



## COMMERCIAL MARITIME

Accelerate digital transformation with global, high-performance connectivity

SES's Commercial Maritime service delivers reliable, high-performance connectivity to the global shipping industry.

### INDUSTRY PERSPECTIVE

According to the Organisation for Economic Co-operation and Development, the commercial shipping industry is responsible for transporting 90% of traded goods, thus forming the backbone of the global economy. Today, due to factors such as environmental sustainability, new trade barriers, poor crew retention rates, and the need for excess vessel capacity, the industry faces an urgent need to enhance its operational efficiency. Digital technologies promise to transform the sector, bringing new capabilities, transparency, and resilience through smart sensor and actuator networks, remote asset management,

increased automation, and route optimisation. Yet companies will only be able to harness next-generation tools if they can procure fast, reliable broadband connectivity for all their vessels at sea—no matter the location.

Designed in response to these challenges, SES's Commercial Maritime service delivers reliable, high-performance connectivity to the global shipping industry. Covering even the most remote shipping operations, Commercial Maritime removes the barriers to digitalisation and unlocks access to a future of increased efficiency, profitability, and resilience.



Euroconsult reports that today's typical commercial shipping vessel is an actual mobile offsite operation office, equipped with over 100 business-critical applications, most of which are connected to corporate systems, using global single- or multi-cloud architectures.

## SERVICE DESCRIPTION

Powered by our global, commercially proven fleet of satellites and next-generation ground systems, including Skala Global Network, the Commercial Maritime service delivers reliable, flexible, and high-throughput connectivity, allowing shipping operators to digitally

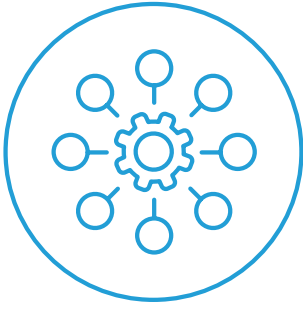
transform their businesses. Through this industry-tailored service, you can support the deployment of cloud-connected applications, provide high-performance broadband for crews, and scale up services to keep pace with demand.

### KEY FEATURES

- Consistent quality of experience:**  
 Deliver high-quality services across large geographic areas, secured with a committed SLA per vessel. Share pre-set SLAs among geographically dispersed vessels when using a bandwidth pool.
- Future-proof scalability:**  
 Deliver reliable connectivity with ample capacity to scale your network services, ensuring you keep pace with demand.
- Unrivalled flexibility:**  
 Optimise network resources by allocating bandwidth exactly where and when it's needed.
- Cloud ready:**  
 Provide private, dedicated cloud connections for maritime operators, offering one-hop access to major cloud service providers.
- Seamless connectivity:**  
 Ensure uninterrupted broadband connectivity with automatic beam switching that keeps vessels connected as they travel.
- Global bandwidth management:**  
 Manage bandwidth as a single pool across a coverage area that may span multiple spot beams.

With Commercial Maritime, we deliver a transparent service experience with unrivalled support at every step—from ensuring expert network deployment to maintaining optimal, predictable performance throughout the service lifecycle.





## TECHNICAL SPECIFICATIONS

<b>Constellation</b>	GEO Ku (C-band available in some regions)
<b>Network uptime SLA</b>	99.5%
<b>Billing</b>	Package based CIR/MIR or pool based
<b>Capacity packages</b>	Various packages as per rate card calculator, pre-defined with per-terminal or bandwidth pool SLAs
<b>Platform</b>	SES Skala—based on iDirect Velocity
<b>Terminal modem</b>	iDirect iQ200 (X7 is EoL since July 2021, current X7 will be EoS by July 2024)
<b>Antenna manufacturer</b>	Most popular models from Intellian, Cobham, KNS, and Orbit
<b>Antenna size(s)</b>	65cm to 2.4m
<b>Terminal LNB</b>	Global PLL—10.7-12.75 GHz
<b>Cloud Direct</b>	Available
<b>Colocation services</b>	None
<b>Software VNO</b>	Configurable remote provisioning and subscription changes
<b>Customer API</b>	Available
<b>Lifecycle automation</b>	None
<b>Customer portal</b>	SES Extranet, Direct Pulse
<b>Terminal equipment sale</b>	None
<b>Technical standard</b>	None
<b>Connectivity transport services</b>	Layer 2 Ethernet Virtual Circuit
<b>Connectivity external network services</b>	Cloud access with SES Cloud Direct, Internet IP transit and peering, Off-Net extension
<b>Optional connectivity service technologies</b>	SD-WAN, Ethernet MEF 2.0, IP/MPLS, Microsoft Azure ExpressRoute via SES Cloud Direct
<b>Connectivity security services</b>	IP flow/Applications threat management, DNS content/URL filtering, Managed security
<b>Connectivity traffic optimisation</b>	On vessel traffic management, WAN optimisation, Analytics

