



Key benefits

- 1 Simultaneous voice and IP data at up to 100kbps
- 2 Compact, low-cost antenna
- 3 Flexible airtime plans
- 4 Free 505 emergency calling
- 5 Wi-Fi capability to connect smart phones and tablets
- 6 Easy to install and use

Fleet One case study

Connectivity for smaller vessels

Fleet One is Inmarsat's entry-level service, designed to bring satellite communications into the reach of anyone who goes to sea.

Fleet One delivers simultaneous voice and IP data at up to 100 kbps to vessels when they move outside MF/HF radio and GSM coverage. As such it is ideal for fishing and leisure customers looking to access the internet and make and receive calls whenever they want, and on a budget.

The service is delivered using the Inmarsat I-4 satellites over the world's most reliable commercial L-band satellite network, maintaining over 99.9% availability.

This case study spotlights the Fleet One Coastal plan, which offers connectivity in key coastal regions and is ideal for leisure and regional fishing boat operators looking to stay connected without having to worry about cellular coverage or network roaming charges.

A choice of airtime pricing makes Fleet One affordable and flexible. There is no need to commit to a lengthy contract and occasional users can suspend the service out of season.

Fleet One Coastal is available to vessels under 500 gross tonnage.

"For me, Fleet One is the perfect match between terminal and airtime cost and the quality and services available."

Manuel Laranga Sanles, Owner,
Vidiña Pesca



Keeping the Rinchador Riveira connected

Manuel Laranga Sanles, owner of fishing company Vidiña Pesca, has been fishing off the coast of Galicia in the northwest of Spain for over a quarter of a century.

In that time the industry has undergone enormous change, not least in the level of regulatory controls, and for Manuel and his fellow fishermen going without access to reliable communications is simply no longer an option. Internet and email are indispensable working tools – and patchy, limited-range marine radio and cellular networks are not up to the job.

Manuel had been using various Inmarsat services onboard his 92 ft (28 metre) trawler Rinchador for four years before Inmarsat introduced Fleet One as a more flexible, cost effective solution for seasonal low data users.

“We were looking for a terminal with enough bandwidth but with a lower monthly fee,” he explained. “I knew I wanted to stay with Inmarsat because of the reliability of the network and the wide range of terminals available.”

Local Inmarsat service provider Satlink S.L. installed the 32cm diameter antenna and compact below deck unit in February 2017, taking just a couple of hours, so there was no disruption to the Rinchador’s daily trips out to fish in the North Atlantic. With plug

and play functionality, Manuel was instantly able to get back online, using Fleet One in a range of ways, from weather forecast and routing apps to keeping up with business emails and negotiating a better deal on a catch by contacting the market before returning to port at Riveira A Coruña.



Crucially, constant connectivity allows him to meet European Union fisheries controls regulations requiring vessels to electronically report catch, landing, sales and transshipment data. ERS rules now state that a daily catch estimate must be transmitted before a vessel docks.

It’s not just the captain who benefits. For Manuel’s five-strong crew, having Fleet One onboard means they are not out of touch with home for the long hours they are at sea.

“Not being isolated is the best benefit satellite communication offers,” says Javier Andrés Lois, Regional Sales Manager for

Value-added features

- Built-in firewall
- Built-in Wi-Fi for wireless mobility and smartphone applications accessibility
- Built-in web console
- Data connection on/off control via external remote switch
- Radio silence
- Satlink TrackIT (optional)
- Satlink Firewall (optional)
- Free mobile app for alerts when moving out of or into Coastal plan coverage areas

Satlink, which serves a large number of fishing vessels and fleet customers. “Not only for work applications such as weather forecasts or ERS transmission, but also to keep you in contact with home, and the comfort that comes with knowing you can call if any problem occurs.”

And if the worst happens and they require emergency assistance, all they need to do is dial 505 free to get straight through to a Maritime Rescue and Coordination Centre (MRCC).

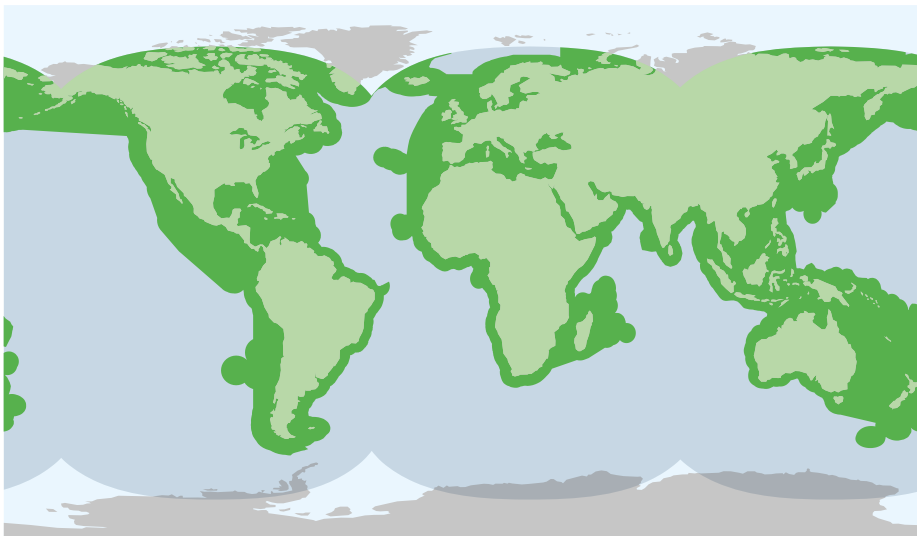
Fleet One has enabled Manuel to halve his monthly airtime bill on the prepaid plan while still accessing all the services he needs. “I’ve not had any problems but I know Satlink is always available should I need support, and they have a good technical service distributors network all along the Spanish coast if I need spares.

“For me, Fleet One is the perfect match between terminal and airtime cost and the quality and services available.”

About Satlink S.L.

Satlink manufactures and supplies satellite communications solutions across maritime, land and aviation sectors, with customers including governmental agencies, media organisations, non-profits, energy companies, merchant fishing fleets, recreational yachts, and safety and rescue services. Established in Madrid, Spain in 1992, it also has offices in Vigo, Equador, Fiji and the Seychelles.

Coverage



 Voice and data  Voice only

This map depicts Inmarsat’s expectations of coverage, but does not represent a guarantee of service. The availability of service at the edge of coverage areas fluctuates depending on various conditions.

inmarsat.com/fleet-one

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