

Sales Introduction

SAILOR 3771 Alarm Panel FleetBroadband

COBHAM

The most important thing we build is trust



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1 Introduction

The SAILOR 3771 Alarm Panel FleetBroadband is the first system to take advantage of non-SOLAS Voice Distress calling via FleetBroadband. The Alarm Panel and Voice Distress calling have been developed to enhance safety communication aboard both non-commercial, fishing, workboat and recreational vessels, through efficient use of the FleetBroadband service.



2 Voice Distress (non-SOLAS)

The Voice Distress calling service provides full priority access in both ship-shore and shore-ship communication in emergency situations, together with pre-emption for distress priority call initiated by the activation of the "red button". Essentially, the service is able to interrupt any non-urgent calls once the distress button has been activated and give full priority to subsequent emergency communications and hereby improve the safety on board.

The distress call from the FleetBroadband system is a voice call, which means that the call will be connected to an operator at the MRCC (Maritime Rescue Coordination Center). Each Inmarsat satellite region has a nominated MRCC, which assesses the call and directs details to a suitable rescue co-ordination centre near to the scene of the incident.

Please note that the service is not GMDSS compliant.

Distress pre-emption and priority voice call

Pre-emption and Priority Calls enable the possibility of calling either to or from a vessel in distress even if the FleetBroadband voice line is already busy in an in- or outbound call. If a Voice Distress call is made, any existing calls will be terminated.

- **Pre-emption** is for giving the RCC the ability to contact the vessel in distress or a vessel in close proximity even if the line is busy.
- **Priority** is for giving the Distress call priority over any other call from the terminal.

3 How it works

In an emergency, pressing the button on the Alarm Panel will connect you to one of three MRCCs strategically located across the globe, one for each satellite. You will be offered assistance in any type of emergency. If you require rescue or other action, the MRCC will ensure you receive prompt assistance from those best suited to address your circumstances and location.

Simply lift the cover and press the red button on the Alarm Panel until beeps sounds continuously (Press and hold for 5 sec.). The phone will ring when the connection to the RCC is established. Since this is a voice only solutions position, vessel name etc. is not transferred in the call establishment and will have to be given to the operator.

4 Unique Selling Points

- Easy Installation and 'Red button' Alerting on proven technology
- Pre-Emption and Priority calling
- True Maritime Hardware (IEC 60945 and 60950)
- Dimming functionality
- Test functionality
- ThraneLINK Enabled
- Cobham SATCOM World-wide Service Network

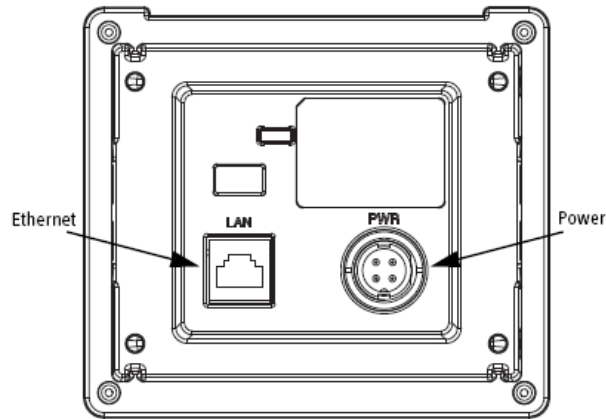
5 The Hardware set-up

The solution is supported by all three FleetBroadband terminal types (SAILOR 500, 250 & 150 FleetBroadband). Available on existing FleetBroadband and IP handset hardware, only an additional Alarm Panel and software update of existing components are required. The Alarm Panel is connected to the FleetBroadband terminal via an Ethernet cable and is powered via PoE. All communication between the Alarm Panel and the FleetBroadband terminal is handled by ThraneLINK meaning minimal additional set-up is required.



6 Interfaces

The FleetBroadband Alarm Panel has two connectors on the rear; for power and Ethernet. The DC Power input connects to a DC supply with 24 V DC nominal (10.8 to 32 V DC) and the Ethernet (10/100 MB) is used for both communicating with the FleetBroadband terminal and for power via PoE.



7 What is in the Box

A SAILOR 3771 Alarm Panel FleetBroadband package consist of:

- SAILOR 3771 Alarm Panel FleetBroadband
- Installation and User Manual
- Quick Guide
- Flush Mount Bracket
- U-Mount Bracket
- DC Power Cable