

7th Maritime Communications & Technology

14th – 15th March 2012, Singapore



Justifying the Costs and Delivering Returns Following the latest developments in Broadband Technology

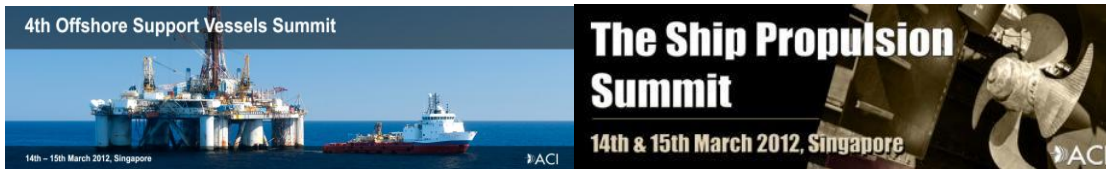
ACI's 7th Maritime Communications & Technology Summit will focus on the latest developments in broadband connectivity for your fleet. With special attention put on the new **technological developments**, the summit will examine how their use can help you **maximise operational efficiency**. Learn from **case studies** and **success stories** to determine how your ICT investment can **improve overall fleet performance, crew quality and satisfaction** and **safety/security** for your vessels.

THE AGENDA

Throughout the 2 days you will have the opportunity to hear from your industry peers and discover the hottest developments in the Maritime Satellite Communications:

- Discover the latest developments in Satellite Broadband Technology
- Analyse market trends to determine the most cost-efficient IT investment
- Examine solutions to the technical issues associated with Satellite Communications
- Hear successful case studies of integrated IT and Broadband solutions
- Consider ways to monitor and control your crew's internet activity
- Learn about advanced ship-management and ERP applications
- Determine the advantages of Broadband and satellite communications for safety, security and crew retention

THIS EVENT IS CO-LOCATED WITH



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SingTel

Who will attend?

Delegates will be drawn from ship owning and ship managing companies and include: **Directors and Managers of IT and Information Systems, Communications, Operations and Fleet Managers as well as Chief Information Officers and Managing Directors**. The event will also be attended by ICT organisations showcasing the latest cutting-edge technologies.

For more information or to register for this exclusive event,
Contact Mohammad Ahsan at +44 207 981 2503
Or email : mahsan@acieu.net

OPPORTUNITIES TO MEET YOUR TARGET AUDIENCE

Companies can gain direct access to our senior level audience and have an increased level of visibility through branding and networking at the conference. For information on available sponsorship and commercial opportunities, please contact **Hubert Sosnowski** on +48 616 46 9780 or email hubert@acieu.net

CONFIRMED SPEAKERS INCLUDE:

Henrik Hyldhan
CIO
Eitzen Group

Adonis Violaris
Group Marketing and
Communications Director
Bernhard Schulte
Shipmanagement

Michael Janich
CIO
Fleet Ship

Pradeep Naik
Technical Manager
SE Ship Management

Ajay Yamdagni,
Deputy General Manager,
Socatra Singapore

Mohamed Zaitoun,
Fleet Marine Technology
Superintendent,
United Arab Shipping
Company

Dominic Ng,
Director Maritime Software
South Asia / Oceania,
Germanischer Lloyd

In Conjunction with

The 12th edition of



Shipbuilding & Marine • Workboat • Offshore

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DAY ONE: 14th March 2012

08.00 Registration and Coffee

09.00 CHAIRMAN'S WELCOME

Minerva Alfonso, Asia-Pacific Director, **Overseas Shipmanagement**

09.10 CONFERENCE PRESENTATION

Internet Onboard – Flat Rates at Last

- Why we need internet onboard
- Advantages and disadvantages of broadband at sea
- Inmarsat vs. VSAT – VLA vs. Flat rates
- Global Xpress I-5 Ka Band: Shall we wait for it?

