



**Diamlemos Shipping Co**



**Remi Maritime Corporation**



**BLUE PLANET Shipping Ltd.**



**Allseas Marine S.A.**



**EQUINOX MARITIME LTD**



**CHANDRIS**



**Navios Maritime Holdings**



**Seacrest Shipping Co. Ltd**

**BYZANTINE Maritime Corp.**



**Sippers Maritime Services Ltd.**



**Our solution energizes many Shipping Companies**

**It can work for *you* too!**