



**Connecting and Protecting the  
Maritime Community since 1900...  
SELEX Communications@sea**

## COMMERCIAL

The commercial marine industry faces many challenges in the current climate, made more difficult by increasing global competition and by growing technical and legislative requirements. Piracy and terrorism are also an ever-present threat to the industry.

### THE CHALLENGES

#### Legislative and technical advancements:

The increasing technical sophistication of vessels, coupled with increasing legislative requirements, is a worry to most ship owners. The industry must be informed and consulted on upcoming legislation. It is also imperative that the vessel can operate as a 'floating office'.

#### Efficiency and environment:

The industry must continuously find new and innovative ways to maximise efficiency as well as monitoring environmental impact.

#### People:

People are the most important asset of any industry. It is vital that the skills of the workforce are developed and maintained. Of paramount importance is ensuring the welfare and safety of personnel employed in this often dangerous and demanding sector.

#### Security:

Safety and security are a major challenge in the maritime industry. The industry must find new ways to reduce the risk and deter acts of piracy and terrorism.

*"...many nations have a shared objective for a safer, more secure and, certainly, cleaner, greener and healthier environment."*







*Mr Efthimios Mitropoulos, the Secretary-General of the International Maritime Organization (IMO) Conference 2009*



**OUR CAPABILITIES**

With more than 100 years of maritime electronics experience, we are able to support you in facing these challenges through the delivery of your communication, navigation, security, safety, crew welfare and global support needs.

**“More than 100 years of maritime electronics experience...”**

 <b>Communications</b>	 <b>Security</b>	 <b>Safety</b>	 <b>Navigation</b>	 <b>Welfare</b>	 <b>Through-Life Support</b>
<p>Fully integrated modular systems, providing internal and external communications services to and from your ship, rig, platform and FPSO</p>	<p>Products and services supporting personal security, information security and physical security</p>	<p>Extensive experience in the design and installation of leading-edge systems for crew protection and vessel safety</p>	<p>Integration of high quality equipment from a broad range of suppliers. Designing and installing navigation solutions for the world's leading shipping companies</p>	<p>Technology to improve the quality of life onboard, provide relief from stress and support contact with family. Helping to maintain high levels of wellbeing, motivation and crew retention</p>	<p>Proven global support operation, providing the full range of services for the prime contractor, designer, shipbuilder, systems integrator and end user to ensure lifetime capability maintenance</p>
<ul style="list-style-type: none"> <li>• Fixed and stabilised satellite systems</li> <li>• Handheld VHF/UHF systems</li> <li>• MF/HF Systems</li> <li>• Data compression</li> <li>• Video conferencing</li> <li>• Telephone exchange</li> <li>• Intercom systems</li> <li>• IP networks</li> <li>• GSM pico Cells</li> <li>• Navtex</li> <li>• Weatherfax</li> <li>• Telemetry/SCADA</li> <li>• Fibre optic systems</li> <li>• IT networks</li> <li>• Airtime</li> <li>• Airband communications</li> </ul>	<ul style="list-style-type: none"> <li>• Secure messaging</li> <li>• Secure telephones</li> <li>• CCTV/Sensors</li> <li>• Data encryption</li> <li>• Secure remote working</li> <li>• Security policies</li> <li>• Video processing</li> <li>• Consultancy</li> <li>• Anti-piracy</li> <li>• SSA</li> </ul>	<ul style="list-style-type: none"> <li>• MDSS/EPIRB</li> <li>• Voyage data recorder</li> <li>• Wireless intercom</li> <li>• AIS</li> <li>• SART</li> <li>• CCTV/Sensor systems</li> <li>• Radio safety certification</li> <li>• LRIT</li> <li>• Meteorological monitoring</li> <li>• GMDSS</li> </ul>	<ul style="list-style-type: none"> <li>• Sonar</li> <li>• Radar</li> <li>• ECDiS</li> <li>• Integrated bridge</li> <li>• Collision warning</li> <li>• Autopilot</li> <li>• Charts/Plotters</li> <li>• GPS/DGPS</li> <li>• Gyrocompass</li> <li>• Heading data</li> <li>• Seafloor mapping</li> <li>• Echo sounders</li> <li>• Speed logs</li> <li>• Steering systems</li> </ul>	<ul style="list-style-type: none"> <li>• Satellite TV</li> <li>• Personal calls</li> <li>• Internet access</li> <li>• Web conferencing</li> <li>• Environmental monitoring</li> <li>• Remote medical diagnostics</li> <li>• Remote training</li> <li>• GSM Pico cell</li> </ul>	<ul style="list-style-type: none"> <li>• Prime contractor</li> <li>• Project management</li> <li>• System integration, testing and validation</li> <li>• Configuration management</li> <li>• Obsolescence management</li> <li>• Training</li> <li>• Installation services</li> <li>• Mobile/Distributed repair, servicing</li> <li>• Radio safety certification authority</li> <li>• Service/Help desk</li> <li>• Airtime provision</li> <li>• Agent/Distributor for COTS products</li> <li>• Outsourced electronics purchasing and maintenance</li> </ul>