Adonis Violaris, Group Marketing & Head of Communications, **Bernhard Schulte Shipmanagement** & Director, **Telaccount Overseas**

09.50 CONFERENCE PRESENTATION

Understanding Market Developments in the Satellite Communications Sector

- Ku vs. Ka Band: Global Xpress and the 50 mbps
- Inmarsat and its distribution partners
- The developments of the VSAT community

Alan Gottlieb, Managing Director, **Gottlieb International Group**

10.30 Morning Refreshments & Exhibition Showcase

11.00 CONFERENCE PRESENTATION

An IT Director's Case Study: Fleetbroadband

- Installation costs
- Managing data transfer costs
- Connectivity and troubleshooting

Jerry Ling, Sales Manager, Communications, **MT-Marine Technologies**

11.40 CONFERENCE PRESENTATION

An IT Director's Case Study: VSAT

- Justifying the cost of investment
- Exploiting always-on Internet access
- The long-term vision

Senior Representative, **Nordic Singapore**

12.20 Lunch

KEYNOTE ADDRESSES

13.40 – 15.00

13.40 WHAT IS TO COME FOR THE SHIPPING INDUSTRY? SHORT & MEDIUM TERM OUTLOOK

Mehernosh Shroff, CEO & Chief Engineer **Seaworthy Shipping**

14.00 PANEL DISCUSSION:

- Analysis of the key issues that the shipping industry faces today
- What can be understood from the current Asian market?
- What assumptions can be made looking at the global market as a whole?

PANELISTS:

- **Adonis Violaris**, Group Marketing & Head of Communications, **Bernhard Schulte**
- **Satnam Singh Kumar**, Managing Director, **V.Ships**
- **George Horsington**, General Manager, **Swire Pacific Offshore**.
- **Venkatraman Sheshashayee**, Executive Director / Chief Operating Officer, **Jaya Holdings Limited**

14.40 Regulatory Response:

- Addressing the contributing factors that have led to change
- What can the Shipping industry expect from the various regulatory bodies in the future

15.00 Afternoon Refreshments & Exhibition Showcase

15.20 CONFERENCE PRESENTATION

Monitoring the Crew's Internet Activity

- Ensuring your crew's internet activity is in accordance with company policy & legal requirements.
- How much access is too much access? Firewall/gateway protections
- Safeguarding against internet threats. Choosing the appropriate middleware.

Capt. Siddhartha, General Manager Global Fleet Personnel, **Univan**

16.00 "Interactive" ROUNDTABLE DISCUSSIONS

Topics to be covered include:

TABLE 1: Remote IT Management: Maritime ICT Solution

CHAIR: Tan Tian Seng, Director for Satellite Capacity Planning, **SingTel**

TABLE 2: Ku vs. Ka Band

CHAIR: Alan Gottlieb, Managing Director, **Gottlieb International Group**

16.40 Roundtable Summary

17.00 Chairman's Summary & End of Day One

18.00 Drinks Reception

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DAY TWO: 15th March 2012

08.30 Registration and Coffee

09.00 CHAIRMAN'S OPENING ADDRESS

Minerva Alfonso, Asia-Pacific Director, **Overseas Shipmanagement**

09.10 KEYNOTE ADDRESS

Looking into Performance Monitoring and Real Time Analysis

- KPI benchmarking across the fleet
- Optimising your IT system for decision making
- Real time KPI comparison across sister vessels
- KPI's analysis for determining the return on your ICT investment

Dominic Ng, Director Maritime Software South Asia / Oceania, **Germanischer Lloyd**

09.50 CONFERENCE PRESENTATION

Discovering Ship Management and ERP Developments

- Transferring and analysing Relational Databases
- Ripping the benefits of remote ship management applications
- Advanced ERP software

Mark Ravi, Head of Sales Asia, **BASS Software**

10.30 Morning Refreshments

11.00 CONFERENCE PRESENTATION

Understanding ECDIS, E-Navigation and STCW

- ECDIS: Advantages and Crew Training.
- Updating maps, gathering weather and positioning data for operational efficiency
- Using Broadband to meet STCW training requirements
- E-Navigation: How and why?

Steven van de Schootbrugge, CFO & MD Asia, **Chartworld**

11.40 "Interactive" ROUNDTABLE DISCUSSIONS

Topics to be covered include:

TABLE 1: The Benefits of Crew Internet Access
CHAIR: **Satnam Singh Kumar**, Managing Director, **V.Ships Asia**

TABLE 2: Performance Monitoring
CHAIR:

12.40 Lunch

14.00 Summary of Roundtable

14.20 CONFERENCE PRESENTATION

Ship to Port Communications

- Optimising ship to port communications
- Avoiding excessive paperwork
- Planning ahead resources, maintenance supplies and space availability

Henrik Hyldahn, Chief Information Officer, **Eitzen Group**

15.00 CONFERENCE PRESENTATION

Exploring Advanced Automation Systems

- Automation systems for improved operational efficiency. Enabling remote support
- Optimising automation systems' performance through your IT networks: Diagnostics and assistance
- Instant data transfer for performance monitoring.
- Addressing safety issues: By-passing the human factor

