



STCW Training



Next Generation Simulation



Distance Learning



Media & Seafarer Support



Audits & Regulations



ENC Distribution



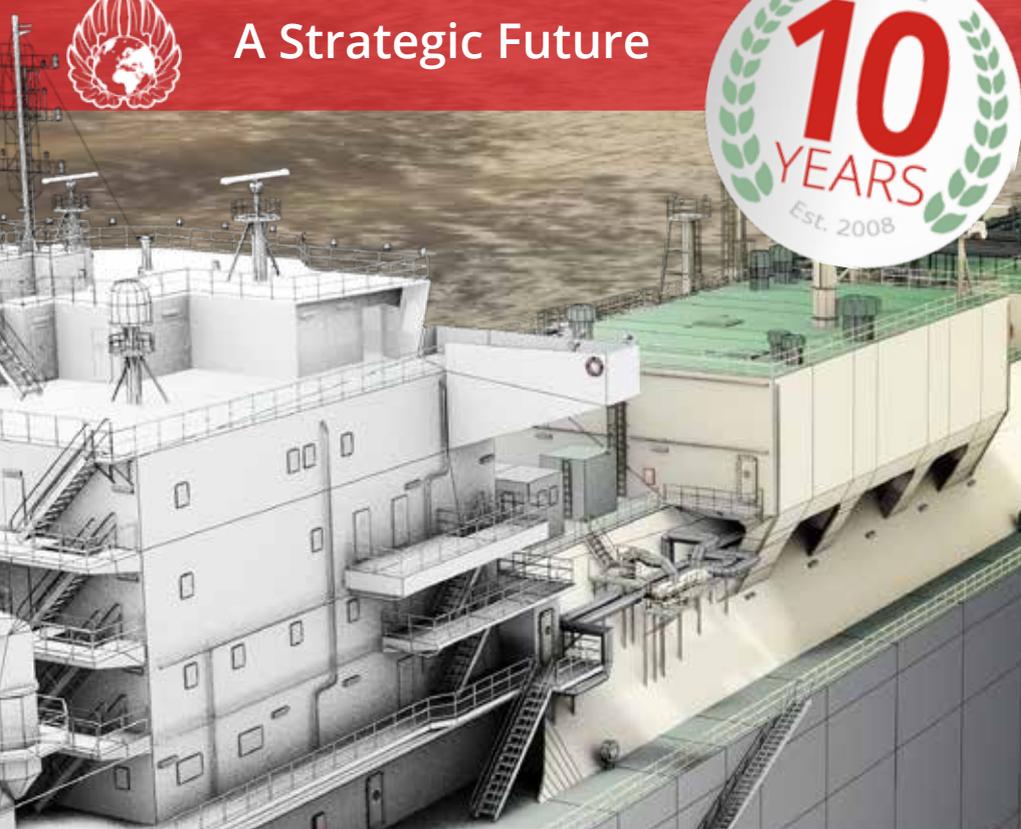
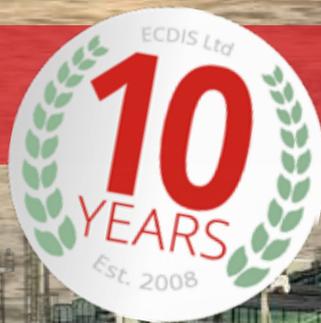
International Seminars



PSC/SIRE/Superintendent Training



A Strategic Future



# The eMaritime Group

*"The Maritime Industry, all in one place"*



MCA accredited course provider

## Annual Review 2019

### eMaritime Group

Trading as ECDIS LIMITED,  
Prepared for shareholders,  
investors and major stakeholders  
Company Number: 06711458



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# Overview & Headlines

## Our Mission



*To maintain the position as world leaders in the provision of government approved STCW courses. To continue producing high quality and relevant manuals, publications, audits and to maintain growth as an emerging simulation specialists.*



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# Company History

**Opening in 2008, ECDIS Ltd was originally established to offer just one course, the MCA approved IMO 1.27 ECDIS Generic course. The company was founded by a team of navigation specialists who between them navigated and commanded on classes of vessels ranging from small high speed commercial craft to military aircraft carriers.**

They are operators of the equipment themselves, who albeit were traditionally trained, made the transition to digital navigation. Essentially, creating a private maritime school producing relevant courses designed by current mariners, for mariners.

Shortly after our opening, ECDIS Ltd developed the type specific course syllabus. At this stage they began offering these 1 day approved courses on all of the leading ECDIS manufacturers every week, in every continent.

Since opening the company has grown significantly, doubling in size every year. It now not only offers over 40 courses, but has also developed a separate division that builds simulators, a division that writes procedures, conducts navigation audits, and distributes ENC charts.

In 2011, ECDIS Ltd wrote and produced its first set of procedures and manuals. In 2012 they received their first major simulation build contract. 2013 saw the beginning of the 3D Environment Artist department and in June of 2014 launched the latest Port Creation service.

The company is now the largest and most recognised provider of STCW navigation training, delivering to over 250 major shipping companies worldwide. Its client base is spread across the entire maritime sector, including all commercial, military, government and maritime training schools throughout the world.

**Most recently, the company is working with and training the world's vetting inspectors PSC, P&I and accident and investigation authorities.**

# Managing Director's Statement

Mark Broster BA(Hons) FInstLM AFNI AFRIN FIMarEST



**The headline for the past year has definitely been the expansion of The eMaritime Group which now gives shipping companies worldwide many more products and services outside of training.**

In ten years we have created, developed and now deliver over 30 regulatory required maritime courses. Our most impressive being the IMO 6.09 and IMO 6.10 (MCA approved) courses. On these courses we deliver the maritime instructor 'train the trainer' courses to colleges and shipping companies from around the World. We are immensely proud that the World's best instructors and colleges visit our facility in Hampshire UK to develop their instruction skills.

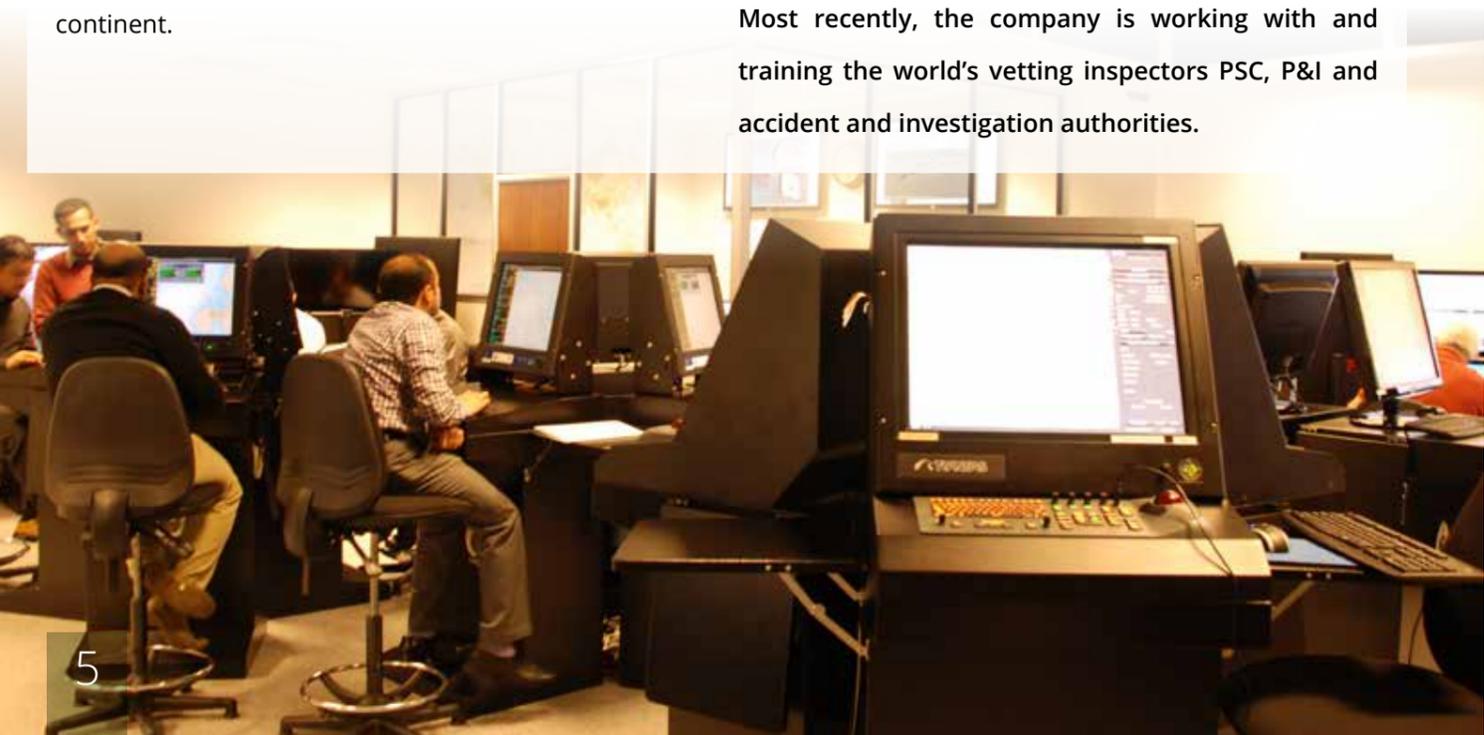
Throughout 2018 we have converted all these 'human' taught STCW courses into on-line courses. Our traditional 'human' taught courses, which we still deliver

every week, receive a documented 96% perfection feedback and 100% positive feedback. Our on-line courses, albeit only currently delivered to around a thousand seafarers, are already proving extremely popular and successful. They are low priced on an annual subscription basis. We charge £200 per vessel regardless of crew numbers and rotation per year. All clients so far say it is extremely good value for money often averaging £8 per year per Officer. Our vision is to deliver the on-line courses onto a realistic potential market 50,000 vessels. We have developed and invested in our own internal robust server system to handle the heavy traffic we are already experiencing.

Our book sales, through the Publisher Witherby Seamanship International, are outstanding. Our 2018 ECDIS procedure guide (priced £195) alone was bought and is now used by thousands of vessels. The 2019 version will have a significantly developed content for safer navigation and includes this year's technological developments.

The eMaritime Group now gives shipping companies worldwide many more products and services outside of training. Working and partnering with the offshore industry, we have delivered simulators and provided consultancy to the traditional sector, emerging markets and most importantly the regulating industry which has consolidated our status as industry leaders. This has given us a strong foothold in Europe, Asia, and America. We have also increased our status at home with a recent office move which includes the largest floor size 360 degree simulator in the UK. It is essentially the same size as a real bridge but fitted with all the industries latest technology. The eMaritime Group have expanded to working with all manufacturers of ships equipment and partnered with providers of autonomous ships to prepare for any future developments within the industry.

Our simulation production department has seen a substantial level of growth in the last 12 months. To date we have delivered and installed simulators in Florida, Istanbul, Glasgow and Mumbai, including our first fully immersive Tug simulator. Moving into new fields, we are developing our own next generation software based on the Virtual Constructive Simulation philosophy which has already attracted significant military simulation interest for 2019.



# Chairman's Address

Admiral Nick Lambert



*N. Lambert*

**The digital revolution has driven and continues to drive transformational, often disruptive change in our daily terrestrial lives and it will have an increasingly similar impact on the lives of seagoing and shore side mariners over the next decade.**

The shipping sector is frequently described as culturally conservative and resistant to change yet some of the world's greatest technologies can be found at sea in the oil and gas business, in offshore renewables, in seabed mining and in fishing. Naval architecture pushes the boundary of ship design and capability building new, sophisticated platforms for the transport of LNG and the largest

ever container ships which carry goods to a value that can outstrip the GDP of a small nation. Not to be outdone, shipping is also emulating the technological push towards autonomy being explored in the aviation and automobile industries with Rolls Royce and Inmarsat teaming up to rigorously test concepts for autonomous shipping – hardly conservative in culture or ambition in my opinion. Factors that cause this technological push include low profit margins, regulation and, increasingly, environmental concerns. Most of the low hanging fuel efficiency fruit has already been picked, so attention is now turning to a review of hull design, to a holistic approach to ship performance and power management, and to reduction of emissions amongst many other measures to improve the effectiveness of ships and shipping operations.

The eNavigation concept and ECDIS systems form the digital heart of this change – eNavigation is so much more than navigating from A to B on a monitor. It is in fact the concept that underpins what I believe is an inexorably unfolding, hugely beneficial transformation in shipping; the near real time or real time transfer of vast quantities of data between ship and shore and vice versa will not only

improve safety and efficiency at sea, it will enable vastly more efficient supply chains between the supplier and the customer, harmonise maritime and terrestrial logistics networks, and create value for everyone. The ECDIS mandation process is firmly underway, navigators are increasingly comfortable with the technology, and sea going and shore based operators are using these digital navigation systems for purposes that were not originally envisaged. ECDIS is the focal point for integrated bridge designs, a means for automatically sharing information between ships, ports and harbours and vessel traffic services; it is enabling a complete review of sea going processes and procedures, and it is becoming a ubiquitous, indispensable tool. The first generation ECDIS systems are of course not faultless and there is much work to be done to achieve this transformational vision but the journey has most certainly begun and exciting opportunities lie ahead.

Our Future now lies in the hands of digitalisation and autonomous shipping, a hot topic for 2018, but the future may not be here for a few more years. ECDIS has been helping with this future concept by preparing the world for this change with such events as this year's very successful ECDIS open day, as well as speaking at multiple events around the world.

