



Islander August 2009 Technology Update

Monaco Show Preview: QS87

The show season starts again next month with the Monaco Yacht Show from 23rd to 26th September, followed by Fort Lauderdale at the end of October, METS with the Super Yacht Pavilion and Global Super Yacht Forum mid November and the Antigua Charter Show in early December.

All these shows have become the de facto established shows in our calendar and we will be present at all of them, so please come and see us. We currently have free tickets, so contact us early if you would like one.

Communications Focus

Every modern luxury yacht thrives on good communications systems. As industry award winners we have taken note of the leaner economic climate and will be focussing at Monaco on how to maximise cost effectiveness in communications.

We will be launching our new, ultra flexible family of VSAT services, designed by us with MTN. These services are only available from e3 and e3 Partners. The services provide the flexibility of very short or long term contracts, bandwidth options and upgrades, guaranteed or shared, contract holidays, coverage options, buy or lease, remote and on-yacht support, all with exclusive local support from e3 and e3 partner offices in the Med and Caribbean.

Together with our VSAT satellite broadband services we will also be launching our upgrades to our Inmarsat Fleet Broadband services from Stratos on the Fleet 500, 250 and now on the tiny new 150. We have a number of cost control monitoring tools with our Fleet Broadband services.

Due the issues with excessive GSM roaming charges which has created the new term "Bill Shock" our unlimited, "Cadiz to Trieste", 3G services has gained a certain notoriety this summer, as reported in the July edition of Dockwalk . Our service, when used correctly, removes the GSM roaming costs when in Spain, France and Italy. Also in our portfolio of communication cost saving solutions we will be showing our e3 Service Selector which controls access to all the various communications devices used on a yacht including VSAT, Fleet Broadband, 3G, WiFi etc. The Selector is programmable to control who can do what when different communications devices are connected. For example, it will only allow email access if the Fleet device is currently connected or a 3G card is roaming.

Due to the way GSM roaming charges work it is not possible to get an excessive usage alarm when roaming from the home service provider until it is too late. We will be launching our own "Bill Shock Prevention Device". This will be an upgrade to our Service Selector. The Service Selector will count the amount of data being

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used and be able to detect if the SIM card in use is roaming and then send preset warnings to a selection of email addresses. We will be offering a FREE communications audit at the show. This will be carried out by one of our communications experts who will advise on the best options available within your operating budget. We will also be showing some of the new features from our main VSAT partners, specifically MTN, that include the new north Atlantic service which now ensures seamless VSAT service from the Mediterranean to the Caribbean plus a rapid transfer switch for seamless switching between two antennas and automatic beam switching when moving from one satellite to the next. We have many other premium services such as the free Passage Weather service, newspapers, video conferencing, VoIP, IPTV and digital TV.

To complement our existing IT Annual Support Contract we are also launching a Radio Survey Annual Support contract, in conjunction with Selex and a VSAT Annual Support Contract at the Monaco Show.

We will also be unveiling our plan for our new office in Malta which will complement our refit and repair services already provided in Mallorca, Barcelona and Antigua and are perfect locations where our Annual Support Contract Service can take place with the additional benefit of saving on travel and expense costs.

Much to our annoyance our stand has been moved this year. We have been moved from our familiar location at the entrance to the Darse Sud tent and we are now half way along the Darse Sud tent. Our stand number this year is QS87.

Please come and see us if only to have a chat over a beer or glass of wine.

On Thursday 25th September at 1800, as members of the AEGY we will be holding a drinks party with the other members of the AEGY in the area of the Astilleros de Mallorca and MB92 stand in the Darse Nord tent to which you are invited. The AEGY is the association of Spanish companies in the large yacht sector. There will also be the usual drinks party on the Mallorca Chamber of Commerce stand and the Antigua and Barbuda stand which we will also be involved with so plenty of opportunities to chat, drink and network.

We look forward to seeing you there.

Roger Horner of E3 Systems

For further information on any of the above, please contact us.

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