Pradeep Naik, Technical Manager, **SE Ship Management**

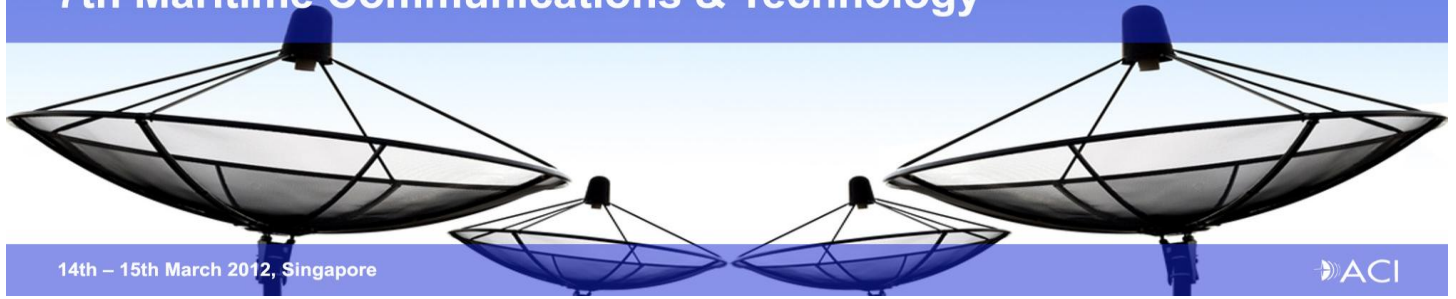
15.40 Chairman's Summary

15.50 End of Conference

Researched & Produced by



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5 EASY WAYS TO REGISTER

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TERMS AND CONDITIONS

How to Register

Registrations must be received in writing or electronically at our secure web site. Please complete and mail or fax a copy of registration form with a cheque or credit card number. Fee includes program materials, continental breakfast, networking luncheon and refreshments.

Payment

Payment must be received within five business days of returning the signed contract. After receiving payment a VAT receipt will be issued. If you do not receive a letter outlining details two weeks prior to the event, please contact the Conference Co-ordinator at ACI Europe Ltd.

Discounts are available for multiple/group bookings. Please call +44 20 7981 2503 for more information

Cancellations

Substitutions are welcome up to 24 hours prior to the event. Cancellations must be received in writing no less than 3 weeks prior to the start of the conference; a full credit voucher towards a future ACI conference will be issued. Any cancellation received less than 3 weeks prior to the start of the event shall be deemed to be a breach of this contract by client, and accordingly, no credits will be given. Cancellations must be received in writing by mail or fax three weeks before the conference. Thereafter the full conference fee is payable. If for any reason ACI Europe Ltd decides to amend, cancel or postpone this conference, the conference fee will not be refunded. Furthermore, ACI Europe Ltd will not be responsible for covering airfare, hotel or other costs incurred by registrants. In the event that ACI Europe Ltd cancel or postpone the event, ACI Europe Ltd reserves the right to transfer this booking to another conference to be held in the following twelve months, or to provide a credit of an equivalent amount to another conference within the following twelve months. The construction, validity and performance of this agreement shall be governed in all respects by the laws of England to the exclusive jurisdiction of whose courts the Parties hereby agree to submit.

About ACI

ACI, a UK owned company, have been running successful conferences for the last 14 years in the USA. Headquartered in Chicago with offices all around the States, they run forums in varied fields and are market leaders in Healthcare business conferences. Opening their European head office at the end of 2005, they have expanded rapidly and are launching a series of events covering emerging markets, the maritime industry and now the pharmaceutical industry.

Venue:

Marina Bay Sands

Sands Expo and Convention Centre

10 Bayfront Avenue

Singapore 018956

Tel: +65 6780 4648

The cost of accommodation is not included in the event fee.

Preferential rates will be arranged with or near the event venue, and all confirmed delegates will be given details of how to book accommodation at this rate in due course.

Prices and Payment Information

Conference (Includes Documentation Packet)

Documentation Packet

DATES OF CONFERENCE

Copies of all conference proceedings

£1,495 (ex. VAT)

£395 (+£25 P&P)

Documentation Packet Available

You can purchase the 7th Maritime Communications & Technology papers at just £395 (+£25 P&P). Simply tick the box on the booking form, send it with payment and your copy will be on its way to you after the meeting. This important manual will be a source of invaluable reference for the future.

Discounted Registrations

Members and customers of all supporting organisations are entitled to a discount on their conference package.

For more information please call +44 20 7981 2503

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