# Us Today

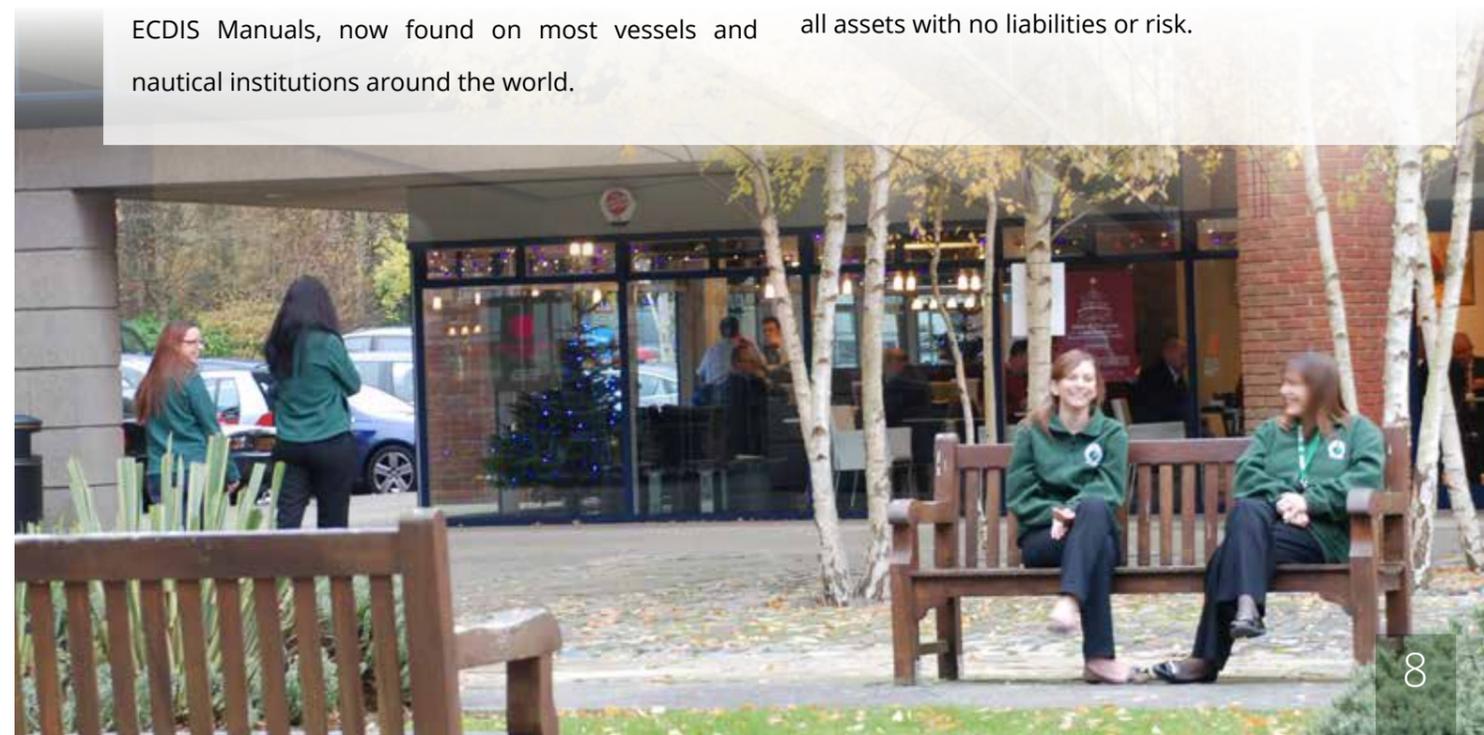
**Our original IMO 1.27 Generic ECDIS course is now delivered around the world every week to thousands of seafarers, however, only accounting for only a few percent of the eMaritime Group turnover due to customer driven expansion. The re-branding of ECDIS Ltd into the eMaritime Group is now complete and was required due to the large numbers of services provided outside of ECDIS.**

As a training company with a portfolio of courses ranging from Deck to Security, today we have a trusted and growing client base of 250 large commercial shipping companies, governments and military clients that span every continent. As a published author, we have written various publications from inserts for the International Chamber of Shipping to international bestsellers such as the ECDIS Procedures Guide and ECDIS Manuals, now found on most vessels and nautical institutions around the world.

Training today is a busy and varied curriculum. Taking a snapshot into a typical training schedule, The eMaritime Group regularly delivers Bridge Team Management, Bridge Resource Management, HELM, ECDIS Generic and Type Specific on Sperry, Transas and Furuno, the 6.09 and 6.10 Instructor Training and also the Inspectors Course; all from our facility near Southampton.

As a newcomer to the maritime simulation supply market, we are successfully delivering next generation simulators on several continents, including Europe's most technologically sophisticated simulator complex. We now also hold the title of finalist for the UK National Business awards within the International Growth category.

The eMaritime Group are consistently selected as the preferred provider for major projects (>USD 1 Million) around the world due to our acknowledged reliability and successful track record. The eMaritime Group is a solvent and financially secure private company owning all assets with no liabilities or risk.



# The Story of Our Success



## A Training Company

### What Problem(s) Are We Solving?

There is a significant lack of government approved and relevant training internationally

### Why Is It a Problem?

Training centers are expensive to establish and receive internationally accepted government approval. The training courses themselves evolve annually with a dramatic increase in Type Specific equipment on ships. Maintaining currency and relevance is a problem for colleges around the world.

### Why have we succeeded?

Because we have a dedicated division to develop course syllabuses live with evolving equipment. We are fully integrated into the maritime legislation process allowing us to maintain our currency and aggressively develop courses to the latest standard. We provide training in such a way that seafarers are engaged. This has lead to a 96% perfection feedback on our training.

**98%** ON OUR  
PERFECTION FEEDBACK TRAINING EQUIPMENT



## A Simulation Company

### What Problem(s) Are We Solving?

There is a significant lack of affordable but high quality modern simulators that can simulate current and real-world ship equipment. Training colleges world wide have a real issue delivering relevant training with outdated equipment.

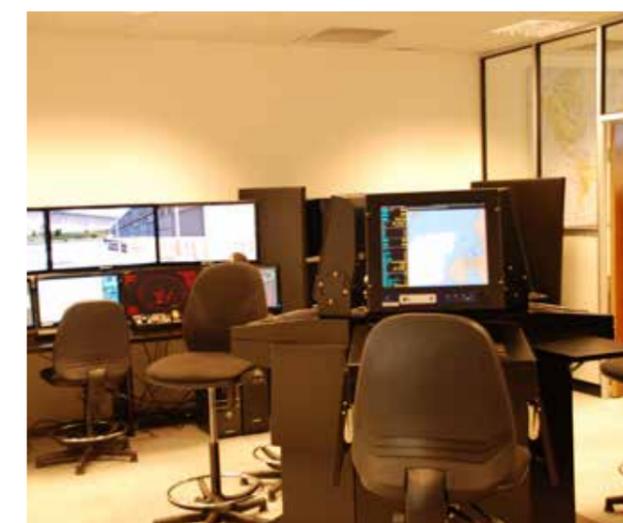
### Why Is It a Problem?

With over 40 different manufacturers of navigation equipment building simulators adaptable enough to meet shipping company's "real life" requirements is an extremely expensive and complicated process.

### Why have we succeeded?

We have built a relationship with all the leading bridge equipment manufacturers. We have all of them integrated into our facilities and the simulators we sell world wide.

ECDIS and Nautical simulation has now been able to strive to also develop and bring the next generation of simulation to the industry, and is now currently in the a beta version available at the The eMaritime Group HQ in Whiteley.



# The Story of Our Success



## A Distance Learning Company

### What Problem(s) Are We Solving?

Seafarers have less time ashore to train, budgets for some companies are so tight they cannot afford to release crew to colleges such as ours, but the need to stay current and safe is still paramount.

### Why Is It a Problem?

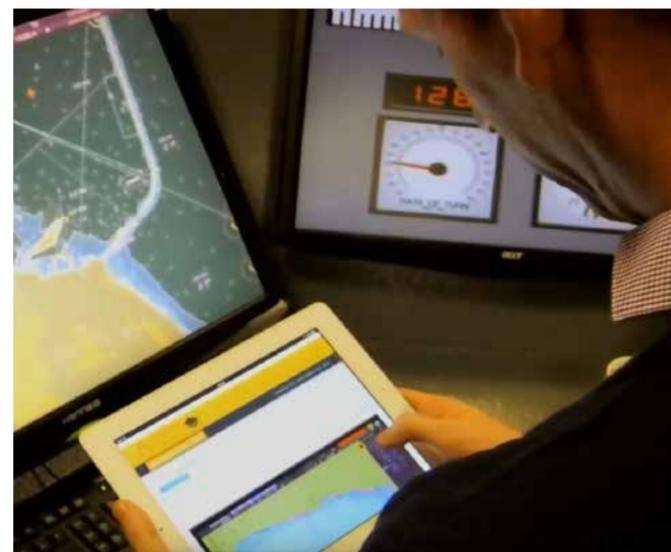
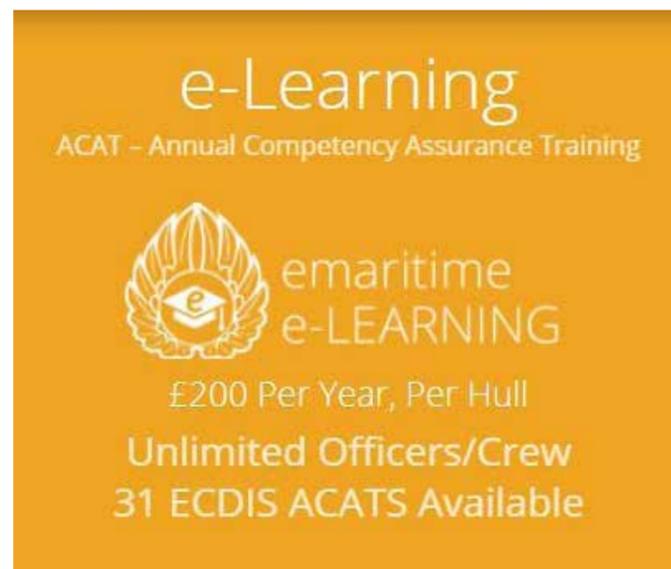
There are several providers of distance learning in the maritime environment. However they are still expensive, complicated and often don't deliver what the customer needs.

### Why have we succeeded?

We have taken our World class products and started the process of converting them to on-line courses. Therefore we have not lowered the standard of product, simply made it more accessible. Our on-line courses give company managers the free opportunity to monitor the performance of their seafarers for the first time in the industry. We also now provide all modules in the off-line mode for vessels and individuals that do not have Internet.

The main reason for our success is price. We only charge £200 per hull, per year, regardless of crew numbers. The nearest competitor charges in the region of £300 per seafarer, our training averages £8 per seafarer with no loss in quality.

Since starting in 2018 we are on over 400 hulls, who intend to renew every year. Our plan is to be on 50,000 hulls, with a view to reaching further to the non-trading hulls and the non-commercial market from 2020.



## A Media Company

### What Problem(s) Are We Solving?

There is a substantial requirement to have constant, up to date media, regulations and support for seafarers and shipping companies worldwide.

### Why Is It a Problem?

With over 100 independent country requirements plus additional local bylaws maintaining an accurate and up to date reference library is difficult. In addition, the constant evolving training material and references with an ever increasing number of equipment manufacturers has fragmented the opportunity to centralise all knowledge. There are too many seafarers and not enough time or resources available to them.

### Why have we succeeded?

We have succeeded in centralising all government legislation and manufacturer information. We've captured the market place with 1000s of recurring users supporting well over a quarter of a million relevant downloads of documents and notices.



# The Story of Our Success



## A Procedures And Audits Company

### What Problem(s) Are We Solving?

As ships equipment grows more complicated, and manning becomes leaner, there is a greater need for clear and safe procedures on how to setup and use the equipment, to help mitigate the potential human failure.

### Why Is It a Problem?

Since the explosion of electronic navigation equipment, some companies have not found the internal expertise to update their historical procedures and guides. The additional problem is that there are over 40 manufacturers of the equipment and some of them upgrade their software and menus every 6 months. Some companies shore side staff simply can't keep up with the changes as well as adding best practice.

### Why have we succeeded?

We have tackled the problem of how to reach and help the commercial registered 50,000 hulls (our main potential market) in two ways.

1) We now produce an annual Procedure guide through our publisher Witherbys Seamanship. The 2018 version last year was sold to thousands of vessels. It retails at £195 per copy and has been very successful on the market since its first version in 2012.

2) We also produce bespoke procedures and SMS for around 50 shipping companies for documentation support outside of the above. These procedures are more expensive, but go into far more specific and greater details. Our client base for this service is predominantly Oil Majors and large Operators

such as Chevron and Euroship. They are supported by user friendly flip cards for the crew.

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## Summary

### What has been our catalyst in fulfilling our successes?

We spend significant time and money recruiting. Not only looking for relevant experience, but intelligence, forward thinking and passionate staff.

### Why have 250 shipping companies backed The eMaritime Group to date?

The economies of scale which we have achieved by engaging with almost every aspect of the maritime industry have built us a significant capability to deliver exactly what the customer wants.

Our unique independence as a private maritime company has led to incredibly documented standards of both training delivered and equipment.

As a well resourced and well funded company, there is no excuse or time in The eMaritime Group's portfolio for being out of date or not delivering the exact high standard and expectation we set.

### This has been achieved and documented:

#### Training:

96% Perfection feedback from students world wide

#### Equipment Used:

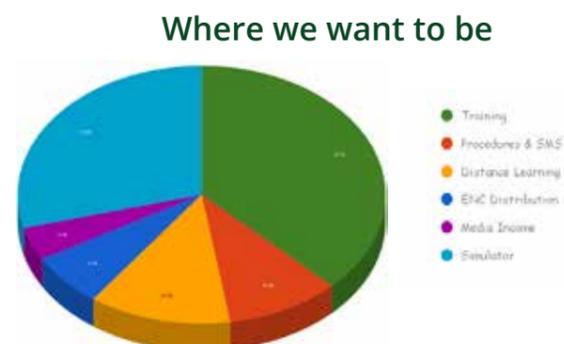
98% Perfection feedback on facility equipment used world wide

#### Media:

Largest independent, centralised and targeted media, database and users with over 300,000 downloads of government regulations and notices recognised by an international community as the most up to date portal.

