



Ocean Alert Newsletter

<http://ssas.satamatics.com>

Issue 3

20 May 2004

Ocean Alert Continues to gain Class Society Approval

The list of Class Societies that have awarded Ocean Alert approval as a certified SSAS solution continues to grow. We have now received approval from NK, BV and CCS to add to those already awarded.

The addition of these Type Approvals re-enforces our vision of providing the most cost-effective SSAS solution for the maritime market that is also recognised by all of the major Class Societies.

C and Mini-C Facts and Fiction

Owners are coming under continuing pressure to purchase an SSAS solution to comply with the regulations that come into force on 1 July 2004. It is therefore very tempting to opt for what appears to be the cheapest solution in the market – C or Mini-C. Unfortunately, they may not realise the real cost of ownership until after they have purchased the system.

You should ensure that your customers ask the right questions – *have them insist on being given the full facts* – before committing to an SSAS solution. Compare these facts with Satamatics Ocean Alert.

What are the charges for the SSAS Service?

Fiction

“There is no monthly subscription fee.”

Fact

There may not be a monthly subscription fee but there is a per message cost that must be considered. A C based SSAS Alert or Test Alert is sent via email and/or SMS and could cost up to US\$3.00 for each message sent with the maximum of 3 recipients.

What additional value does the SSAS System add in meeting the IMO regulations?

Fiction

C terminal manufacturers declare that C offers “flexibility” in routing SSAS Alerts according to Flag Administration procedures.

Fact

The C SSAS Alert is no more than a message routed via email or SMS and limited to 3 recipients. There is no other value added. Changes to the message, including addressees, must be made on board the vessel therefore “flexibility” is questionable. In addition, any Test Alert “actually transmitted” would be routed to the same addressees whether they wanted them or not.

What kind of vessel tracking is available with SSAS?

Fiction

Optional fleet tracking software is available for C, which will add enhanced Vessel Monitoring System (VMS) possibilities.

Fact

Vessel tracking uses the C Data Reporting Service. To view tracking information requires a WEB-based service provider with a per terminal monthly subscription fee or an annual licensing fee for a stand alone, desktop, single user tracking application.

There is also an additional charge for each position report. As this VMS system is completely independent of the SSAS Alert, there is no correlation between the tracking information and a received Alert. The Alert does not automatically change the reporting rate. There is no centralised workstation for administrating SSAS Alerts and Test Alerts and resetting the Alert once a positive indication that the security situation has been resolved.

Continued...

Make the Comparison

Is the owner willing to pay for the lack of flexibility?

The Ocean Alert basic service package includes *real flexibility* for distributing SSAS Alerts:

- ❑ 5 email addresses with an additional option of 3 SMS mobile numbers for each vessel and the ability to exclude addressees from receiving test messages.
- ❑ Addresses are assigned and administered at the owner's facility by an authorised official of the company. There is no need to visit the vessel to update information.

Can the owner justify minimising testing to reduce the cost of Test Alerts and accept the associated risks?

The Ocean Alert basic service package includes all alerts and free testing, not just a test of the Alert switch or the on-board hardware, but a full end to end, over the air test. ***There is no need to compromise security.***

Does the owner want an integrated solution or a piece of hardware?

Ocean Alert provides the owner with a true SSAS system. It is designed to actually administer and deal with real security situations for a controllable, flat low cost. From the automatic increase in position reports to the remote reset of an actual security alert, Ocean Alert gives the Company Security Officer an automated monitoring system for meeting IMO regulations and an invaluable security tool.

News from the Website

If you haven't had reason to visit the website lately, you may not have noticed the significant changes that have taken place.

- ❑ Owners now have the ability to invite users to either view or manage their fleets.
- ❑ All tracking history may be directly exported to a CSV file thus allowing the owner to import the data into a local mapping tool or to retain it for historical purposes.
- ❑ Emails now allow for the inclusion of the IMO and MMSI information if this has been entered in the vessel details.
- ❑ Emails now contain a "Message" field that allows owners to include additional information that may be required by individual Flag States (e.g. Emergency contact details).

These changes ensure that we continue to remain ahead of the competition by providing a flexible and cost effective end-to-end solution for vessel owners.

Ocean Alert Demonstration Site

Satamatics recognises the need for potential customers to try before they buy. We have therefore created a special user profile for anyone wishing to visit our website and see for themselves how easy it is to manage their vessels. If you or your customer wishes to try this then please visit the Ocean Alert micro site and follow the link to the on-line demo:

<http://www.satamatics.com/ssas/index.htm>

Sea Trials Verify GMDSS Coverage

Independent sea trials were successfully completed in April with Ocean Alert to verify the system use above 77 degrees latitude.

Ocean Alert uses the powerful SAT-101 D+ satellite transceiver and is therefore able to operate at negative angles of inclination to the Inmarsat satellites.

The sea trials were conducted at 3 degrees elevation to the satellites with sea conditions measured at 10-degree pitch and 15-degree roll. This verified Ocean Alert's coverage to be in excess of the recognised GMDSS (A3) coverage area.

Praise for Ocean Alert

It's always good to hear from a satisfied customer, particularly when his comments reinforce our core values.

"We were attracted by the robust simplicity of Satamatics' Ship Security Alert System. Overall, Ocean Alert is a good option, simple to install and economical to operate, and ultimately capable of providing us with an operational overview of our entire fleet."

*Roy Webb, Marine Operations Manager
Crescent Group*