

Maritime Satcom Summit

A large cargo ship is shown at sea at night. The ship's deck is filled with stacks of colorful shipping containers, primarily in shades of yellow, orange, and red. The ship is illuminated from below, creating a warm, golden glow. The background is a dark, starry night sky with a faint orange and yellow glow on the horizon, suggesting a sunset or sunrise. The overall scene is a composite image with a greenish tint on the sides.

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**Moderator:
Rob O'Dwyer
Editor, Digital Ship**



Speed of Information

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Speed Freaks

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A 3D rendered scene of a shipping yard. The foreground and midground are filled with stacks of intermodal containers in various colors, including red, blue, green, and yellow. Several blue forklifts are visible, some carrying containers. The background shows more stacks and a large white structure, possibly a crane or a building. The overall scene is brightly lit, suggesting a sunny day.

Speed Bumps

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REDSTONE
INSIDE THE FAMILY FEUD

WHO TO
BLAME FOR
COLLEGE
COSTS

\$60 OIL?
BELIEVE IT

RETIREMENT GUIDE
REARRY OR SHACK UP?
DYING WITHOUT A WILL

NOVEMBER 12, 2007 | WWW.FORBES.COM

Forbes

Nokia

ONE BILLION
CUSTOMERS—
CAN ANYONE
CATCH THE
CELL PHONE KING?

Olli-Pekka Kallalvuo
Chief Executive

NOV 12 2007 14 98



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PLUS
IT GADGETS WE LOVE

A satellite view of Earth showing the continents of Europe, Africa, and Asia. A small satellite is visible in the upper left corner of the frame. The text "Speed Dealers" is overlaid in the center of the image.

Speed Dealers

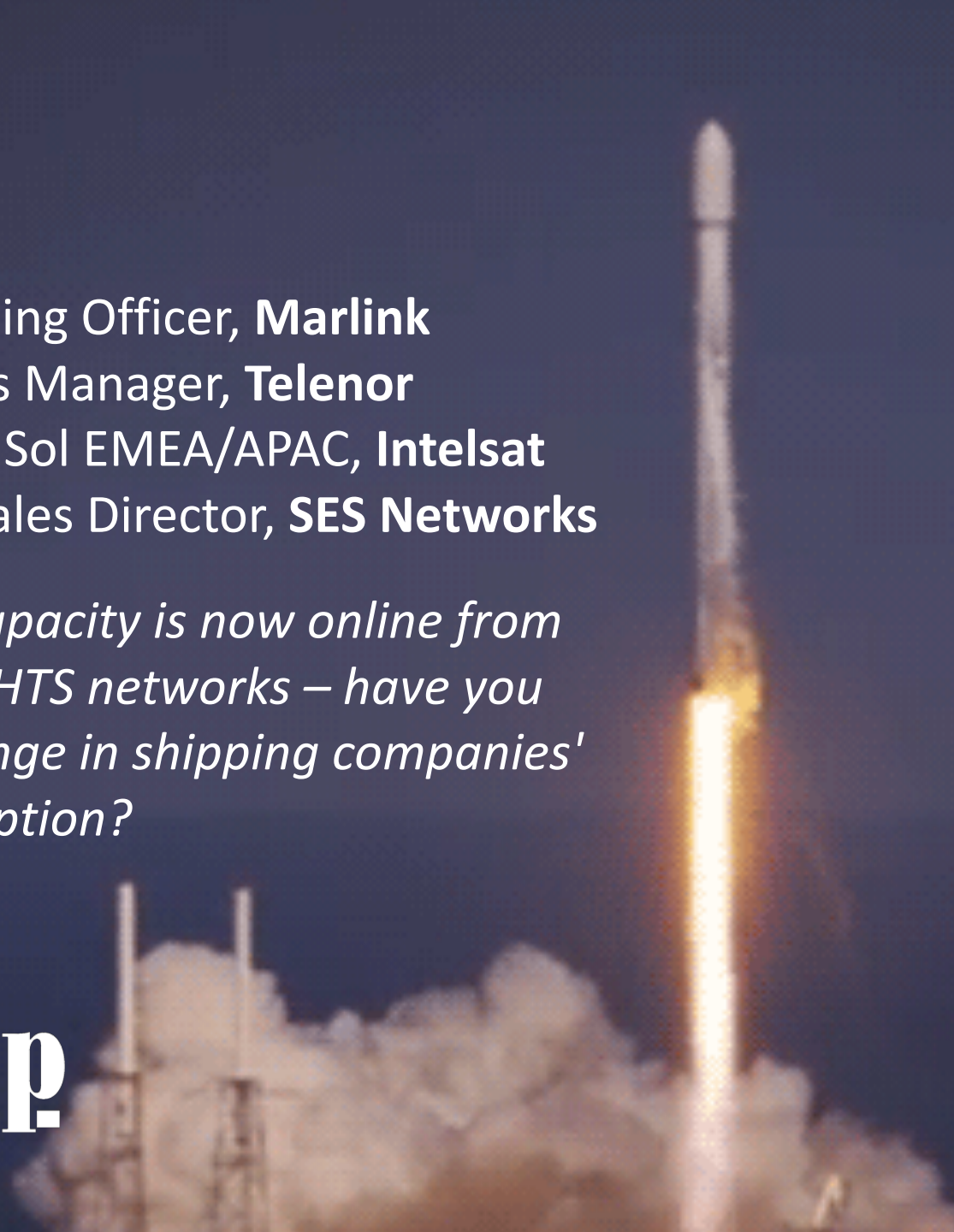
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Our Panel

- **Paul Frank**, Chief Operating Officer, **Marlink**
- **Torbjörn Johnsson**, Sales Manager, **Telenor**
- **Andrew Faiola**, Dir Mob Sol EMEA/APAC, **Intelsat**
- **Nick Burrett**, Regional Sales Director, **SES Networks**

Q – A lot of additional capacity is now online from various newly launched HTS networks – have you seen any significant change in shipping companies' attitude to data consumption?

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Q – Do you believe the growing availability of real time data from ships in the next five years will create a competitive gap between the ‘digital adopters’ and their less progressive counterparts?

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Q – Which business applications are currently generating the most traffic from maritime customers? Which applications are delivering the highest returns on the bandwidth used?

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Q – SpaceX and OneWeb are looking to put thousands of new satellites into orbit – are we getting closer to feasibly having satellite internet at sea with terrestrial speeds and prices?

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Q – How might ‘Disruptive’ technologies in maritime - like blockchain, 3D printing, or even unmanned ships - influence the demand for maritime satcoms, or themselves be influenced by the availability of data?

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Q – How much of an influence does hardware development have on maritime satcom adoption – equipment pricing and performance, above and below decks units etc?

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Q – What percentage of VSAT penetration would you expect to see in the commercial shipping market in five years' time?

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