

## Blue Ocean Wireless penetrates Cypriot market

Dublin-based Blue Ocean Wireless (BOW) has seen a steady uptake of its GSM communication services by the merchant maritime sector since its launch in March 2007. In the past three months the company has recruited two Cypriot shipmanagers, Admibros Shipmanagement and Dobson Fleet Management, which will increase its current user fleet of 150 vessels by 13 containerships and tankers initially, with the possibility of further vessels in the future.

The new additions to BOW's client list are particularly important since they mark the company's entry into the Cypriot shipmanagement market, which it believes to be one of the world's most important shipping hubs.

'We are delighted that both Dobson and Admibros have joined Blue Ocean Wireless as customers,' says sales and marketing director Julian Lynn. 'We have a rapidly growing customer base and continue to make strong progress since our foundation less than one year ago. We look forward to adding further Cypriot ship managers and operators to our growing client based during 2008.'

Employing partner Altobridge's patented technology, BOW's GSM solution enables vessel crews to use their existing mobile



phones for voice calls and SMS text messages in exactly the same way that they would do in port or on land, and it has plans to add email and internet capability in the long term. When at sea, the service operates using the vessel's onboard Inmarsat system to connect to a land-based wireless network. The pre-paid SIM cards automatically disable when a land-based GSM mobile network is detected, thus remaining cost effective.

The service is extremely useful since it enhances crew welfare by increasing seafarer privacy during communication

with friends and family.

Chris Christofides, Admibros fleet director said, 'The Blue Ocean Wireless service separates crew communication from ship's business calls and allows crew for the first time ever to receive incoming calls and SMS on their mobiles. The solution also prepares us for the future since we will proceed with the Fleet Broadband upgrade.'

DFM's managing director, Peter Waller, commented, 'This will provide our crew, who are our greatest asset, an easy and affordable way to stay in contact with family and friends.'

## Veson Nautical

US-based maritime software developer Veson Nautical is on the verge of releasing a newer version of its flagship Integrated Maritime Operations System (IMOS). The software, which consists of three core modules – chartering, operations and accounting – facilitates the flow of information

from ship to shore by synchronising emails and providing users with templates for their reports.

'Version six of our IMOS system will be out in June,' company president John Veson revealed to Seatrade. 'The trend towards increasing bandwidth means that many companies now find it a viable option to auto-update software.'

'This version has the capability to automatically update itself provided the user has sufficient bandwidth – currently a 77gigabite connection,' he explains. 'It moves away from the traditional scenario where a technician is required to physically visit a vessel in order to update its software.'

### ADVERTISERS INDEX

<i>Company name</i>	<i>Page no</i>	<i>Company name</i>	<i>Page no</i>	<i>Company name</i>	<i>Page no</i>
Aabenraa Motorfabrik Heinrich Callesen A/S	49	Golden Harvest Shipping Service Co Ltd	91	Posidonia Exhibitions SA	20
ABB Turbo Systems Ltd	2	Hanjin Shipping Co Ltd	36	Posidonia Today	22
ABS Consulting	IFC	IMMARBE	52	Primar Stavanger	47
Advanced Polymer Coatings LLC	7	International Registries Inc	52	Sea Asia	28
Alfa Laval	24	Islamorada International SA	78/81	Sea Japan	80
Ameaster Shipping & Trading Co SRL	70	Jets Vacuum AS	42	Seatrade Anatomy of Shipping	76
Bahamas Maritime Authority	54	Jotron Electronics AS	26	Seatrade Asia Awards	56/57
Barbados Ships Registry	50	Jotun Marine Coatings	79	Seatrade Asia-online	74
Blue Ocean Wireless Ltd	4	Korean Register Of Shipping	8	Seatrade Awards	72/73
BW Technologies	25	Krystallon Ltd	34/35	Seatrade Middle East Maritime	64
CC Jensen AS	42	Lloyds Register EMEA	OBC	Ship & C.R.E.W.	62
Chris-Marine AB	26	MAN Diesel A/S	3	South Of England Services, LC, The	50
Connecticut Maritime Association	86	Marine Technical Services Co	68	STX Shipbuilding Co Ltd	10
Det Norske Veritas	12	MESCO	68	Thomas Gunn Navigation Services	89
Doris & Naess	19	Middle East Workboats	14	Thrane & Thrane A/S	87
Drydocks World	40	Mitchell JR Shipping Agency	60	Union Naval De Barcelona SA	74
EMS Ship Supply (Norway) AS	48	Morgan & Morgan	54	Vanuatu Maritime Services Ltd	48
Fincantieri Cantieri Navali Italiani SpA	18	Naggar Shipping	66/67	Veson Nautical Corporation	86
Furuno European Branch Office	85	Napa Ltd	42	Viking Life Saving Equipment A/S	70
G J Wortelboer Jr BV	48	NICO	IBC	Wartsila Corporation	1
Gibraltar Tourist Board	30	Ocean Express Agency	58		