



# Cobham SATCOM enables Chinese bulker fleet digitalisation plan

Enhanced crew welfare, ship security and operating efficiency are the objectives driving a 30-ship installation order secured for advanced Cobham SATCOM VSAT antenna through Chinese connectivity and network engineering partner Dalian Landsea Maritech Co.

The undisclosed bulk carrier owner, based in China, has selected SAILOR 900 VSAT Ku antenna systems from Cobham to play a mission-critical role in the roll-out of telemedicine, remote video and data analytics solutions, as part of its broader Internet-access implementation plan.

“The owner is a first-time customer for Cobham, and this order provides further evidence of how the digital revolution is rippling out to all vessel segments,” said Cobham SATCOM General Manager China, Cheng-Yu Tang.

“Commercial necessity plus a pressing need to enhance crew wellbeing and expectations mean that high-performance SAILOR 900 VSAT Ku connectivity solutions have become the technology of choice across all vessel types.”

Dalian Landsea vice-general manager Wang Hua added, “This is a significant order that demonstrates the position of the SAILOR900 VSAT Ku in a highly competitive marketplace. The fleet operator in question clearly understands the long-term return-on-investment that comes with choosing a high-performance antenna system from a supplier with established reputation for quality.

The shipping industry is paying ever

closer attention to crew wellbeing, as the IMO’s recent Day of the Seafarer campaign demonstrated, he says. Reliable, high-performance Internet access at sea is well-recognised strategy for preventing crew loneliness, with research even suggesting it may contribute to higher productivity and improved staff retention.

Once the SAILOR 900 VSAT antenna systems are up and running, the ship-owner plans to implement a telemedicine solution, which will facilitate swifter interventions in the event of medical emergency on board. This aligns with Section 4 of the Maritime Labour Convention (2006), which requires seafarers to have access to medical care on board ship that are of a quality comparable to the standards of health care on shore.

Shore-based superintendents and fleet managers will benefit from a new remote video platform as a result of the installations, which will aid equipment troubleshooting and more challenging maintenance tasks.

The new always-on Ku-band antenna systems will grant ready access to deeper metrics and data on vessel operational status, enabling a more strategic approach to fleet management.

The SAILOR 900 VSAT Ku is a high



SAILOR 900 VSAT Ku antenna

quality three-axis stabilized antenna system distinguished by best-in-class RF performance. Thousands of units have been supplied to the shipping industry since its introduction. The antenna is shipped fully balanced, configured and does not need work prior to installation, which makes it a cost-effective solution for large fleets.

It’s unique software-controlled architecture means it can make the most of new high-throughput satellite constellations, such as Intelsat EpicNG. It is also future-proofed as it can be easily converted to Ka-band operation. 