

CASE STUDY

CHALLENGE

Upgrade connectivity to support Briese's smart shipping strategy and ensure its new and existing fleet are connected to shore 24/7.

SOLUTION

Briese is engaged on a global roll-out of the Globecomm VSAT system across its owned and managed fleet, upgrading its L-Band systems. Using Globecomm Nimbus together with its Cirrus shoreside portal enables Briese to deploy specialized applications, such as crew access, segregating network traffic and employing performance monitoring and enhanced safety services in a secure cyber environment.

BENEFITS

- Globecomm VSAT is a high capacity end-to-end VSAT service integrating premium shipboard hardware and monitoring tools to provide maximum service performance across the broadest coverage footprint.
- Crew access is prepaid via the Nimbus smartbox and the service supports a full 'Bring Your Own Device' experience via selected Wi-Fi Access Points.
- Added value services include firewall and content filtering, advanced email management, a prepaid crew management portal, with proactive network monitoring with 24/7 global support.
- Using the Nimbus smartbox enabled Briese to automatically updating ECDIS navigation chart data with specially-defined firewall permissions.

► Globecomm VSAT Does the Heavy Lifting on Briese Schiffahrts Fleet Expansion

Pioneer in provision of crew welfare services has turned to long term connectivity partner for high throughput satcoms on its new and existing fleet

Briese Schiffahrts is a company with a vision, expanding its management of specialist project cargo and heavylift ships in support of ambitious fleet growth plans. To support its smart shipping strategy and ensure its new and existing fleet are connected to shore 24/7, Briese selected the global Ku-band VSAT service from Globecomm Maritime.

A Trusted relationship

The working relationship between Globecomm and Briese goes back 16 years to provision of the first narrowband satcom systems and has relied since then on consistent service provision, competitive pricing and strong after sales support. As technology has evolved, through higher speed L-Band systems to the supply agreement for the VSAT service, Globecomm has remained a trusted partner.



Briese's crew communications strategy goes back some years to a decision that welfare services are vital to attracting and retaining good crew.

"Our communications strategy goes back some years to a company meeting that discussed the challenge of attracting and retaining good crew," says Holger Borchers, IT-Manager at Briese Schiffahrts. "Nowadays you hear this story widely, but back then there was less recognition that it was about more than just the salary, we had to improve crew welfare by keeping them in touch with their friends and families."

Briese operates sophisticated multi-purpose vessels, some with heavy lift capacity and moveable decks, a task that is carried out by the crew not by stevedores, meaning it must acquire and retain well-trained and highly competent sea staff.

Getting Crew Onboard

From the first installation, Briese crew saw the value in the technology, prompting successive upgrades to meet the growing demand for bandwidth. Crew internet access is included as a benefit in kind, with Briese paying the airtime bill and issuing vouchers for crew with unlimited data, subject to a fair use policy.

"My argument to management has always been this: don't think of it just as a cost, think of it as being an additional seafarer onboard who takes care of the welfare of the other guys," Borchers adds. "Having Globecomm VSAT onboard makes managing demand for crew and our business communications simpler and more efficient."

Globecomm VSAT is a high capacity end-to-end VSAT service integrating premium shipboard hardware and monitoring tools to provide maximum service performance across the broadest coverage footprint. Built, managed and supported by Globecomm, the service supports a broad range of digital shipping applications over a robust, scalable, managed network designed specifically to deliver shared services and private networks to customers in maritime and energy markets.

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Delivering Specialist Applications

Ship-shore connectivity is not all about crew welfare; Briese's specialist vessels are also driving increasing demand for applications such as navigation chart data, with use of other applications expected to increase in future.

Using Nimbus together with its Cirrus shoreside portal, enables Briese to segregate network traffic and employ performance monitoring and enhanced safety services in a cyber secure environment. Working with the Globecomm development team in Munich, Briese has developed a system

for automatically updating ECDIS navigation chart data with specially-defined firewall permissions.

Using Nimbus also means that whenever Briese needs to install a new PC it can be pre-configured and delivered ready to use, avoiding the need to follow complicated network or software set-up by the crew. Describing Briese as 'a large fleet with a small IT department', Börchers says the company's aim is to get all its ships visible on the Cirrus portal so it can recognise any problem with communications or software.

Creating Increased Visibility

"When you have a fleet of 132 ships you need visibility. The next step will be for us to have better access to the vessel systems. It's hard for a small IT department to monitor everything that is happening but we want to be able to respond not just after we are aware of any potential problems."

Asked what he would like to see from vessel communications in future, Börchers mentions the usual items of better value and higher bandwidth but he says the over-riding need is for better access to Briese's assets, supporting smarter shipping.

"For us the target is to make it possible to connect vessels in real time to the office using our in-house software solution. With higher quality and more reliable VSAT bandwidth we would like to see that available to vessels at sea. That's the next step; to be truly online in real time."

Supporting a Global Roll-Out



Porthos is one of the first four sisterships (together with D'Artagnan, Aramis and Treville) built for Briese at Zhejiang Zengzhou Shipyard which will feature the Globecomm Ku-band VSAT service.

Long-time Globecomm customer Briese Schifffahrts is undertaking a program of fleet renewal, constructing a series of eight 'Open Top Eco 5000' multi-purpose vessels, designed to consume 30% less fuel but with increased crane and cargo capacity.

The first of four ships was christened in mid-April 2018 at Zhejiang Zengzhou Shipbuilding Co with three more of the 90-meter long, 3415gt, Dutch flag, ice-class 1A ships slated for delivery later this year. Another newbuilding, the project cargo carrier *BBC Russia* — a sistership to the 12,500-dwt *Jan* — was delivered from Jiangsu Hongqiang Marine Heavy Industry in April 2018.

Briese is engaged on a global roll-out of the Globecomm VSAT system across its owned and managed fleet, upgrading L-Band systems on a continuous basis to around 60% of vessels to date.

The Leer-based owner assumed management of six craned project cargo vessels of 12,780dwt in 2015 and 2016 and a further four vessels of this type were taken over in March and April 2018, which will also be equipped with Globecomm VSAT.

All the vessels feature a combination of Sailor 900 VSAT terminal, one or more Iridium OpenPort L-Band as a back-up and the Globecomm Nimbus network management 'smartbox'; Briese will enjoy unlimited data for enterprise users and crew members.



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