



Sea & Space: The changing shape of communication and data

1st CSN Greece ICT Conference

George Zervos- Head of Sales

1964



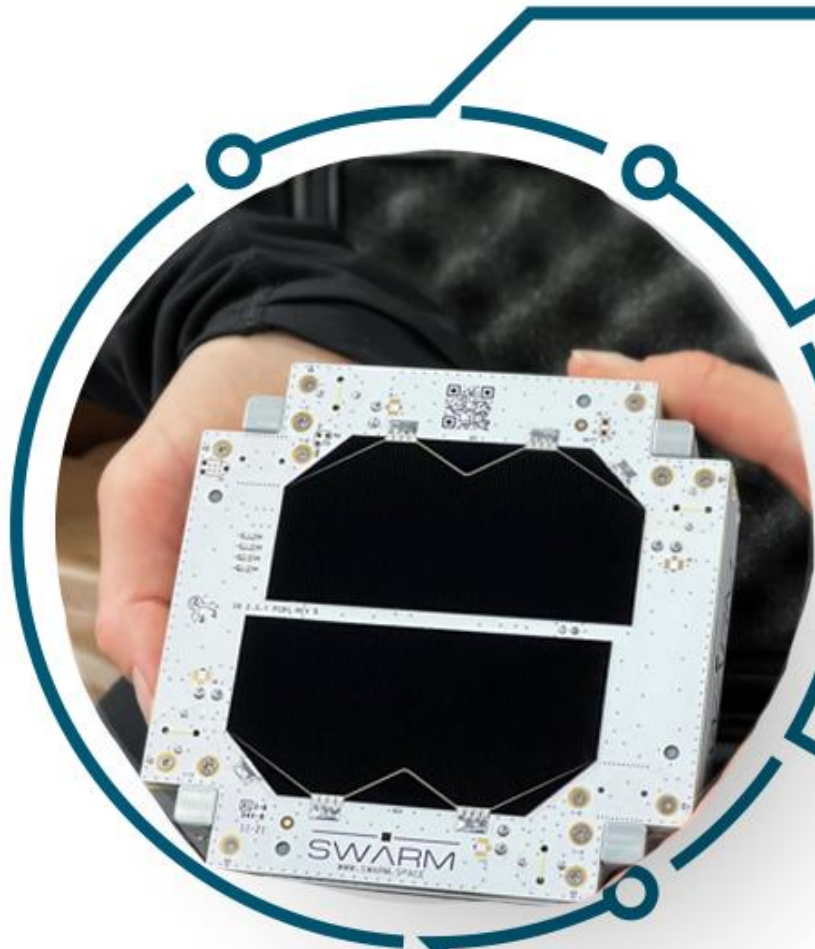
1964



1993



Swarm Satellite



Size

Latency

Speed

Price

2022



Satellite industry impacting shipping

- 7000 satellites in space (not all comms satellites, and thousands are redundant already posing safety issues)
- Characterised by restructuring, heavy financing, mergers,
- 39,700 vessels with VSAT
- 47,000 vessels with L-band
- 80,000 with minimal connectivity (low speed/no voice services)



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Increased connectivity

- Linking 5G networks with satellite connectivity
- Edge computing to reduce data transfer

New opportunity

- Ship to port (just in time)
- Port collaborative decision making
- Charterer demands



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Digital services are connecting new partners

- Create collaboration with data sharing.
- Systems such as TM Synergia brings together processes and resources to create flexibility.
- Fleet and vessel monitoring and performance now a readily accessible tool (but be wary of market options).
- Security remains top priority
 - Security creates trust. Trust is everything.
 - Security creates better collaboration (the word of 2022 in maritime).
 - Trust and collaboration creates opportunity.



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