# Managing Spread of Company Portfolio

As a vision, the company has looked to spread its relative company portfolio as shown. The reason for this is to minimise over reliance in each of our key market sectors



# Next Generation of Enabling Management



Robyn Harrigan BSc (Hons)  
Training and Production Manager  
AFNI AFRIN FInstLM FIMarEST



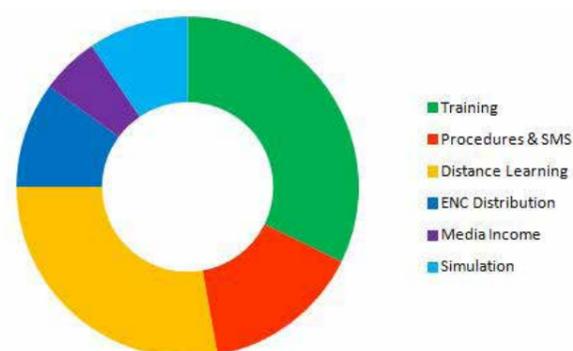
Neil Savage  
Head of Simulation  
MNI

After a career at sea ranging from deep ocean to coastal to pilotage waters, serving a range of vessels including Bulk Carrier, Tall Ship, Passenger/Freight Ferries, Fast Catamarans and Dredgers. Robyn joined ECDIS Ltd as an instructor. A few years later she is now is the Training and Production Manager to ECDIS Ltd. Robyn is responsible for all staff and training courses delivered every week on every continent. She also has overall responsibility for all ECDIS Ltd multi-million pound simulator builds worldwide. Robyn is an Associate Fellow to the Nautical Institute, an Associate Fellow to the Royal Institute of Navigation, a Fellow to the Institute of Marine Engineering Science and Technology and a Fellow to the Institute of Leadership and Management. She has a Foundation Degree in Nautical Science and Bachelor Degree in Maritime Management and Operations.

For the past three years Robyn has been travelling the world conducting onboard Navigation Audits and teaching Port State Control Inspectors on how to audit an electronic bridge.

An Engineer by background, Neil began his career in the Maritime Industry as Operations Assistant to the Port Solent Marina in 2002. since then he has traveled the World extensively working with and for almost every aspect of the Maritime Industry, both at Sea and ashore, from Oil and Gas to Cruise to Super Yachts. And has been integral in the development of both on-board Navigation equipment. His documented feedback is outstanding achieving over 95% perfection on all courses. His passion is in delivering week in, week out Navigation courses, however over the last 12 months he has been heavily utilised at sea conducting on-board Navigation audits predominantly for LNG. He is lead author in several SMS guides and procedures and has worked with numerous large Shipping Companies in developing safe procedures and best practice for modern navigation equipment. He is a Member of the Nautical Institute and is always looking to continually develop his Maritime Professional qualifications. He also holds the prestigious Certified IT Professional and Specialist qualifications from Microsoft.

Our current relative company portfolio spread:



### Explanation:

Although our training division has seen substantial growth, relative to our manufacturing it appears to not be our current flagship product.

The reason for this is believed to be the dramatic surge of simulation that will be required from 2015 - 2019.



## Internal Management & Staff Training

*“No employee limits their role to one sole job, we are all personally invested into everyone’s day to day tasks. This allows for every member of the team to gain experience in the areas they want to pursue. This way of working is vital and often brings a fresh new take on old practices, this is what we believe ultimately sets us apart from other companies.”*

- Robyn Harrigan - Management Representative of QMS

The eMaritime Group takes internal staff training and our Continuous Professional Development (CPD) Plan seriously. The eMaritime Group’s mature approach to all aspects of its business supports staff members on a level playing field to grow and improve with every project and position. This individual progress and potential for growth is unique at The eMaritime Group. We encourage young people to take on high level responsibility roles and work with new innovative minds, maintaining a 21st century facility, equipment and attitude to teaching.

The eMaritime Group takes staff support seriously, and will help to achieve personal and professional goals in regards to education and furthering individual’s CVs. We have a ‘Further Education’ programme in place for developing staff’s skills and capabilities relevant to their role within The eMaritime Group. For example, in 2017 key members of our training staff undertook an online “Train the Trainer” course to further develop and refine their training skills. Fully supported and funded by The eMaritime Group under the programme, working to increase their professional qualifications.



### Why do we do this?



*“To supply training, consultation, simulation and accreditation solutions in the electronic navigation and charting arena to compliant and continuously improving standards”*

- Mike Backhouse,  
Marketing Manager



# Community Projects

It is important to The eMaritime Group to engage with local community groups and invest time inspiring cadets, sea scouts and young people to think about the maritime industry as a career prospect for their future.

The eMaritime Group take on a duty to inform young people of the challenges that a career as a mariner entails and be honest about the industry's future. We encourage them to think about the bigger picture and how important the shipping industry is to their lives today. We enjoy inspiring them to feel better equipped as the new generation of digital natives to face the technology, new mindsets and the hurdles that will inevitably need overcoming.

## Big Bang Fair, Southampton

We supported the Southampton Big Bang Fair, taking one of our mini simulators we gave pupils a chance to experience a real-life vessel simulator.

## Amazing People Awards (Filming)

We have a strong working relationship with the Nautical Institute, they asked if they could use our facility to film a promotional video for the "Amazing People Awards". Utilizing our mini simulators and ECDIS systems.

## Sea Scouts, The eMaritime Group HQ

We were visited by a 25 Sea Scouts from Eastleigh, we showed them round our facility and gave them a taste of our training. Using our full mission bridge simulator and our mini simulators, we even let them loose on our team building speedboat race course!



# Achievements, Awards & Memberships

Our success has been achieved in parallel with a number of like-minded patrons/members of Institutions and Associations that we have formed lifelong relationships with and in so doing working tirelessly towards making the merchant marine and industry leader in safety and productivity a standard for the rest of the world to follow. See opposite for the list of organizations we are proud members of.

ECDIS Ltd have been recognised by a number of awarding bodies such as the National Business Awards, where we were a finalist in the International Growth Business of the Year category in 2014. We were also a finalist for the Lloyd's List awards and most recently was a shortlisted nominee in the 2018 Smart4Sea e-Navigation award.

Our company utilizes and uses a Quality Management System that has received ISO9001:2015 certification from Lloyd's Register Quality Assurance. Not only does the MCA require such a system, but having the system in place reassures our clients that we take assessment and processes seriously.



MCA accredited course provider



The Honourable Company of Master Mariners



PRIMAR®  
Official ENC Provider



# STCW Training

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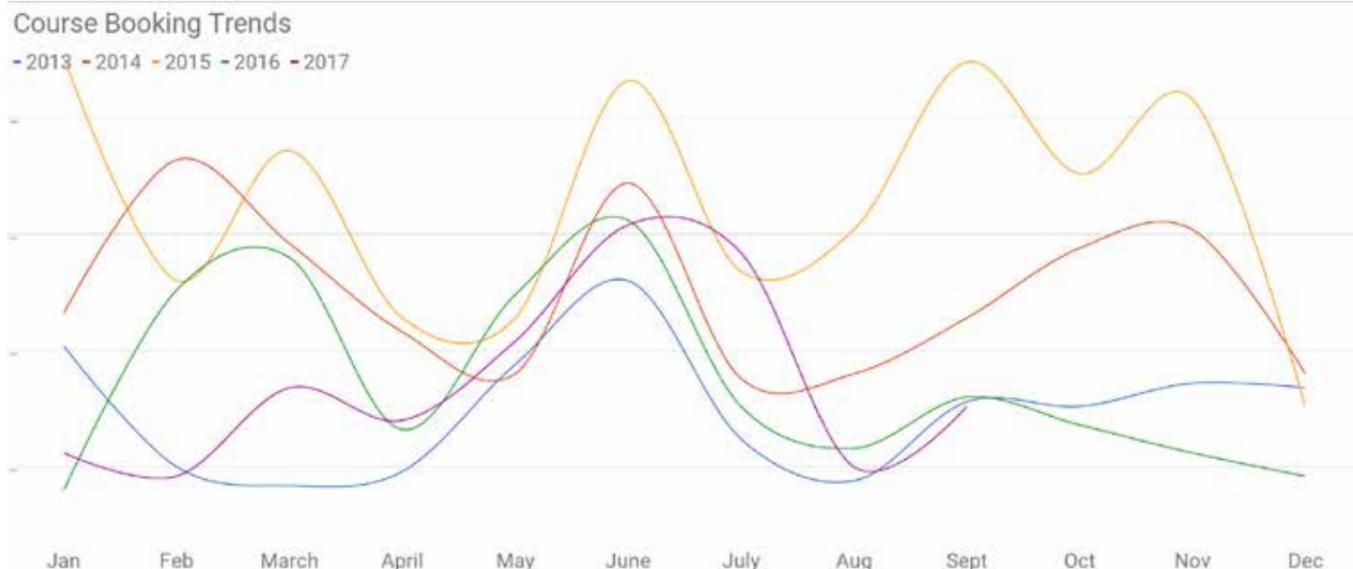
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# Facts & Figures

## Course booking trends



**OVER 4,500**  
STUDENT ATTENDANCE

STUDENTS FROM OVER  
**50**  
COUNTRIES

**& OVER 400**  
COMPANIES/ORGANIZATIONS



WE HAVE TRAINED OVER

**250**



**MAJOR**

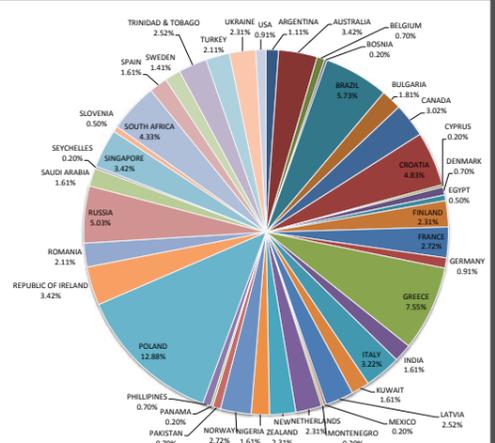
SHIPPING COMPANIES



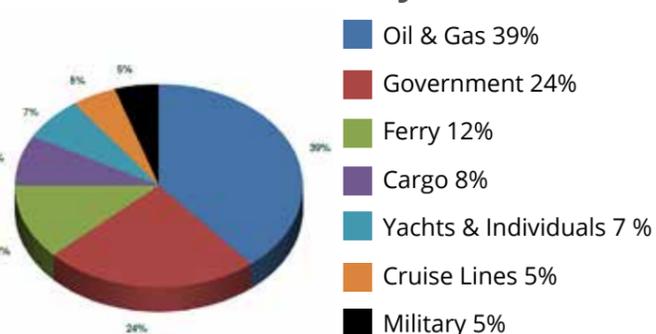
**98%**  
POSITIVE STUDENT  
FEEDBACK

**98%** STUDENTS **OVER 60%**  
ACHIEVED TEST SCORE

OUR INTERNATIONAL STUDENTS



### Relative client base by class



*'A very comprehensive delivery of the course material, thorough delivery, good pace with a lot of hands on experience'*

Simon Toland, Chevron Shipping



*'All the staff and instructors were very friendly and the course matter well taught.'*

Richard Kearns, Global Marine Systems Ltd



*'The course was totally relevant. My expectations were met far more than expected and I [now] feel much more knowledgeable.'*

Mark Fifield  
North Star Shipping



*'ECDIS Ltd have been very welcoming, engaging and very willing to help. The course was well presented and enjoyable. The opportunity to use different equipment and experience their differing styles of operation has been an eyeopener and invaluable. I would heartily recommend ECDIS Ltd'*

Jae Jones, MAIB



*'I have thoroughly enjoyed my Time here at ECDIS UK, a very informative course where I have gained valuable experience and knowledge which I can carry on to my next vessel and continue to improve safety at sea.'*

Sean Chapman,  
Swire Pacific Offshore



# Training Department Objectives

- 1 Continue to maintain and promote deck training syllabuses, always improving course writing and updating with new information and relevant, real life case studies.
- 2 To develop our ever growing training portfolio, moving into the engineering syllabus and related courses.
- 3 Increase worldwide clients, shipping companies and other commercial organisations to over 400, increasing number of seafarers visiting our facility(s) and people we deliver training to.
- 4 Recruit, retain and develop experienced staff and instructors at The eMaritime Group.
- 5 Adopt and integrate new navigation technology and professional requirements and keep the equipment and facility at The eMaritime Group HQ state of the art, always improving the current portfolio of manufacturers.
- 6 Establish a footprint into more countries, firstly focusing on Singapore developing the relationship and partnerships already in place to anchor a permanent foot hold, and then to move toward the American market.



# Thoughts From Robyn Harrigan

Training & Production Manager



The industry is learning and evolving faster than ever. The training department's role is to not only keep up but predict and develop the training demands. This year, we've engaged more with our counterpart in the aviation industry, to look at how they've evolved and learn from their achievements and mistakes as we move forward.

However before this can happen, the industry first needs to embrace a dramatically changing digital world. For too long the industry has been hesitant of new technology, new learning techniques, the thought processes of the 'digital natives', and perhaps unwilling to trust and conform to new capabilities.

We are trying to solve this by:

- Addressing head on the failing of the human element that are so well documented with recent collisions and groundings.
- Integrating all the latest technology found at sea into our training courses.
- Responsibly addressing these new capabilities and adapting training syllabuses only where appropriate to increase safety.

We give the mariners a safe environment to make mistakes; in fact we actively encourage our students to push the sea-going equipment and resources to breaking point. We believe it's much better to do that in the controlled environment of the classroom and simulators than at sea. It is about understanding the limitations of equipment and people, good points, bad points and most importantly learn what to do if and when something goes wrong.

The eMaritime Group are embrave in nature; we want to be the showcase for everything new in the industry including technology, government regulations and the training that entails

We're excited about this sector's potential, concentrating on post training support such as on-board procedures, regulations, and the adoption of social media to support outside of the classroom as part of the Media section of this company.



