

# CONNECTIVITY AT SEA

An aerial photograph of a vast fleet of fishing boats scattered across a deep blue ocean. The boats vary in size and color, with many featuring complex rigging and equipment. In the background, several small, rounded islands are visible on the horizon under a clear sky. A white diagonal line runs from the top left towards the bottom right, crossing the scene.

Hayduk, Axesat, and SES Networks

## Case Study

### Industry

Commercial maritime

### Location

Latin America

Together with Axesat, we're delivering a fully managed broadband connectivity solution at sea.

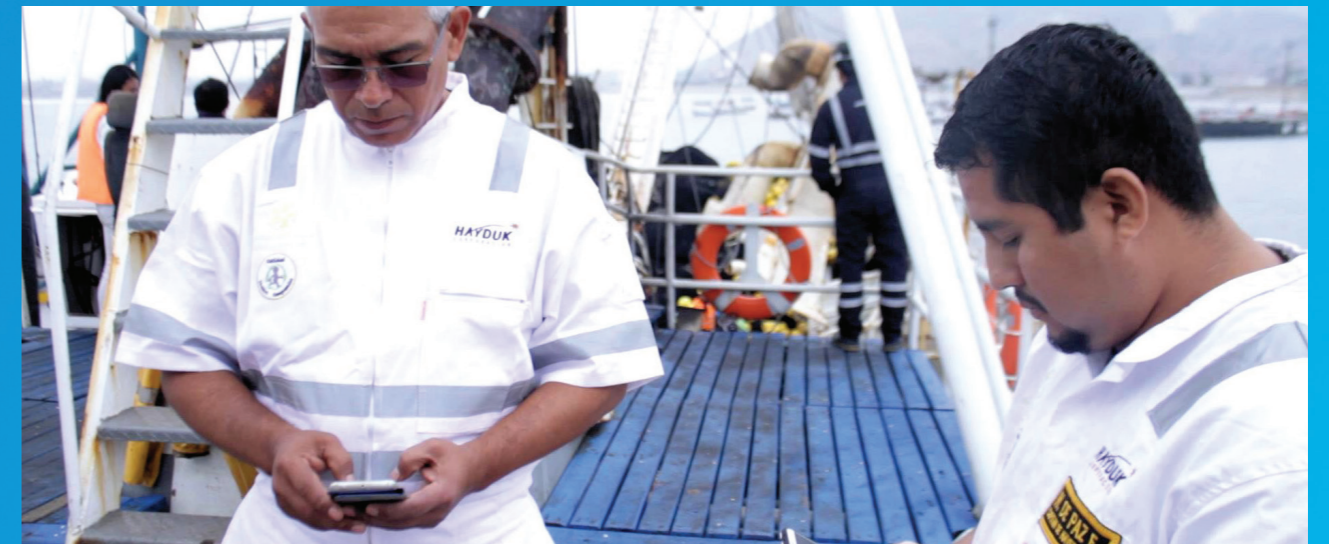
For thousands of Peruvian families, commercial fishing holds the key to stable incomes and more promising futures. Yet the fishing industry has traditionally been dangerous and unreliable. Powered by our global satellite capabilities, our maritime solutions are connecting fishing fleets, businesses and people, while helping fisheries improve operational efficiencies and generate new growth opportunities.

**6**  
production facilities

**25**  
vessel fleet

### IDENTIFYING HAYDUK'S CHALLENGES

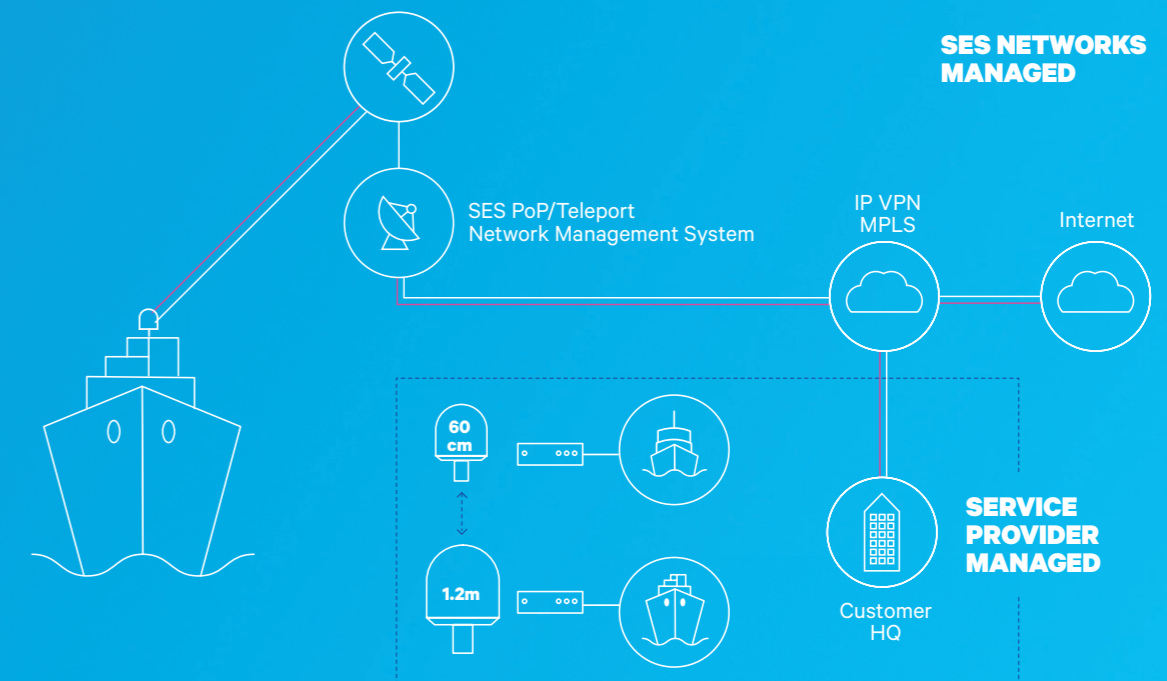
With six production facilities strategically located along the Peruvian coast and a fleet of 25 vessels, Hayduk is one of the largest fishing companies in Peru. The company's reliance on traditional communication services—including basic regulatory radio and geolocation services—has left it with sub-standard connections back to shore. This has prevented the management team at headquarters from accessing real-time data from its fleet, and from using advanced digital tools and applications that would overwhelm narrowband connectivity. Additionally, the cost and complexity of maritime VSAT solutions were beyond the reach of the company's small- to mid-sized vessels. The company's limited communications at sea have also impacted crew safety and welfare, since fleet personnel are unable to stay in touch with onshore resources, and friends and family back home.



