



Core³ Communications

Yachts require reliable, wireless connectivity for voice, fax and data anywhere in the world at the best price for the service needed.

The emphasis has moved from dedicated voice services to broadband data services. A broadband data service to the yacht, if specified correctly, will provide the conduit for a multitude of advanced applications including voice.

What options are available?

There are 5 main categories of communication devices that we consider suitable for yachts. Within each category there are a number of variations. These categories with their variations are:

- VSAT: C band, KU band and mini VSAT
- Inmarsat: Fleet Broad Band, Fleet, sat C
- Iridium: Iridium and Iridium OpenPort
- GSM: GPRS, 3G, HSDPA and 4G (LTE)
- Wi-Fi and Wi-Max

Is there a "one fits all?" option?

Sadly no. Not one of the above devices does everything for every yacht. They all have their features and their limitations. The limitations can range from restricted geographical coverage, too physically large, performance and cost. We need to know the answers to the following questions before we can recommend a solution:

- What communication channels are required by the yacht?
Voice – number lines?
Fax – number lines?
Data – guaranteed bandwidth?
- What is the intended cruising area?
eg. Mediterranean, Atlantic to Caribbean.
- Will the channels in a) be required in all cruising areas b)?
- Apart from voice and fax what applications will need access to the data channel? eg. Internet, email, VPN, video conferencing or downloading newspapers.

Service Selection

Typically a yacht will be fitted with a selection of the above devices for data. Some are cheaper to run than others and will want to be used in preference to the other more expensive options if the use is not limited by factors such as lack of coverage. We provide an easy to use Service Selector. All the communication devices are connected. It shows the status of all the services enabling a simple selection of the device required with a time and usage display with a log.

Core³ Network

Once the Core³ Communication systems are installed then we recommend distribution, management and control of the data using a Core³ Network. This provides the backbone of the IT infrastructure that enables all your advanced applications to run efficiently, cost effectively and reliably.



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**COMMUNICATION SYSTEMS COMPARISON:
COVERAGE, SIZE AND COST**

	GENERAL LOCATIONS					APPROX COSTS	
	PORT	ANCHOR	COASTAL	OCEAN	SIZE ANT	EQUIP	RUNNING
IRIDIUM				10		LOW	LOW
IRIDIUM OPEN PORT				10		MED	N/A
FLEET				8		MED	HIGH
FLEET BROAD BAND				6		MED	HIGH
VSAT				6		HIGH	MED
MINI VSAT				3		HIGH	MED
GSM						LOW	LOW
GPRS						LOW	LOW
3G						LOW	LOW
HSDPA						LOW	LOW
WI-FI						LOW	LOW
DATA SPEED GUIDE	<64KBPS	64KBPS	128KBPS	256KBPS	1MB PLUS	DATA SPEEDS ARE FOR DEDICATED SERVICES AND ARE AN APPROXIMATE GUIDE	
COVERAGE GUIDE	THE HIGHER THE RED NUMBER IN THE OCEAN COLUMN & IN THE TABLE THE GREATER THE COVERAGE						

**COMMUNICATION SYSTEMS
COMPARISON: FEATURES**

	VSAT	FLEET+	IRIDIUM+	GSM+	3G	HSDPA	WI-FI
ALWAYS ON	✓	✓	✗	✗	✓	✓	✓
PAY PER MINUTE	✗	✓	✓	✓	✗	✗	✗
PAY PER MBYTE	✗	✓	✓	✗	✓	✓	✓
FIXED MONTHLY COST	✓	✗	✗	✗	✓	✓	✓
VOICE	✓	✓	✓	✓	✓	✓	✓
PABX CONNECTIVITY	✓	✓	✓	✓	✗	✗	✗
IP CONNECTIVITY	✓	✓	✓	✓	✓	✓	✓
UNLIMITED DATA	✓	✗	✗	✗	✓	✓	✓
FLEXIBLE CONTRACT	✓	✗	✗	✗	✗	✗	✓
DEDICATED BANDWIDTH	✓	✓	✗	✗	✗	✗	✗

THIS IS A VERY GENERAL GUIDE - FURTHER DETAILS ARE AVAILABLE ON REQUEST



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