# Milestones

2009

MCA approval of ECDIS course



Training course approved by the MCA

2011

Nautical Institute accredits our Type Specific course



2013

HELM (M) receives pilot approval from MCA

Lloyd's List Awards Global Finalist: Training Award

HELM (M) MCA audit

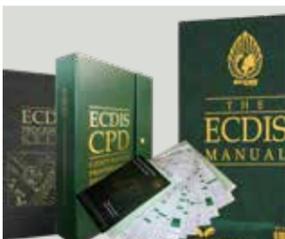


2015

The Media Company releases more publications and version 2 of original publications

Launch of MCA Approved 6.09 Instructor Training (Theory) Course

Launch of 6.10 Train the Simulator Trainer Course



2010



First office at Southampton International Business Park

2012



Office move and expansion to Solent Business Park.

The first ECDIS manual written and published.

2014



HELM (O) receives provisional approval from MCA

BTM receives provisional recognition from MCA

Invited to speak at the IHO Conference in Monaco

Shortlisted for the Inflexion International Growth Business of the Year for the 2014 National Business Awards

First FURUNO ECDIS course taught in Singapore

2018

NAEST (M) & (O) Courses Launched

Navigation Aids, Equipment And Simulator Training – incorporating the MCA bridge and ECDIS training designed to provide candidates with the skills to maintain safe navigation through effective use of electronic navigation systems



2017

Inspectors ECDIS Audit course launched

The course is designed for both Deck and Engineering Inspectors and gives the Inspector or Superintendent not only all the basic practical knowledge they need, but also all the key questions and answers they may need to ask a vessel when visiting



2016

International Global Seminars Launched. Titled "ECDIS Inspections: Marine Risk Reduction, Detentions & Best Practice"



## The Future



Onboard navigation audit service on all classes of vessels.

Visiting ships globally and auditing their bridge procedures and navigation knowledge.

2017



Onboard navigation audit service launched.

Visiting ships globally and auditing their bridge procedures and navigation knowledge.

2017



The eMaritime Group begins to offer three newly developed courses... These are Cyber Security Awareness and Management and Simulator Operators Training Course, all receiving Fantastic feedback during there pilots course.

2016



Launched Online Annual Competency Assurance Training (ACAT) at [www.eMaritimeTraining.com](http://www.eMaritimeTraining.com)

## Web Presence and Promotion for Training

**Our previous web presence was not fit for purpose and unable to cope with the expansion of our training portfolio and additional services we now provide. The usability made it difficult to find out what we actually had on offer. In 2018 completed a total redesign of ECDIS.org (originally our primary website), allowing our training department section to house the wide range of courses we teach as well as easing the ability to quickly add new ones.**

The website is now grouped into categories and colour coded to easily show the course portfolio to choose from and help with navigation. The new layout and GUI keeps each group and then each course effortless to find.

With the re-brand and separation of our departments

as they have grown into their entities, comes an all new training website of its own. This will help with quality website hits and minimise bounce rates as the users will be more likely to be specifically looking for training. It means we will be able to dedicate course descriptions and information with more detail, and expand our portfolio endlessly.

A lot of our students are often unsure about what courses they need to take to be compliant. To solve this problem and confusion, we will devise a question and answer flowchart that will distinguish what certificates they must hold in accordance with regulations, and what certificates/courses are recommended. This is scheduled with the launch of the re-brand in 2017\*

*\*See part 4 of this review "A Media Company"*



**"I've taken on the challenge of reflecting our expanding and diverse course portfolio for 2017 through our website and social media. We are also in the process of developing an exciting range of websites for our future company re-brand"**

*Mike Backhouse  
- Head of Marketing*



## Training Department Today

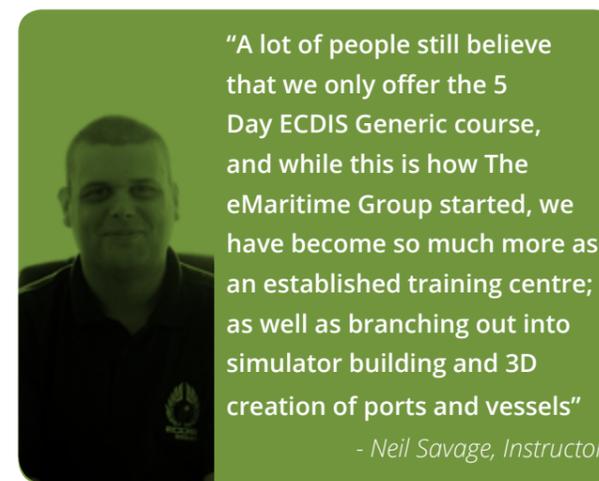
**The eMaritime Group today delivers a greater variety of deck & navigation courses week in, week out than anybody else.**

Our course portfolio has significantly grown in 2017 and now, with the completion and MCA approval of the latest NAEST and Inspectors ECDIS Audit courses, The eMaritime Group teaches over 40 deck and navigation courses.

Our team of dedicated professional instructors provide this ever expanding list of courses to seafarers of all Ranks and Rates. Not being constrained by corporate or government red tape we can react to the constantly changing international government's support, which gives us greater flexibility to support our clients.

Though the company name is The eMaritime Group we are much more than just a school of navigation on ECDIS. We have developed courses on safety, crew management, security, instructing, assessing and ship handling to name a few, also delivering bespoke training created within specific requirements.

Equally we are not constrained by location, our facilities across the globe notwithstanding, our training staff are able to deliver in-situ courses aboard ships or in company office environments.



**"A lot of people still believe that we only offer the 5 Day ECDIS Generic course, and while this is how The eMaritime Group started, we have become so much more as an established training centre; as well as branching out into simulator building and 3D creation of ports and vessels"**

*- Neil Savage, Instructor*





# Recognizing the gaps in the maritime training market

Having daily direct contact with mariners means we still have our ears to the ground allowing us to listen to the music of the industry and implement changes at a management level. We can then take advantage of our quick reaction and turn-around time ultimately filling any gaps in the market.

A particular gap can be found when it comes to training for individuals and officers on smaller craft who have found that the traditional training providers are unwilling or unable to take into consideration the specific requirements of specialist vessel crew and individuals. We are in the unique position to be flexible enough to provide tailored training to all sectors of the industry and even run courses with low minimum numbers and for individuals who could find themselves not catered for by other training providers.



**Examples:**

- Super yachts
- Short-sea Oil Tankers
- Short-sea Bulk
- Towage
- Wind Farm Support
- Container Feeder
- Container Transport
- Domestic Passenger Vessels
- Research and Survey
- Offshore support
- Foreign Military
- Short-sea Chemical (dry and tanker)
- Law Enforcement



It's also important to note that the onshore/coastal sectors seem to have limited reports divulging possible numbers of people within them, where as there are several reports to refer to for foreign going vessel crew numbers. The crew in these sectors, even as unsure as we are of market size, still have to be trained to the same high standards as foreign going seafarers.

eMaritime Group's flexibility and low overhead costs mean we are able to run courses catering for individuals and often working around their schedule.

We at The eMaritime Group are constantly trying to evolve to extend the reach of our training. Some of the sectors mentioned we already provide for but we are always striving toward a force for excellence in training for all sectors of the maritime industry.

We are not just restricted to training for afloat personnel, we have begun to train instructors under the IMO 6.09 & 6.10 Models as well as developing courses in Marine Accident Investigation.

There is also current demand in the industry is training for Towage Vessels. While there currently is no specific training for Towage vessels, the advance in simulation technology means The eMaritime Group can look forward to providing training in both large towage situation orchestration and synergy between Master, Pilot and Tug Master.



# Our Classroom Training Solutions

We pride ourselves in our excellent training, we receive scores of 5/5\* for our facility, teaching staff and quality of our courses. The flexibility of our training means that we can train on the smallest ECDIS system for yachts, through to large groups of merchant ECDIS systems with the same high level of professionalism and integrity.

*\*From research conducted in 2018*

“ An excellent training centre which far exceeded other rival centers in its attention to small detail and treatment of its clients. I hope to return. ”

Jack Martin - HELM Management Student

## ECDIS Courses

ECDIS Type Specific

ECDIS Generic

This is where we started, training seafarers in the new digital navigation systems. We have a large range of courses and can train in-house on all the leading ECDIS manufacturers' system. We innovated the type-specific ECDIS course, enabling students to learn on the exact same system they have on-board

Human Element Leadership & Management (or "HELM") courses have rapidly moved from being a non mandatory course which was an impressive addition to a students portfolio to an MCA, government lead requirement. First developed for the aviation industry, our students are always impressed with how much they learn.

## HELM Courses

HELM Management

HELM Operational

## Bridge Training

Bridge Team Management

Bridge Resource Management

With a full mission bridge simulator situated in our headquarters, we are able to provide practical hands-on Bridge training solutions.; Enabling students to practice real life situations safely. These are proving more popular now than ever before.

Our advanced courses have proven very popular since being launched this year. We are proud that instructors are now coming to us to learn better teaching techniques; such is the respect we have gained within the industry.

## Advanced Courses

Inspectors Course

Instructor Training Course

## Super yacht Courses

ECDIS & HELM Combination

ECDIS/ECS Refresher

The super yacht community generally require a specific set of skills so we have responded with our combination courses and other super yacht specific courses.

Describing these courses as "standard" is slight misnomer as they are anything but basic. We offer a range of practical hands-on training from courses for Ship Safety Officers to Basic Ship Handling and Oil & Gas operational safety.

## Standard Courses

Basic Ship Handling Techniques

Ship Safety Officer Course

## Anti Piracy Courses

Security Operative Team Training

Security Operatives Course

Piracy is an ever-increasing issue worldwide for seafarers, so our Anti Piracy courses provide practical, invaluable knowledge to protect crew, passengers and cargo.

Because we have a flexible training schedule and are able to teach any number of students to their exact requirements, we can offer bespoke ECDIS and Bridge courses fully utilizing our knowledgeable staff and state of the art facility.

## Bespoke Courses

Bespoke Bridge Courses

Bespoke ECDIS Courses

# Continuous Training Course Development

## Cyber Security Awareness (CSA)

The Cyber Security Awareness (CSA) Course is a 1 day theoretical course including case studies and discussions regarding examples of cyber security risks both within the maritime industry and universally. This course is intended to provide a broad understanding of what cyber security is and the importance of the very real threat this can be to every day computer systems. In addition, trainees will also understand how to avoid these threats and learn from previous real-life examples.

## Cyber Security Management (CSM)

The Cyber Security Management (CSM) Course is a 2 day theoretical course including case studies and discussions regarding examples of cyber security risks both within the maritime industry and universally. This course is intended to provide detailed understanding of what cyber security is and how to manage preventative measures on key major systems. In addition, trainees will also learn from previous real-life examples.

## 1.07 Radar Navigation, Radar Plotting and use of ARPA

The course provides training in the basic theory and use of radar for officers in charge of a navigational watch. It is based in the guidance on training in radar observation and plotting and the operational use of ARPA in section B-I/12 of the International Convention on Standards of Training, Certification and Watch keeping for sea goers, as amended in STCW. This model course aims to meet the minimum training standards annexed to resolutions A.482 (XII) and A.483 (XII) adopted by IMO in 1981.

## 1.08 Radar, ARPA, Bridge Teamwork and Search and Rescue

This practical course consists of a series of exercises performed on a radar simulator with two or more own-ships and a number of others. The course involves observing the movements of ships seen on the radar, recognising those presenting a threat of collision and taking action to avoid collisions.

## Simulator Operators Training Course (SOTC)

This course is created for seafarers and non-seafarers who work within the maritime industry and would like to have in insight into key knowledge needed for seafarers to do their job onboard vessels. A trainee who has successfully completed the SOTC course will be able to recognise and manage a variety of maritime simulator navigational equipment in a training environment. He/she will recognise the importance of a good challenge and response environment on the bridge, assisting the Simulator instructor in delivering a high quality comprehensive course.

## Ship Safety Officer Course

This course is suitable for seafarers who are about to serve, or are already serving as either a safety representative or a safety officer. This training is intended to meet the requirements set out in the IMO Model course 3.11 and the Code of Safe Working Practice for Merchant Seafarers (CoSWP). This course addresses both accident prevention and accident investigation.



We are constantly adding to and developing our innovative training course portfolio. Listening to what is currently happening in the maritime industry as well as predicting what the needs of the community will be in the near future.

## Navigation Aids, Equipment And Simulator Training – Operational Level – NAEST (O)

The NAEST (O) course is designed to provide candidates with the skills to maintain safe navigation through effective use of electronic navigation systems.

NAEST training is a mandatory requirement for all MCA Certificates of Competency above OOW 500GT inclusive

- Voyage planning, navigation and execution
- Electronic navigation systems
- Using information from electronic systems
- Radar, ARPA, AIS
- ECDIS – Generic and Transas Type Specific
- Introduction to Search and Rescue.
- Bridge management, watchkeeping and teamwork

## Navigation Aids, Equipment And Simulator Training – Management Level – NAEST (M)

Mandatory for candidates for a certificate of competency as Chief Mate and Master on ships of 500 gross tonnage or more in accordance with Regulation II/2 of the STCW Convention, 1978, as amended (Manila Amendments)

A certificate is issued by the college on the successful completion of the course on behalf of the Maritime Coastguard Agency.

- Plan a voyage and conduct navigation;
- Determine position and the accuracy of resultant position fix by terrestrial observations and using modern electronic navigational aids;
- Maintain safe navigation through the use of information from navigation equipment and systems, including radar and ARPA to assist command decision making;
- Maintain the safety of navigation through the use of ECDIS and associated navigation systems to assist command decision making;
- Manoeuvre and handle a ship in all conditions;
- Coordinate search and rescue operations; and Establish watchkeeping arrangements and procedures;



# Popular Training Courses

## IMO 1.27 Model ECDIS Generic Course

**5 Day | MCA Approved**

The course is based on the MNTB and IMO 1.27 Model Course and has been designed for officers in charge of a navigational watch, for experienced officers and other persons with navigational responsibilities.

