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Marlink and Seagull Maritime collaborate for efficient online distribution of onboard training material

'Over the air' updates of e-learning material to improve crews' knowledge and qualifications

Horten/Oslo/Paris, 6 March 2018: Marlink and Seagull Maritime have entered into a partnership to introduce a step-change in onboard training this year, creating an online, satcom enabled environment for the distribution and updating of e-learning material. The partnership combines Marlink and Seagull's respective domain expertise to streamline and automate e-learning

content distribution and management. Additional functionality will be offered later this year to enable fully digitalised services with the Seagull software running on Marlink's XChange centralised IT and communications management platform, providing full on-board hosting, and monitoring of Seagull's market leading software to improve crews' knowledge and qualification.

This new solution will reduce maintenance effort for shipping companies while the crew can stay qualified and up to date on the latest safe and efficient vessel operation practices. Offering distribution of training content 'over the air' will ensure the system is kept up-to-date with the latest e-learning modules and software versions according to the customer's specific training requirements. Online distribution will also eliminate manual work and physical shipments, which will reduce cost for the ship operator. Currently the solution is running successfully on first pilot vessels.

"Together with Marlink, we will deliver an efficient approach to satcom based updating of Seagull software that will deliver improved efficiencies while providing a stronger platform for our customers to ensure they are providing high quality training for crew onboard immediately after it has been released," said Roger Ringstad, CEO, Seagull.

"With this partnership we will strengthen both Marlink's and Seagull's positions in the market by offering efficient online updates and distribution of training material. We will digitalise training services through Seagull training software, our global Sealink network and XChange as the enabler," said Tore Morten Olsen, President Maritime, Marlink.

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About the Marlink Group

The **Marlink Group** is the world's leading provider of end-to-end managed connectivity and IT solutions. The group which includes Marlink, Telemar, Palantir, Livewire Connections and OmniAccess, provides maritime and enterprise customers with an integrated offering of reliable broadband communications and IT, digital solutions, bridge electronics, and flexible service and maintenance.

The Marlink Group's unrivalled portfolio of multi-band communication solutions covering Ku-, Ka-, C- and L-band services is augmented with mobile and terrestrial links and an industry-unique range of digital solutions. With more than 1000 employees worldwide, the Group serves enterprise and maritime customers globally, including: Shipping, Offshore, Cruise & Ferry, Yachting and Fishing, as well as Mining, Oil & Gas, Utilities, Humanitarian & NGO, Media & Events.

The Marlink Group delivers solutions with unrivalled service and support through an enhanced global footprint, including a network of sales and service locations ensuring customer proximity. Our 24/7 service desk, local presence on all continents and a network of 1250 service points staffed with highly qualified service engineers support our customers globally to operate their business in an ever smarter, safer and more profitable way.

More than 70 years' experience, combined with our strong satellite network and hardware manufacturer partnerships, enables Marlink to bring the power

of smart connectivity solutions to customers worldwide, helping them to digitalise their remote business operations wherever they are.

The Group is led by Erik Ceuppens as CEO.

www.marlink.com

About Seagull Maritime AS

Seagull Maritime AS is the leading provider of career development solutions and e-learning material for seafarers. Offering a comprehensive library of competence definitions for all main vessel types, as well as e-learning modules, learning films, onboard courses and interactive micro-learning, we pride ourselves on improving the knowledge of seafarers worldwide.

Founded in 1996 by experienced mariners, Seagull are a dynamic company that collaborates with leading shipping companies to deliver a full range of recruitment, career development, assessment and training tools that ensures our customers exceed STCW and IMO standards.

Seagull Maritime understand the unique challenges facing shipping companies today, committed to leading the maritime world in providing training solutions for seafarers. This is why Seagull solutions have been delivered to over 10,000 ship and office installations worldwide and issued more than 100,000 flag state approved course certificates.

www.seagull.no