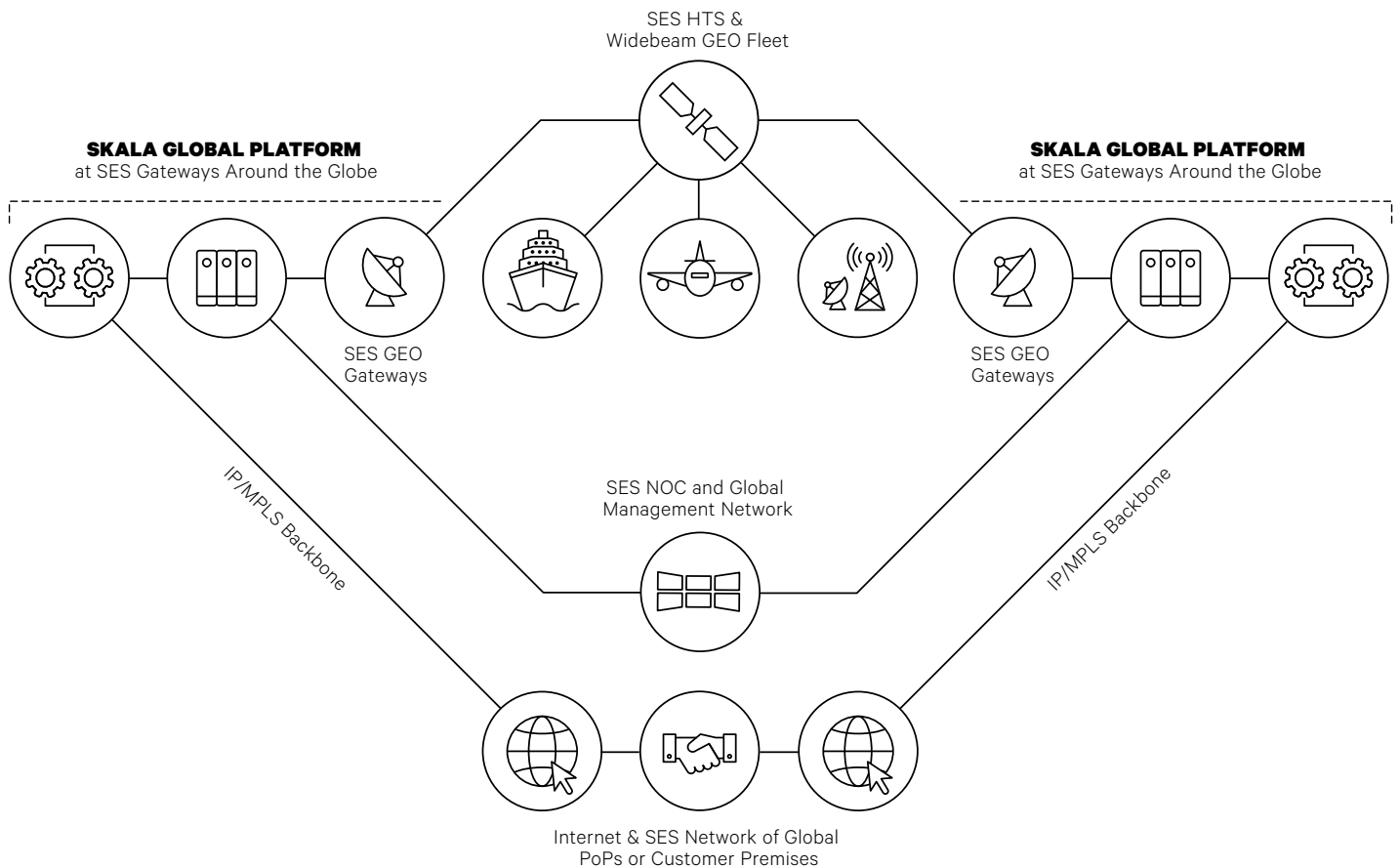
Nautilus estimates that 63% of seafarers are likely to move to a different company if it provides better onboard connectivity.

## ABOUT SKALA GLOBAL PLATFORM

SES's innovative ground system, Skala Global Platform, enables maritime service providers to deliver high-quality broadband services tailored to the needs of commercial shipping businesses. Facilitating cost-effective and flexible network solutions, Skala interconnects SES's multiple geostationary satellites and gateways through a global terrestrial network. Thanks to Skala's distributed architecture, maritime service providers benefit from seamless scalability, with the freedom to increase capacity when and where it's needed—without additional capital expenditures.