The aims of the training are to equip the candidate with the fundamental knowledge and skills needed to keep a safe navigational watch using electronic chart display and information systems (ECDIS), interfaced with other onboard equipment to maintain safety of navigation.

### Course Topics

- Concept and Capability
- Familiarisation
- Principal Types of Electronic Chart
- Legal Aspects

- ECDIS Data
- Presentation of Data
- Chart Updating
- Route Planning
- Route Monitoring
- Fixing
- Back-up Systems
- Sensors
- Errors and Alarms
- Risk of Over Reliance on ECDIS
- Voyage Data Recording



## ECDIS Type Specific Training

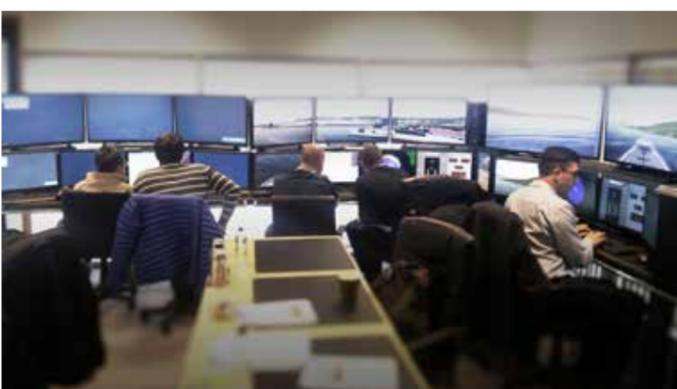
**1 Day | ECDIS Approved**

The course has been designed for candidates who have completed ECDIS generic training and now require equipment specific training. It has been designed for officers in charge of a navigational watch, for experienced officers and other persons with navigational responsibilities.

The course is split between presentations to familiarise the trainee with the menu structure and practical exercises on the actual ECDIS equipment to cement understanding.

We hold a wide range of different manufacturer's equipment in our facility including:

- JRC 9201 & 7201
- TOKYO KEIKI
- FURUNO
- SPERRY MARINE VISION MASTER FT
- TRANSAS NAVI-SAILOR 4000
- JRC
- OSI ECPINS
- KELVIN HUGHES MANTA DIGITAL
- KELVIN HUGHES MANTA DIGITAL WIDESCREEEN
- PC MARITIME NAVMASTER
- SIMRAD



As well as developing completely new courses, we are always evolving our existing course portfolio to better reflect the latest trends and requirements of the industry.

## Bridge Team Management (BTM) 5 Day Courses | MCA Approved

The course consists of lectures, discussions (both instructor and student-led), simulator scenarios and team building exercises designed to promote, practice and reinforce safe navigational watchkeeping practices through the application of effective bridge teamwork, bridge resource management principles and the use of leadership and managerial skills for the safety of life and property at sea and the prevention of pollution to the marine environment.

### Course Topics

- Watchkeeping Principles
- Simulator Introduction
- Bridge Team Control and Communication
- Human Factors
- Crisis Management
- Case Studies
- Team Work
- Voyage Planning
- Working with a Pilot
- Search and Rescue



## Bridge Resource Management 3 Day | MCA Recognised

**3 Day | MCA Recognised**

The Bridge Resource Management course introduces the concept of a navigation team to ship masters and watch officers and frames their decision making process toward establishing watch conditions during the course of the voyage. Bridge Resource Management techniques will emphasise decision making based upon conditions related to workload and potential threat to the vessel. The intent of the course is to define the individual task and responsibilities of the various team members while developing a situational awareness to prevent individual errors. Our trainees can expect a high proportion of simulator time, interspersed with lectures on human factors and decision making.

### Course Topics

- Human factors
- Terminology
- Stress and fatigue
- Leadership
- Communications
- Cultural and situational awareness
- Work load
- Team work



## Popular Training Courses (cont..)



### Human Element, Leadership and Management (HELM) - Management

5 Day | MCA Approved

HELM (M) Management course is approved by the UK Maritime & Coastguard Agency (MCA) and is also required by the MCA for those who are applying for new CoC at management level. The MCA state that you must include a certificate of completion of an approved HELM (M) management level training course with any application received by the MCA after 31st August 2013 for the following CoC's:

- Master and Chief Officer, Reg. II/2 (unrestricted)
- Chief and Second Engineer Reg. III/2 (unrestricted)
- Chief and Second Engineer Reg. III/3 (unrestricted);
- Master and Chief Officer (Yacht < 3000 GT) (Article IX / Reg. II/2)
- Yacht Engineer Y2 and Y1 (<9000 kW) (Article IX / Reg. III/2)
- Master and Chief Officer, Reg. II/2 (limited to Standby, Seismic Survey and Oceanographic Research Vessels)
- Chief Engineer Reg. III/2 (limited to Standby, Seismic Survey and Oceanographic Research Vessels)



### Human Element, Leadership and Management (HELM) - Operational

3 Day | MCA Approved

Our HELM (O) Operational training course is approved by the UK Maritime & Coastguard Agency (MCA) and has been designed for candidates seeking certification under:

- STCW Regulation II/1 – officers in charge of a navigational watch on seagoing ships of 500 GT or more (ie. OOW)
- STCW Regulation III/1 – officers in charge of an engineering watch in a manned engine-room or as designated duty engineers in a periodically unmanned engine- room
- STCW Regulation III/6 – electro-technical officers.

Based on the MNTB's criteria for Human Element Leadership and Management (HELM) Operational and Management Levels First Edition Sept 2012, the candidates will learn how to control the operation of the ship and care for persons on board at the operational level.



### Training Course For Instructors 6.09 (Theory)

5 Day | MCA Approved

**This training is intended to meet the requirements set out in the IMO Model course 6.09, Training Course For Instructors.**

The object of this course is to provide the knowledge and skills for trainees to administer, supervise and monitor training and assessment of seafarer competence in accordance with the provisions of section A-1/6 of the STCW.

Trainees will gain an understanding of preparation of effective teaching and instruction, selection of appropriate methods of instruction and teaching materials and the evaluation of the teaching and learning process.

### IMO 6.10 Train the Simulator Trainer & Assessor Course (Theory)

5 Day | MCA Approved

The Train The Simulator Trainer And Assessor based on the IMO Model course 6.10, is largely practical and experiential in nature and each course participant will have adequate hands on training on the simulator. This course is intended to provide a conceptual understanding of the importance of maritime education and simulator training with a view of the human element in shipping and the special working environment on board a ship. In addition trainees will understand the psychology of learning in a simulator, in order to design and conduct simulator based training programs, including exercises and detailed briefing and debriefing.

### Inspectors ECDIS Audit Course

**The Inspectors course is one of our most popular courses and has to date trained hundreds of Inspectors, Superintendents, Flag Authorities, and Auditors all over the World.**

The course is designed for both Deck and Engineering Inspectors and gives the Inspector or Superintendent not only all the basic practical knowledge they need, but also all the key questions and answers they may need to ask a vessel when visiting.

The course is a hybrid of Q&A on all ECDIS systems, general ECDIS knowledge, practicals on actual ECDIS equipment to familiarize the delegates with the key ECDIS systems they may face, but most importantly the course provides take away cards for the inspectors to use when at sea in the future. The 1.5 days are extremely intensive. They are delivered by Deck Officers that have conducted between them hundreds of Navigation Audits and Inspections. The instructors have vast experience both at sea and in teaching on most of the leading 36 manufacturers.

# Training Department Customer Feedback



ECDIS Ltd  
Atlantic 3600 Building,  
Solent Business Park,  
Whiteley,  
Fareham,  
PO15 7AN

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Tel: 01489 559 677  
info@ecdis.org  
www.ecdis.org

**Brilliant, very relevant, presented well! Nothing but great things to say about!**  
- Emmet Morahan, Chevron  
ECDIS Type-Specific Student

**If ECDIS Ltd offered Cadet ships the standard of maritime expertise would be vastly improved.**  
- Michael Roberts, BP  
ECDIS Type-Specific Student

**Excellent all round and learned a lot. Instruction was excellent and gave a lot of time to personal tuition. Excellent.**  
- Francis Wight, Maersk  
ECDIS Generic Student

**A very well presented course, with knowledgeable and friendly Instructors. I would be happy to recommend ECDIS Ltd to others.**  
- Andrew Elson,  
Shell International Trading  
ECDIS Generic Student

**It's a great centre, great lecturer and I've learnt a lot of useful things related to my career**  
- Fahad Aldousai,  
Kuwait Oil Tanker Company  
BTM Course Student

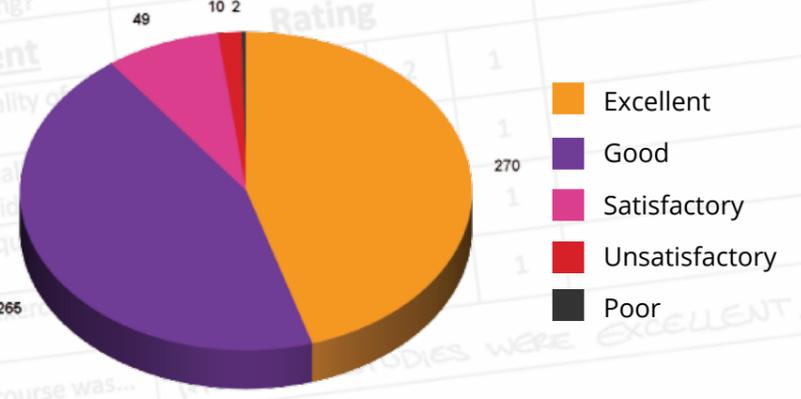
**I have enjoyed the course very much, the equipment is first class and the instructors where approachable and friendly which always makes learning more pleasant.**  
- William Taylor, DNV-GL  
ECDIS Generic Student

**Excellent course which I found very enjoyable and thought provoking**  
- Adam Keen, Trinity House  
HELM (M) Student

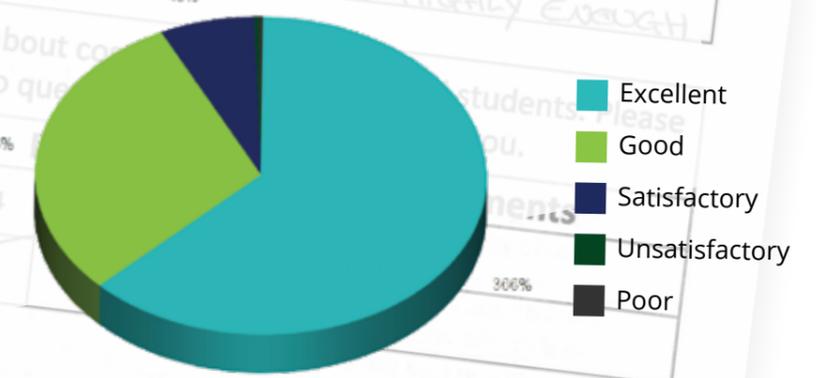
**Easily one of the best training centres that I have seen. Would 100% recommend**  
- Steven Grant, Bibby Ship Management  
ECDIS Type-Specific Student

**Excellent facilities and tutoring. Would definitely recommend to company and colleagues to attend courses here.**  
- Ben Wilkinson, PG Tankers  
BTM Student

How would you rate the course(s) overall?



What are the chances of you recommending ECDIS Ltd?



# Market Size & Target Audience

**The market available for training, even for ECDIS alone is still vast.**

Looking at tankers only, UKHO reported that 54% of vessels currently have ECDIS installed and are using ENC's. That still leaves 46% of the global tanker fleet still needing to embrace ECDIS on board, equating to approximately 4000 tankers.

When looking at individuals, the 2010 BIMCO report shows an estimated 1,500,000 merchant seafarers worldwide. However this number is for crew members serving on foreign going ships, not local trade or single point vessels such as offshore support.

Based on MCA numbers an additional 50,000 seafarers are working within the Western Europe region alone. Remembering there are approximately 10 regions of this size in the world, this could conclude an estimate of possible merchant trainees worldwide to be almost 2,000,000.

According to the UK GOV website there are some 35,000 regular and reserve Royal Naval personnel, not forgetting adding numbers from the other NATO countries alone brings the number of military to almost 1,000,000.

Ashore there are organisations like the Marine and Coastguard Agency, port staff, the Maritime Volunteer Service, Cadet Forces as well as shipping company office staff.

Giving us some 3,000,000 Seafarers, and a possible 1,000,000 other persons connected to the maritime sector all of whom we could offer training worldwide.

Human Element Training has also been made compulsory for UK seafarers meaning that all sea going crew and staff must hold a certificate for CoC. This higher level management training has been recognised as essential and opens another door for potential market and repeat business. This training is mandatory for all UK candidates and is also recommended to shoreside staff as written in MCA MIN 493.

In summary, the target audience and market potential for The eMaritime Group and training is extensive and could be described as limitless; training for retaining SOLAS knowledge standards will always be required and of high importance.



