



Islander September 2015

Technology Update

It's been a hot and busy summer, and many of us have experienced high activity levels this year. The Med season here in the Balearics is definitely busier than in recent years, with an increased number of yachts registered for charter and visiting the islands. Many anchorages are "wall to wall" with yachts, and not only in Ibiza and Formentera - Mallorca's anchorages are also refreshingly busy.

No doubt by this time next year, people will start complaining that you can't get a decent anchorage for love nor money! They'll be looking back with nostalgia at the "olden days" when you could anchor overnight in splendid isolation in Portals Vells or Illetas!

All that aside, there have been some interesting developments in the technology and communications world over the summer. There have also been some interesting business developments, particularly with two large companies - MTN Satellite Communications in the USA and Imtech in The Netherlands.

MTN was acquired by EMC (Emerging Markets Communications) at the end of April, and the deal was completed in July. Almost immediately, EMC laid off 25 senior MTN staff including the CEO and the CFO. I understand MTN will be absorbed into EMC, and the name MTN will probably not be around this time next year. So, it's all change at MTN.

On August 11th Imtech N.V. filed for suspension of payments with the courts, who have appointed administrators.

On the technical front, there is some interesting news on autonomous vessels and augmented reality for ship's engineers.

However, to start with, we have the annual Monaco Yacht Show appearing over the horizon from 23rd to 26th September.

Monaco Yacht Show

As you will see within this magazine, there are a number of companies from the Balearics exhibiting at the 25th Monaco Show. Some, like us, have been doing so for more years than we care to remember. This will be our 14th Show as exhibitor, and our 19th in total. In our opinion, all the organisation, administration and expense of putting it together every year are well worth it, as this is the premier superyacht show in the world and a unique opportunity for everyone in the industry to get together in one stunning venue.

This year our focus is our launch of **The Ultimate Communications Solution HYBRID**. **HYBRID** provides superyachts with 100% connectivity, combining satellite, 3G, 4G

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and terrestrial broadband services, thus ensuring the fastest possible service at the lowest possible rate, whether in port, offshore or mid-ocean.

Our team of engineers has developed a system which integrates a yacht's entire communications system. **HYBRID** functions similar to a smartphone in that it can both automatically and manually, seamlessly switch between different connections as the yacht moves.

This means that the yacht will gravitate to the strongest connection as it moves, providing the fastest performance across the various networks, whether that's satellite, 3G, 4G or terrestrial broadband services, at the lowest rate possible, anywhere in the world.

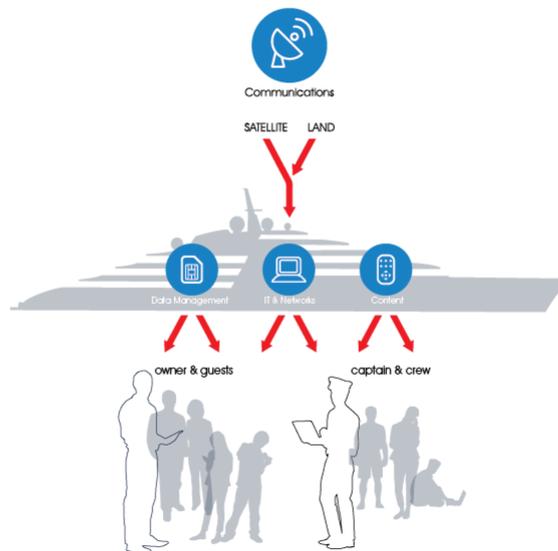
Our **HYBRID** solution is like the most progressive hybrid supercar that is powered by an electric motor *and* a combustion engine. As with the hybrid car, the strength of our **HYBRID** lies, among other factors, in the perfect synchronisation of satellite and land-based services, which makes itself apparent in maximum bandwidth performance and cost efficiency.

With respect to supercar hybrids, I test-drove the BMW i8 a couple of weeks ago. Fantastic! But that's a story for another day! All I'll say is that it's a perfect comparison to our **HYBRID** communications solution. When switching to Sport mode the dashboard turns from blue to orange and both power units aggregate together but it still uses only as much fuel as a Mini.

So, getting back to Monaco, we will be joined on our booth once again by our big partners **Airbus** and **Kymeta**. **Airbus** has been rated as the "world leader in maritime VSAT by revenue" by the COMSYS report this year, and we have had another good year installing their premium VSAT service on several superyachts. We look forward to offering this service to many more clients struggling with their current service providers in the near future.

HYBRID

the ultimate communication solution



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Our colleagues from **Kymeta** will join us again, and we will be displaying the new prototype Ku band VSAT flat panel on our booth for all to see. There is some very interesting progress in this field, which we will be able to tell you about at the show. Commercial availability is still planned for 2017.

Rather than an upgrade will be offering a “flatgrade”, which is a dome to flat panel migration, i.e. at Monaco we will be offering a 50% refund on any new conventional antenna when a client upgrades to a flat panel in 2017.



If you want ticket/s for Monaco Yacht Show, please send me an email and we will send them to you electronically. Please visit us at our Booth QS79 in the Darse Sud tent to discuss any element of our **HYBRID** solution, data management, IT or networks, IPTV and digital sat TV that may interest you. Or, just stop by to say hello!

Final GX satellite set for launch at end of August

By the time you read this, the delayed I-5 F3 final satellite in the Inmarsat Global Xpress network should have been launched, paving the way for full global commercial operation by the end of this year.

We may have a further surprise at Monaco with regard to this.

Development of the first ocean-going autonomous sailing yacht.

There is a plan afoot to develop the world’s first autonomous unmanned yacht that can sail across the Atlantic. Plymouth University hopes to be the first to utilise the latest navigation and automation technology to develop a vessel that can sail from Europe to North America without crew. It will be working with autonomous craft specialists MSubs and UK yacht designer Shuttleworth Design on a sailing yacht that can make the crossing using only renewable energy technology.

The Mayflower Autonomous Research Ship (MARS) project, should demonstrate what is possible in the development of remotely-controlled vessels with potential synergies with developing unmanned commercial ships.



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Plymouth University expects it will take two and a half years to design and build the vessel. There will then be a year-long test period. Conveniently, they anticipate that the maiden autonomous voyage could be in 2020 to mark the 400th anniversary of the original Mayflower sailings from Plymouth to North America.

Wärtsilä unveils augmented reality for ships engineers

A few of you may remember a project we introduced a few years ago called **eYES & eARS**. Well, our project failed to mature, but the idea has been taken up and developed further by Wärtsilä.

They have gone a lot further than we did and have developed a virtual engineering concept in which a service engineer uses advanced augmented reality technology and remote services to maintain on-board machinery. This integrates different components, including the ship's communications to deliver audio and visual guidance to on-board engineers from remote experts.

Engineers wear glasses with augmented reality and wireless connection to the ship's communications equipment to converse with shore-based engineers. These engineers can visualise the machinery through the communications link and provide visual advice using the augmented reality.



Clearly this virtual engineering concept makes it possible to help provide service on site by assisting the engineer through complex trouble shooting and repair operations. It doesn't have to be an engineer as the service can be adapted for use by, for example, a doctor or even an interior designer.

We hope to see you at the Monaco Yacht Show.

Roger Horner of e3 Systems

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