The solution enables the delivery of cloud- and edge-based voice, data, and video applications to the ship, with application-specific quality of service.

### A SIGNATURE MARITIME SOLUTION

Optimised for the needs of maritime vessels, our Signature Maritime Solution is offered as a fully managed service via our partner Axesat. The solution enables the delivery of cloud- and edge-based voice, data, and video applications to the ship, with application-specific quality of service. Powered by our high-throughput satellites and the Skala Global Platform, our end-to-end managed maritime solution includes advanced features, including flexible bandwidth grouping, automatic beam switching, and a sophisticated network management system. Our guaranteed service level agreements ensure Hayduk's offshore fleet of ships is constantly connected to headquarters and processing facilities via always-on broadband service.



# IMPROVING OPERATIONS AND WELFARE

Providing the digital capabilities maritime customers need to transform their operations, and improve crew safety and welfare.

Our Signature Maritime Solution eliminates distance barriers between Hayduk's fleet, and its plants and administrative offices. This enables better communication, and access to real-time data and advanced technological tools for better decision-making, efficient operations, and improved overall productivity.



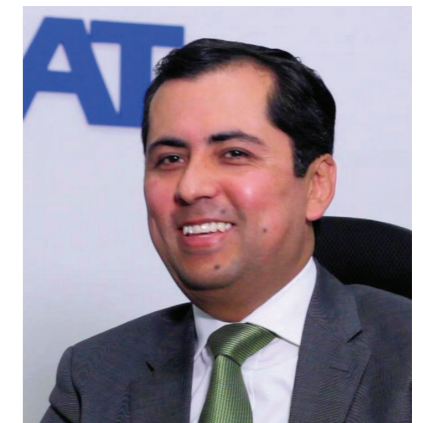
For crew, connectivity at sea has become essential to crew welfare, safety and retention. Our solution enables real-time communications to shore, keeping crew connected with friends and family while at sea. It provides a high quality of experience each and every time they talk, text or connect to their favourite productivity applications and social media platforms.



- **Real-time digital catch monitoring** for continuous awareness of the contents of the fishing nets
- **Smart weighing** for accurate landing forecasts to the production facilities
- **Marine telematics** for remote monitoring, diagnostics, and conditions-based management to ensure efficient use of assets
- **Route optimisation** for the most efficient use of fuel based on factors including weather conditions, fuel consumption, and environmental regulations
- **Electronic monitoring** to streamline operations and reduce the need for human observers
- **Reliable broadband** for consistent, robust connections to the internet while sailing far off the Peruvian coast
- **Onboard Wi-Fi** to connect multiple smart devices to social media and communications applications for seamless chat, texting and videoconferencing, whether they're on their smartphone, tablet or PC
- **Problem/crisis resolution** for real-time remote diagnostics via live photo/video transmissions

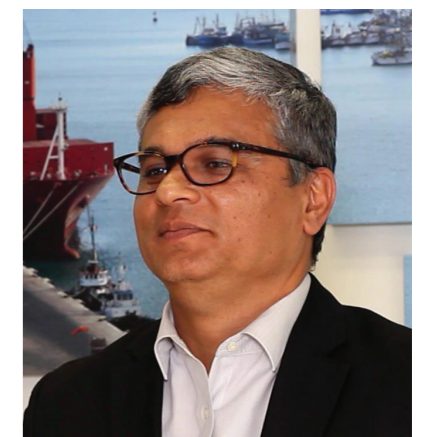


“Our business has been favourably impacted by our partnership with SES Networks. The solutions they provide have enabled us to explore new markets and regions, and expand our portfolio of solutions. SES Networks has helped us gain our clients' trust, and to identify and develop new opportunities.”



**JORGE VILLALBA**  
Country Manager, Axesat

“We have been very satisfied with this project. Not only have we been able to achieve our goal of improving our management model, but we have also greatly improved working conditions for our crews. This technology has become a key differentiating factor for us, making us much more competitive.”



**JOSE ARRIOLA**  
General Manager, Hayduk

For additional information on this project,  
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Published in January 2018.  
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