## POTENTIAL NAVAL TRAINING CLIENTS

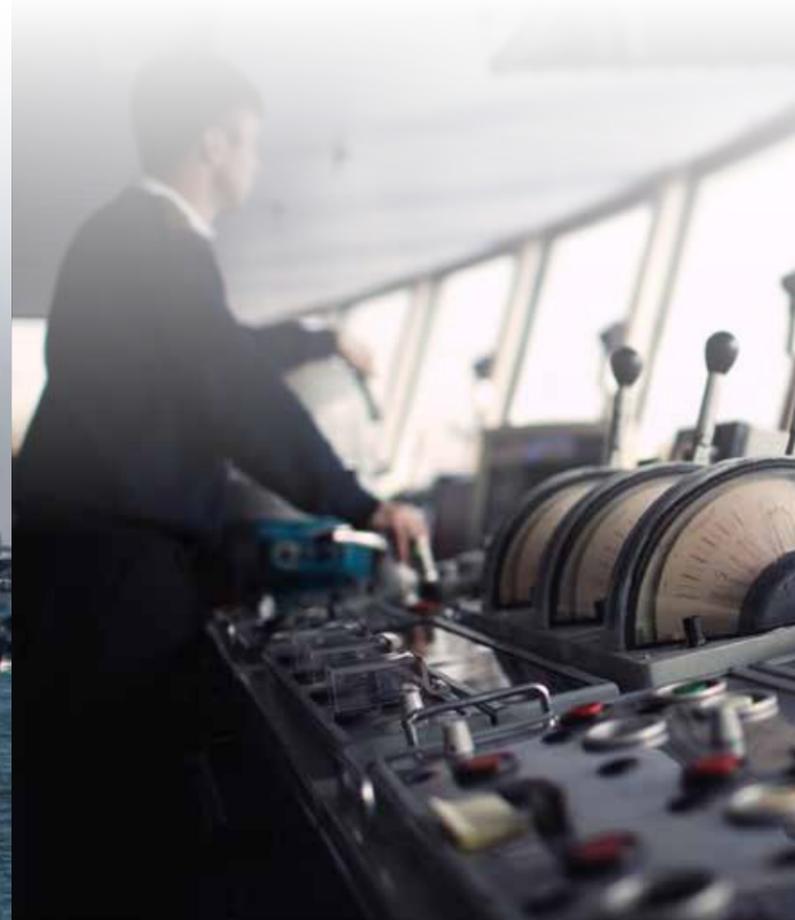


**“Our market Is everything That floats”**

**1.5 MILLION**  
**MERCHANT SEAFARERS**  
**GLOBALLY**

**CLIENTS** **CURRENTLY**  
**250**  
**WORLDWIDE**

**Believed to be the largest independent training Provider**



# Our Current Clients

We train a vast range of mariners from a wide portfolio of industry sectors.

We have a long term agreement to train our very own Inspector's Course to over 400 Inspectors as part of the Oil Companies International Marine Forum (OCIMF).

Training has and will continue to take place at their locations in London, Houston/New Orleans and also in Singapore.



# Global Training

The maritime industry is, by its very nature, portable and we have responded to this by sending our instructors all over the world. We are able to take our own equipment or train students directly on their own.



# Onboard Training

Onboard training is conducted on the vessel's ECDIS terminal. The course consists of a series of familiarisation exercises, where the instructor demonstrates and guides where necessary. Where knowledge of the ECDIS exists already, the exercises test user knowledge to a high degree. An assessment is conducted on completion of the exercises to test the knowledge gained.



*"Why don't you conduct some of your training on-board? Learning hands on with your own deck equipment"*  
 - George Ward, Project Support Manager





# Next Generation Simulation

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# Facts & Figures

SINCE 2013

# 35

SIMULATORS

ACROSS

# 3

CONTINENTS

- 20 MINI SIMULATORS
- 3 ENHANCED MINI SIMS
- 3 BRIDGE SIMULATORS
- 1 TUG SIMULATOR
- 2 BRIDGE WING SIMULATORS
- 6 INSTRUCTOR STATIONS

# WE HAVE BUILT

# OVER 40

PORTS  
TIMESCALE 6-8 WEEKS

# In 20

ENVIRONMENTS



# OUR VESSELS USED IN

# OVER 100

SIMULATORS  
WORLDWIDE

# OVER 10

VESSELS  
TIMESCALE 4 WEEKS



# Thoughts From Jonathan

Head of Simulation



Simulators on their own do not ensure quality training, facilities need the right staff with the right mindset to fully understand how to use this incredibly powerful training tool correctly. The eMaritime Group offer on-site training as part of every simulation build so that the same standards are met across the board.



Each year computer components get smaller, faster, more powerful and this naturally leads to very capable components becoming more affordable.

This has caused massive waves in the maritime simulation industry as hardware to support complex simulation has now become considerable to even the smallest of maritime schools, leading to a significant rise in demand for maritime simulators of all sizes.

ECDIS Ltd want to keep this momentum and continue offering and providing increasingly more affordable solutions to every maritime school, college, university, training academy, military camp and merchant navy training office in the world.

I believe that the future of maritime simulators is not only in the technology itself but in how we use them. We have realistic graphics, physics, handling, sounds and accurate simulation of real on-board equipment, now the industry must practice it effectively. Graphics can get better and physics can be more accurate but for the first time we have the ability to deliver realistic training scenarios and start to teach our mariners valuable fulfilling lessons and test their abilities safely.

*The real work starts now. We no longer have to wait for simulation technology to catch up.*



# Simulation Department Objectives

- 1 Continue to create more ports and vessels whilst every time improving their level of detail and maximising efficiency. Increasing investment and output from 9-12 ports a year to 20-24, and from 8 vessels a year to 14-16.
- 2 Address simulator affordability and price perceptions looking at efficiency of hardware becoming become more cost effective for our customers.
- 3 Integrate new technology and establish The eMaritime Group as the testing ground for new equipment in the maritime industry.
- 4 Discover and help create new simulation software for our simulators giving clients more choice.
- 5 Improve training realism by integrating more on-board equipment to keep improving the look and feel of our simulated bridges.
- 6 Continue to push boundaries, ask the difficult questions and overall bridge the gap between simulation and real life.



# Milestones

**2013**

ECDIS Ltd 3D department created



**2013**

Port Creation Service Launched



**2014**

ECDIS Ltd Vessel creation service launched



**2015**

Turkey Istanbul Technical University Immersive Tug and Bridge Simulation Suite Installation



**2012**

ECDIS Ltd HQ Bridge Simulator Installed



**2013**

Chevron, San Ramon Enhanced Mini Simulator Installed



**2014**

Chevron, Mumbai Enhanced Mini Simulator Installed



**2014**

Chevron Glasgow Bridge Simulation Suite Installation



**2015**

Blue water Maritime School, Florida Mini Simulator Installation



**2018**

Development of New LCS Next Generation Simulator Project True-life graphics and real-time live data



We are not tied to supplying specific brands of equipment with the ultimate freedom to give the client what they want without compromise. We confidently offer consultancy & impartial advice on what equipment may suit a client best either on-board simulated or real vessels.

This means we are the only company that can integrate multiple ECDIS systems to their bridge simulators, for example our own facility simulator houses 4 different ECDIS's all receiving and outputting data at the same time. This ability to integrate also extends to multiple radar systems and we are also working on new integrations including real ship instrument displays and steering consoles.

eMaritime Group holds a strong position in the market being the only true independent provider of simulators



**98%**  
**PERFECTION**  
FACILITIES AND EQUIPMENT FEEDBACK

## We pride ourselves in our staff and originality in everything we produce.

We have some of the highest caliber of expert staff within their area. Our own in-house 3D and Simulation Department and Technicians allow us to stand apart and excel above and beyond any standard.

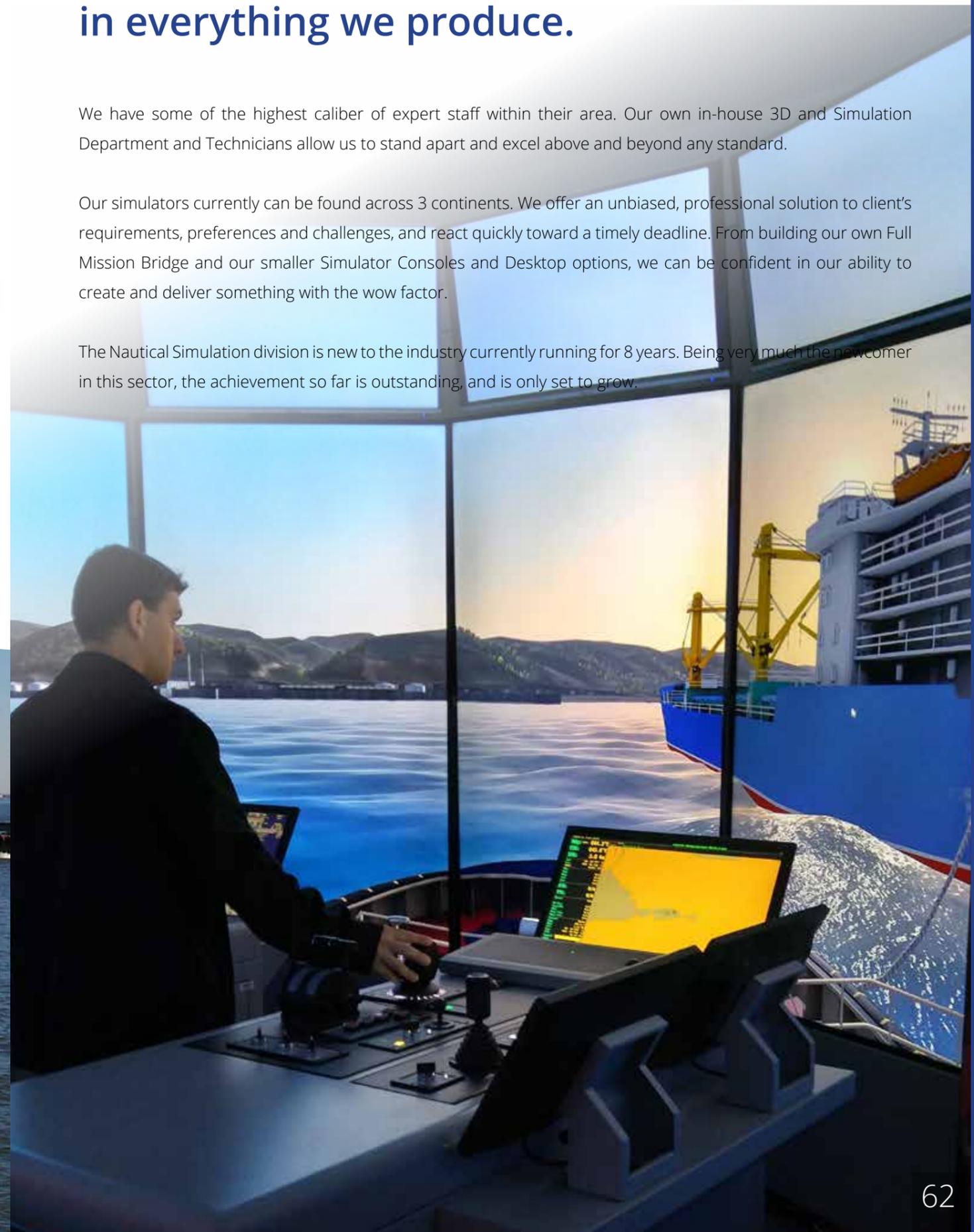
Our simulators currently can be found across 3 continents. We offer an unbiased, professional solution to client's requirements, preferences and challenges, and react quickly toward a timely deadline. From building our own Full Mission Bridge and our smaller Simulator Consoles and Desktop options, we can be confident in our ability to create and deliver something with the wow factor.

The Nautical Simulation division is new to the industry currently running for 8 years. Being very much the newcomer in this sector, the achievement so far is outstanding, and is only set to grow.

TS2000 "Garp and Sark"



RAstar 3900



# Recognizing the gaps in the Simulation Market

**Demand is high: All maritime vessels are mandated to have an integrated ECDIS onboard and therefore so will all maritime simulators.**

The key gap in the simulation market is relevance. Ships are gradually no longer using paper, so mariners and companies will be looking for training on the bridge equipment that actually appears onboard their vessel. Being an independent, private company The eMaritime Group are able to offer a list of the top manufacturers without compromise or bias. We can supply what customers need relevant to sea going vessels, equipment and experience.

Generic training on models of equipment that individuals will not use in real-world situations is becoming frustrating to managers and masters. Familiarisation on the actual technology and hardware found on the bridge is of substantial importance.

As emerging countries new to the maritime trade develop, seafarers are often based in new places where convenient training is unavailable. The industry is establishing in these new areas and also growing in size with the amount of people going to sea, but the amount of simulator training options and solutions is currently inadequate.

The expense can often create a large gap in the market as simulation is perceived as a high cost solution. On the other hand, maritime schools, universities and colleges will need simulators to remain competitive but often are restricted under tight government budgets which can also be complicated and time-consuming. Our clients - particularly shipping companies - need to be aware (and almost conclude on their own) that they could save on future training costs by purchasing a simulator and train their staff in-house.

Other simulator providers can seem unapproachable to smaller training facilities, The eMaritime Group makes a special effort to be there for the smaller companies too with examples and evidence in orders for the popular mini Trainee Simulator Workstations.

We are able to pinpoint gaps in the market and address these gaps to work towards solutions that we can then offer.

First, we recognize the problems our customers face:

## Problems

## Solutions

Shipping companies need different ECDIS systems in their simulators



Purchase bespoke simulators to conduct own training in-house with as much equipment as they need

Shipping companies are sending their fleets around the world to receive training



With Internal simulators, clients can decide where, when and how fleet will be trained, instructors can come to them

Simulators are too expensive And can be seen as a luxury



We can suit any training need, To any limitation and budget



# Web Presence and Promotion for Simulation

As our simulation services have expanded, so has the need for more web presence; a single page on “simulators” is no longer suitable. Which is why we have created a site entirely dedicated to all aspects of simulation.

This includes a unique “Simulator Architect” for designing your own simulator from the ground up with the exact dimensions of a training room.

Working alongside the 3D department, it has been possible to include some stunning visuals of our simulator solutions which have enabled us to give visitors and potential clients a more defined idea of how their solution could look. This is detailed more in the “Strategic Future” section of this review, page 92.



# Our Simulation Department Solutions

Our in-depth working knowledge of the maritime industry, and building our own bridge simulator enabled us to understand the issues facing simulation training from an insider’s perspective.

## What makes our simulator solutions different?

We have invested extensive time and effort into research and development. As a result, we have created an innovative range of “modular” simulators, that are free-standing giving greater mobility and making it simple to upgrade components. These are completely unique to the company and have already created great interest in the industry. We also are able to offer “add-ons” through our by-product sales, post-sales support and training both in their new simulator and for their new simulator - we provide custom usage manuals for all of the equipment we install.