**KEEPING YOU IN TOUCH WITH THE WORLD...  
STAY CLOSE - COMMUNICATION@SEA**

Highly experienced Marine communications since 1900. Specialists in radio and satellite communication.



**PROTECTING WHAT MATTERS TO YOU...  
TAKE CONTROL - SECURITY@SEA**

Products specifically designed to protect From specialist, military grade secure comms to marine safe CCTV.



**SHOWING YOU THE WAY...  
SEE CLEARLY - NAVIGATION@SEA**

Huge range of navigation equipment from sophisticated sonars to powerful radars.



**PROVIDING UNPARALLELED SUPPORT ACROSS  
THE GLOBE... TRUST US - SUPPORT@SEA**

The oldest & largest support network in the UK. Over 70 qualified, UK based marine engineers and a global network.



**HELPING YOU TO STAY SAFE...  
GET HOME - SAFETY@SEA**

The very best in electronic safety- range includes PA/GA, EPIRB, VDR and SART.



**ENSURING YOUR CREW HAVE WHAT THEY  
NEED... HELP THEM - WELFARE@SEA**

State of the art customised welfare solutions From integrated environmental and crew well-being monitoring systems, to entertainment and networking solutions.

**Connecting and Protecting the Maritime Community  
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SELEX Communications@sea**

SELEX Communications has been at the forefront of the marine electronics industry since 1900. Previously known worldwide as Marconi Marine, it is the only business that has been continuously involved in the provision, implementation, monitoring and support of communications equipment since the inception of the very first marine radio. It is now part of SELEX Communications, a subsidiary of Finmeccanica, one of Europe's largest high technology electronics and communications groups.

The company has the ability to support the whole of the maritime industry, with more UK-based marine electronics engineers than any other company and a network of regional offices across the country, with service representation around the globe. The regional offices act as a first line of contact for customers, offer local expert knowledge as well as engineering support around the clock, and are strategically based in, or near to, local ports and harbours. There are dedicated, specialist sales teams for the commercial, fishing, offshore and leisure sectors based

around the UK, as well as a dedicated team of surveyors and specific project management resources.

With over a century of experience, SELEX Communications has the resources and knowledge to supply, install, service and support a complete range of products. We work alongside the most respected suppliers in the world, such as JRC, Thrane & Thrane, SeaTel, Iridium and Inmarsat. However, as an independent company, SELEX Communications is not obliged to recommend a particular manufacturer's equipment. This ensures that customers have access to the very best products in all ranges.

SELEX Communications has built superb relationships with customers, suppliers and governing bodies in the maritime industry. Along with its continuous research, development and training, SELEX Communications is in a perfect position to work closely with customers to identify suitable solutions, as well as providing the best products and the most comprehensive after-sales support available.