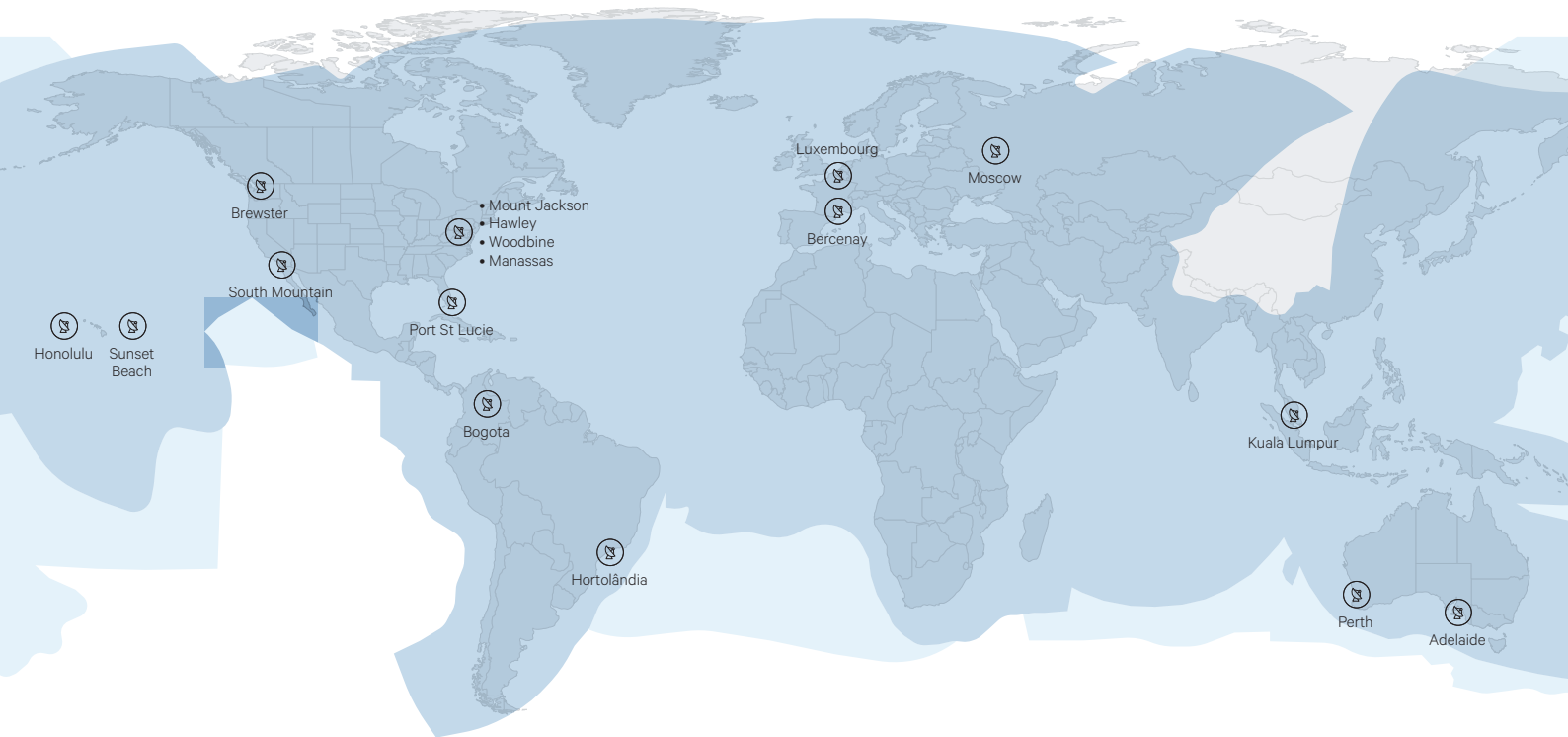
Scaled and secured through our global terrestrial Multiprotocol Label Switching (MPLS) network, Skala brings together our advanced satellite capabilities and service lifecycle expertise. The platform is optimised to provide reliable, high-performance connectivity to end users, and unmatched flexibility to network providers, enabling them to deliver global services.

## SKALA GLOBAL PLATFORM INFRASTRUCTURE



## GLOBAL COVERAGE MAP

Deliver global, high-performance network services with SES's Commercial Maritime offering.



## ENABLE A FULLY DIGITAL FUTURE FOR GLOBAL SHIPPING

From supply chain management to crew welfare, and safety and regulatory compliance, digitalisation holds the key to optimised maritime operations. As the pressure to improve operational performance, reduce environmental impact, and strengthen the resilience of supply chains grows, the shipping industry will increasingly need robust, highly available connectivity that securely and consistently covers every shipping operation.

Delivering global coverage, flexible bandwidth allocation, capacity to support real-time business tools, remote asset management, and high-performance broadband for crews, SES's Commercial Maritime service is designed to meet the digital needs of maritime operators—both now, and in the future.

Learn more about SES's Commercial Maritime services.



Learn more about our full portfolio of services and solutions at [ses.com](https://ses.com)

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