## How do we control our build timescales and turnaround?

We control our own schedule for simulator builds, finding that business and contracts are won on timescale. We have found that competitors can struggle with building simulators quickly, and in today’s world people demand solutions fast. Most shipping companies are already behind in their training demands and the concept of ordering a bespoke simulator build as a solution could be overwhelming. That is where we are distinctly different than larger manufacturing companies since we have formed a supply chain where we can act very quickly on changes and needs to our builds.



**We charge a fixed annual Warranty support**



**Build your own simulator Visit [www.nauticalsimulation.com](http://www.nauticalsimulation.com)**



# ZERO DOWNTIME

Using modern remote connection technology to support and assist our clients



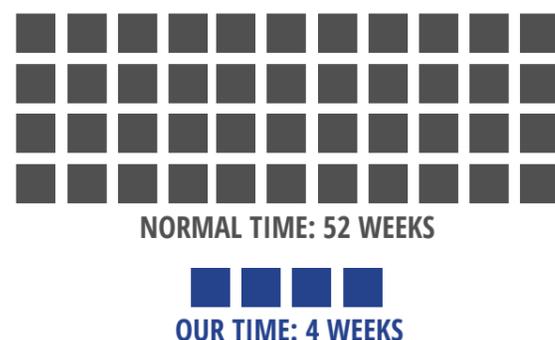


### Why do we do it?

We believe we can provide a solution efficiently and tailored to the customer at a high quality and with a fast turnaround. We do not have the same overheads as perhaps other simulation providers may have meaning the client can pay for a heavily marked-up solution, so a healthy profit margin can be made. We give our clients what they want, when they want it, at the price they expect to pay.

### Our Advantages & USPs at a glance:

- Simulators tailored to a client's needs
- Technology and training to create a port that clients' want in their training scenarios
- Integrate the ECDIS they use
- Integrate the RADAR they use
- Layout the bridge to be like their own
- Turn around large projects within months, not years
- Solutions around limitations (budget, room size, staff etc)
- Document how to run the sim as a custom training manual



### Our Simulator Solutions:

#### Bridge Simulators



#### Tug Simulators



#### Part Task Simulators



#### Instructor Stations



## Market Size & Target Audience

The simulation market size is constantly growing and evolving around new technologies that are being adopted into the maritime industry. It's never been more affordable for colleges and schools to have simulators at their own facility, often being more cost effective than renting simulation areas from different facilities.

The eMaritime Group are committed to accommodating everyone no matter how small with a simulator solution.

A key market for the The eMaritime Group simulation division is maritime training centres. There are over 300 maritime/nautical schools and academies around the world, many of which are searching for affordable simulator solutions. In the last 8 years that the The eMaritime Group 3D and Simulation department have been operating, we have built simulator suites in 6 of those schools (7 including The eMaritime Group HQ) so far. This means that we have already installed our simulators in 2% of the world's maritime education centres. Our aim is to reach further and by 2019 have built simulators in 10% of the world's maritime/nautical schools and academies.

300  
MARITIME  
ACADEMIES  
WORLDWIDE

WE HAVE INSTALLED  
SIMS FOR 2%  
WORLD'S  
MARITIME  
COLLEGES

SHIPPING  
COMPANIES  
GREATLY BENEFIT  
FROM IN-HOUSE  
SIMULATION

However, the market potential does not end there for simulation.

It is important to note that shipping companies could hugely benefit from in-house simulation and training.

It's normal practice for shipping companies to spend vast quantities of money sending their employees around the world to different institutes for various types of training. Often the most efficient and cost effective solution is to train their staff in-house, this is where The eMaritime Group can help.

With our simple simulation solutions we can turn any room into a training facility and equip a company with exactly the right equipment to conduct the training they need. If our clients don't have the right infrastructure to train staff in-house, The eMaritime Group staff have vast experience traveling all over the world to conduct MCA approved on-site training courses. We also deliver MCA approved train the simulator trainer and assessor courses to help staff become qualified instructors.

It also doesn't stop at shipping company's. Passenger shipping, freight shipping, port authorities, private security, and militaries can all benefit from the ability to perform in house training and The eMaritime Group can provide them with that ability on a global scale.

Another sector the simulation department is looking to grow further into is oil and gas. So far we have helped one of the world's largest oil majors turn a new headquarters into a conjunctive training facility by building one of Britain's largest simulator suites. They now have the ability to train staff in house their way and The eMaritime Group helped them to achieve this goal. However this is just one out of 42 of the world's largest oil and gas majors and we are looking to reach another 4 by 2019.

The market is vast but we've only touched a small percentage of it in 8 years, however in this time we have proven to have the ability to potentially provide any company with a simulator no matter how big or small.

## Our Simulator Range



**Console Simulator**



**Instructor Station**



**Part Task Simulator**



**Concept Full Simulator Training Suite**



## INVESTMENT OPPORTUNITY

# World's First Live Constructive Simulation (LCS) Maritime Simulator

**Live Constructive Simulation (LCS) is the next generation in Maritime training and will revolutionise the current Global maritime simulation market. This opportunity will allow for training to be conducted to new heights; and therefore decreasing man-made mistakes within the travel industry which is currently causing thousands of fatalities a year.**



US Military original LVCS

LCS is *NAUTICAL SIMULATION's* new revolutionary concept that will change the way the maritime industry trains, by adding never-before-seen features into a simulator.

The idea stems from a concept first seen and used by the US Military called Live Virtual Constructive Simulation (LVCS), changing the way that soldiers, fighter pilots and the US navy trained their troops. It allows for a simulation where all three of the US Services can train together, in one scenario to give a far more realistic and environmental feel than 'traditional' based simulation. It allows the three forces to work together in a scenario so they can experience what it would be like when implementing it in the real-world. The concept used by the US forces also allowed for real fighter jets, navy ships and soldiers in

action to also be in the scenario so trainee's in the simulation can see real life scenarios occurring.

We are already in direct competition with bigger and more established maritime simulation manufacturers, who currently provide similar non-LCS or 'traditional' solutions such as ourselves. We have been successful in breaking into this market with global sales, but we are a long way from being the industry leading brand name. This coupled with the fact that established manufacturers are undoubtedly looking to develop their solution one day, has led us to the conclusion that we need to act fast.



We are now taking the LCS approach. What makes LCS different to all other current simulation providers?

## Live

Live simulation allows for a simulation involving real people operating real ships, boats and aircraft etc to be implemented into a training event in the simulation in real-time therefore allowing the simulation to use real shipping equipment. They are considered simulations because they are not conducted alongside a real ship. An example of this would be while being in a simulator, you are able to view and interact with all real-time ships, weather and hear all VHF frequencies in the region of the simulation.

## Constructive

The Constructive side of the simulation involves simulated people operating simulated ships, also known as Artificial Intelligence (AI) which is used to generate intelligent behavior from a simulated person. This means there is no need for another person to be present to control other simulated ships within a scenario.

Real people simulate (make inputs to the AI) such as collision avoidance and Rule of the Road situations so the AI ships know what to do, but are not involved in determining the outcomes of what happen to AI Ships.

We are looking to add more intelligent AI into

the software, not seen before, so that large numbers of realistic vessels act as vessels should do in a very fluid environment. We are looking to reduce the work load of the simulator staff, whilst increasing the realism or 'Constructive AI' of the scenario to levels beyond what (sadly) humans can successfully manage.

As an example, maritime training staff, even with the current limited AI input, are limited in their physical and mental capacity to 'live' manage and monitor more than 10 to 20 ships correctly and without making the environment appear unrealistic to the user. In real life, busy shipping waters may have between 100 to 500 vessels ranging from small high speed boats to large tankers, all busily going about their day-to-day business with real humans making judgments.

The increase in the Constructive element of LCS Simulation will allow similar realistic numbers of vessels, mass of 'live' communication and wider issues seen daily at sea to be managed by instructional staff making the end-user experience almost 'real'.

The aim of Simulation has always been to make it as real as possible, but the concept, technology and software was not there in the past.

# World's First Live Constructive Simulation (LCS) Maritime Simulator

The simulation software in the new NAUTICAL SIMULATION LCS Simulators will also allow for next generation never-before-seen graphics. It will allow the highest level of realism to be experienced while in a maritime simulator giving the students as close as possible to 'real life'.

The UNIGINE engine is one of the tools we use to develop our 3D environment as it gives the most realistic, immersive, and incredible performance in comparison with other major or well known engines. This is what helps us reduce the average number of polygons used within a simulation by almost 85% in comparison to other engines. This allows for vastly improved performance within the simulation.



Image above: Concept simulation image of international space station used as a benchmark test

The software we are developing has lightning fast loading of all complex 3D Data; usually 5 to 8 times faster than standard simulation software. This results in a better user experience as glitches and lag will not occur as often. **Every 3D asset looks near photo-realistic due to sophisticated shading and lighting models, accurate atmosphere modeling, advanced special effects and lifelike post-processing.**

Advanced Level of Detail (LoD) system with various performance optimisations allows unmatched visibility distance. Thanks to the advanced atmosphere model, a limited Earth curvature simulation is also available for high-altitude aircraft.

Our goal is to create realistic, never-before-seen simulation that make users unable to determine weather the image is real or generated by a computer.

'Traditional Simulation' Graphics

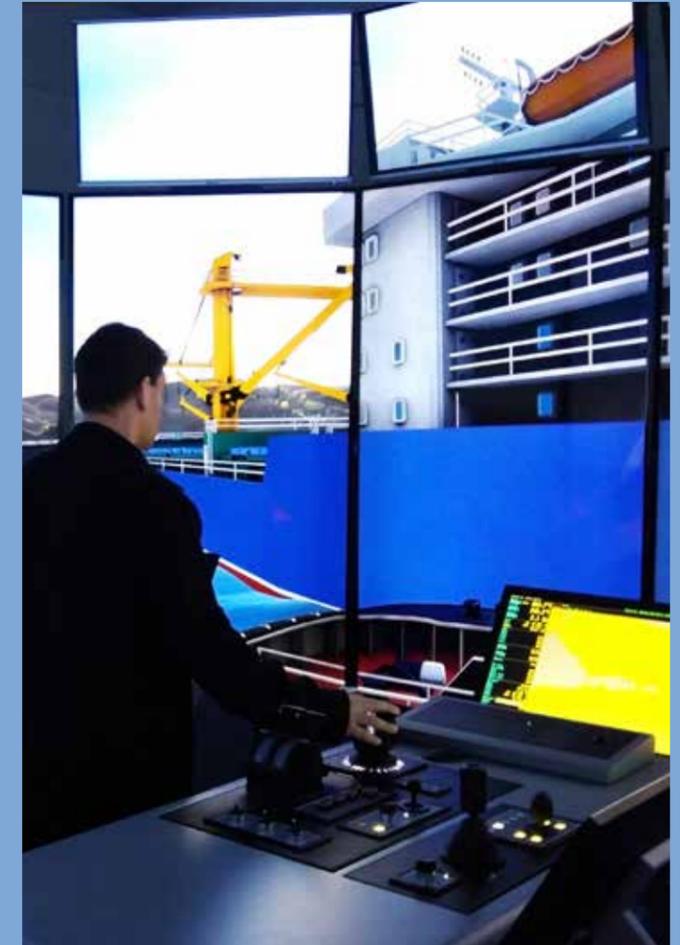
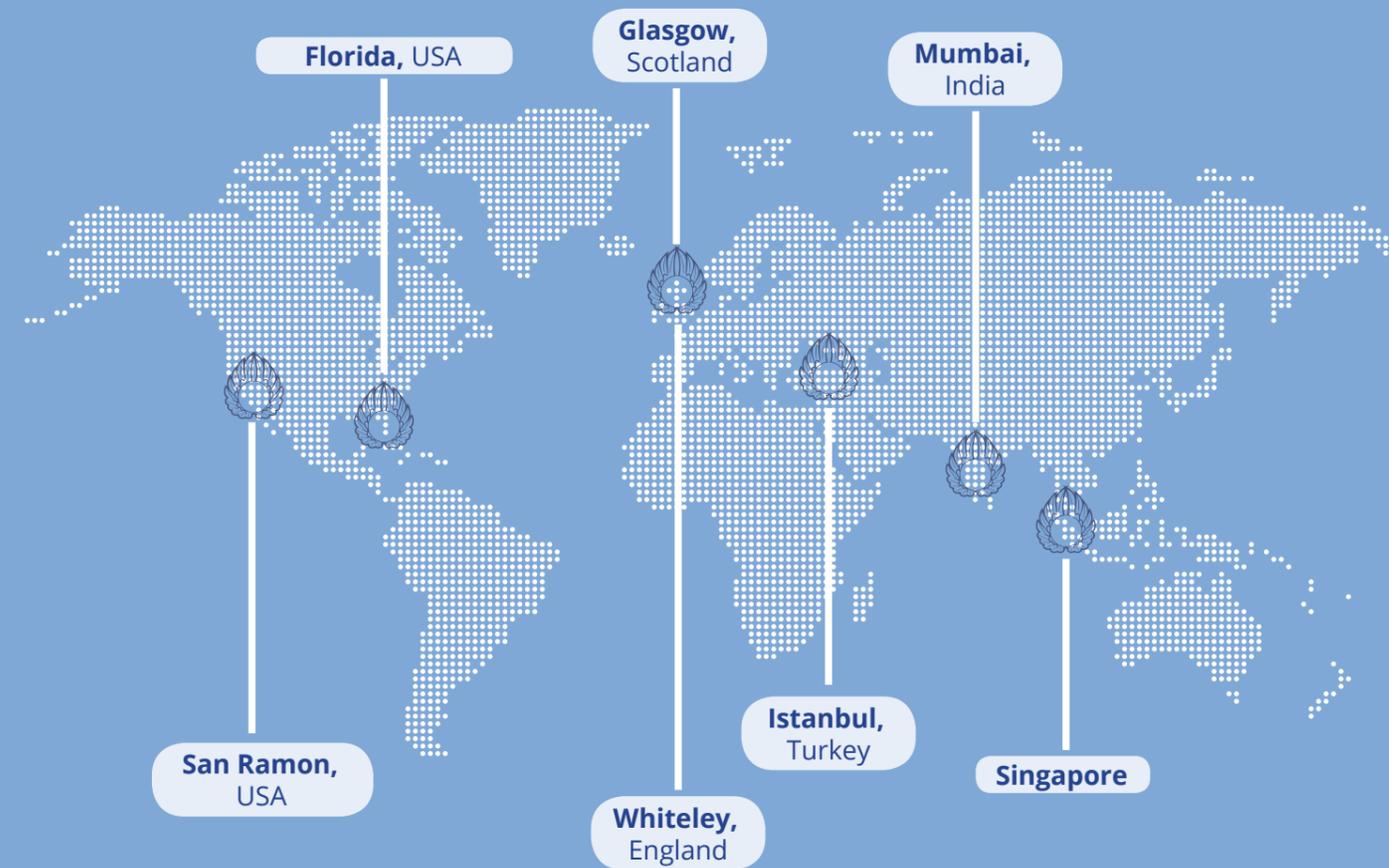


New Graphics In Development



# Our Current Clients

We have designed and installed simulators for global shipping companies, from San Ramon to Glasgow (as part of Europe's largest simulation centre) and Istanbul to Mumbai. In addition to sim builds, we also train their mariners in the UK at our own centre.



## Additional Services offered

Having such a diverse simulation team at The eMaritime Group has allowed us to search for new streams without losing focus on the products that have got us to where we are today. We like to challenge our staff by including everybody in this part of the business and we've found that the best ideas come from within.

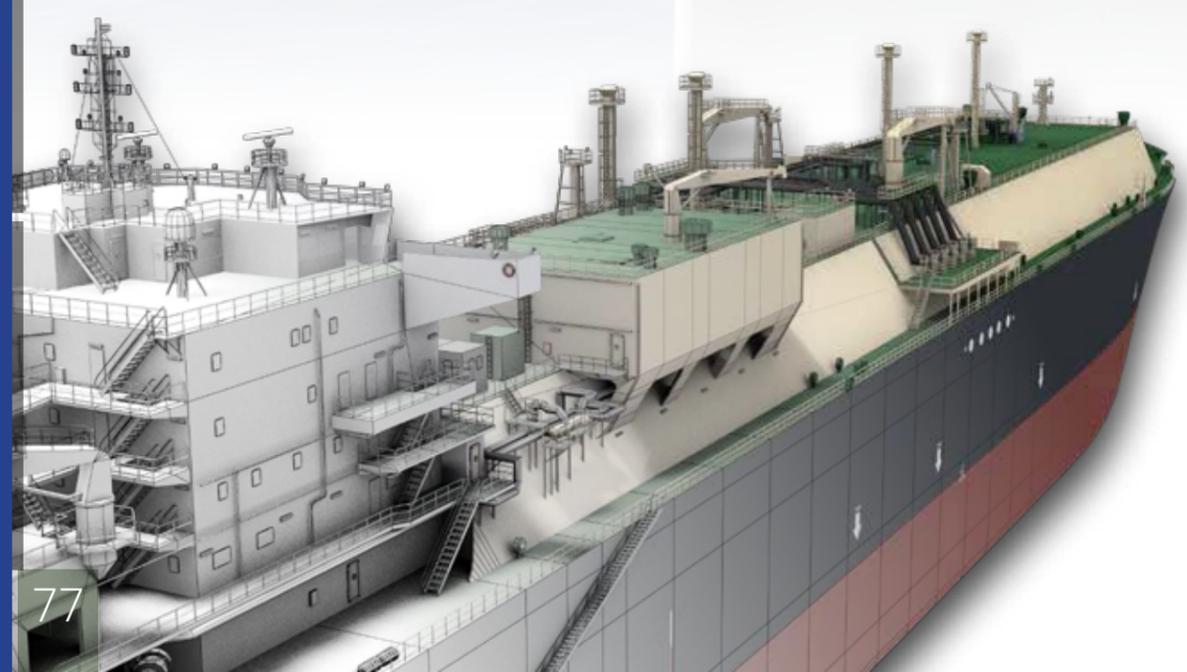
We don't only listen to our staff but equally our customers. We're lucky enough to have a regular turnover of new students, all with their own individual take and concerns for the industry. This has internally sparked imagination and ultimately leads to new products being born.

### Port & Vessel Creation:

We had the foresight and vision to understand that purchasing a simulator alone does not create a complete package. We soon realised that our clients would need vessels and ports to train and get the most from their investment. With our own in-house 3D environment artists who have the skills required to build realistic ports from around the world and their own vessels, allowed clients to instruct their staff and crew on meticulously designed training scenarios.

### Testing

Testing is a huge part of day to day lives for the 3D and Tech team here at The eMaritime Group. Their job requires that every piece of new software and hardware must be tested, from new ECDIS systems to the latest simulation software. This testing process can be tedious but has proven the fastest way for our team to gain knowledge and often come up with better more efficient solutions for the facility and our simulation customers. This information is incredibly valuable to the manufactures and developers of the products we test. This product of The eMaritime Group is why manufacturers and developers are keen to hear our thoughts and opinions on their products and also why so many want to work with us.

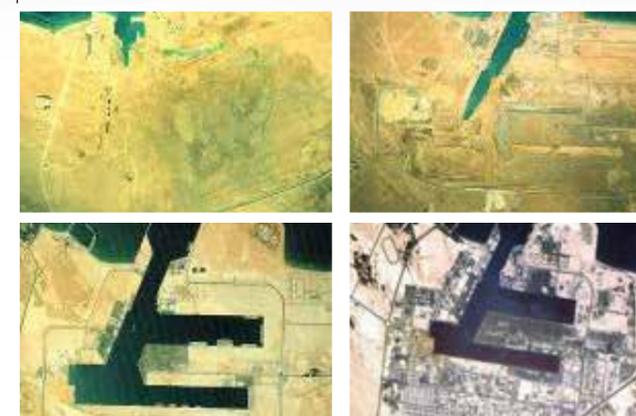


### Creating Exercises

Creating a new simulated exercise from scratch is often a daunting task in the same way a blank canvas is to an artist. To help, The eMaritime Group launched "Create an Exercise" that not only provides simulation customers with bespoke exercises but also teaches them the essential skills needed for creating their own. The eMaritime Group staff control over 200 simulated exercises a year and has a huge catalogue of everything from ROR (Rules of the Road) to BTM (Bridge Team Management) exercises. Pairing the decades of experience of our ex mariners with technicians from our 3D and Tech department, quality exercises can be created for any purpose.

### Accident & Investigation Recreation

In the past The eMaritime Group has been called upon to recreate company specific maritime accidents to be used as teaching material for courses. Customers meet with the 3D and Tech team and together bring to life the events of the accident. This is a hands on process that can require as much or as little information the customer deems necessary to recreate an incident. These can then be used in a wide array of scenarios from bridge simulation exercises to reconstructions used in accident investigations in the courtroom. This is a hugely lucrative area The eMaritime Group are moving into and already have the infrastructure in place to take it further.



Simulating ports before they're built

## Our Port Creation Process

Day 1  
Consultancy

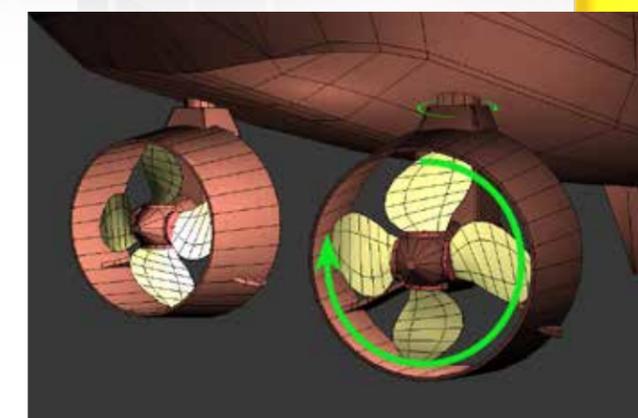
Week 1  
Area Mapping

Weeks 1-2  
Gathering Reference

Weeks 2-6  
Creating 3D Models

Week 6  
Client Testing

Week 7  
Delivery



Vessel design & marine architecture

# Offering our expertise in the Simulation Sector

Due to our wealth of experience we are able to offer valuable expertise in a number of key fields.

Our ex mariners are able to give useful and impartial advice on what brand of ECDIS would suit particular mariners needs as no two ECDIS' are alike. We also keep in touch regularly with the developers of many ECDIS manufacturers for troubleshooting and integration techniques but also feedback on how our students find their systems to work with. This type of feedback is becoming increasingly more valuable in the hands of developers and will go towards the overall improvement of ECDIS software.

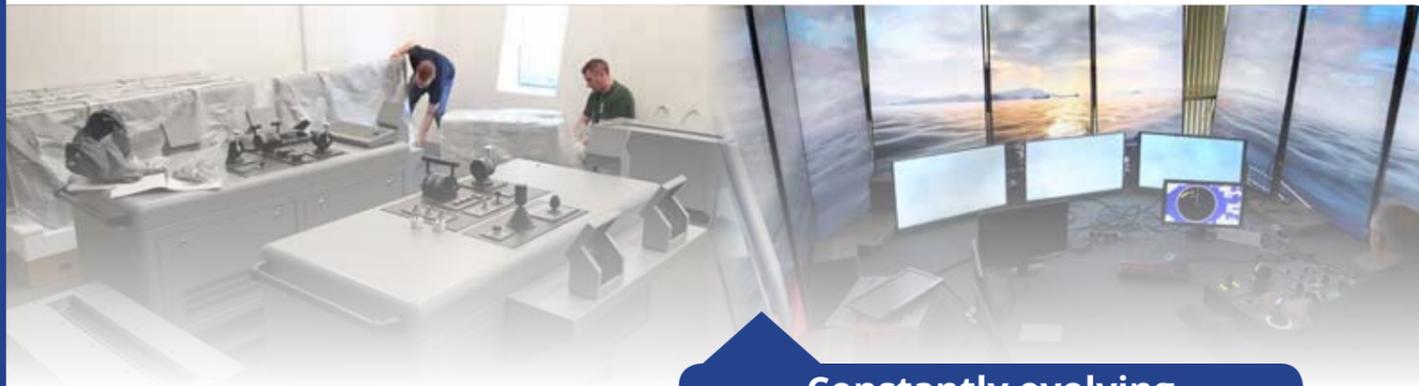
During the information gathering process, we will offer consultancy on all aspects of a simulator purchase, right down to the smaller "mini" simulator or Trainee Simulator Workstation. We will firstly discuss and advise on:

- Type of simulator required
- Solutions to a problem they are facing
- Size, room dimensions and requirements
- Integrated Equipment
- Layout and positioning
- Power supply & connectivity

This gives our clients confidence that they are dealing with an experienced, knowledgeable and realistic simulation solution provider.



Seal of Quality

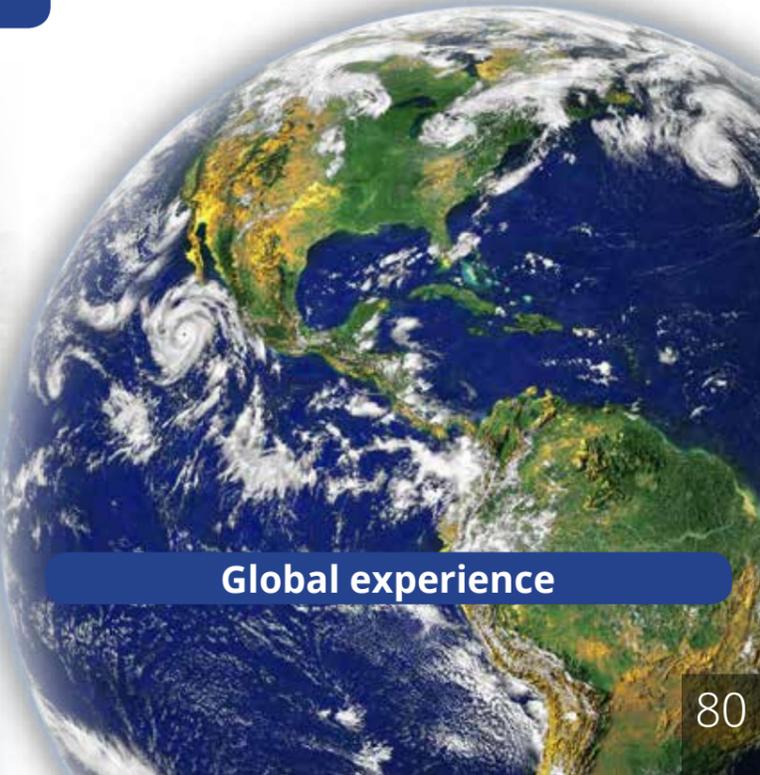
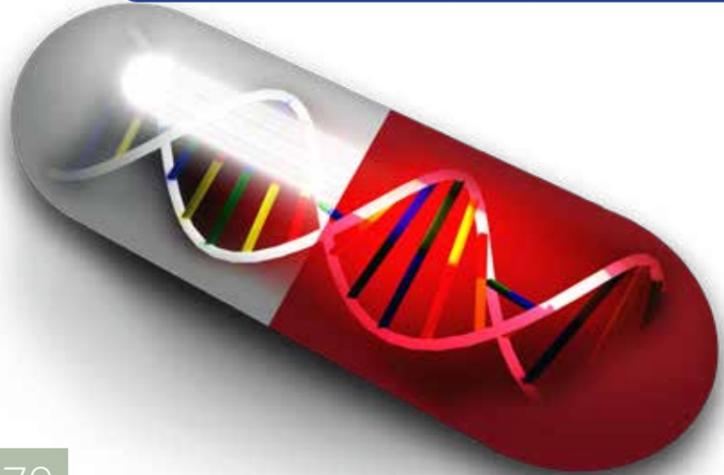


Constantly evolving



Integrate any ECDIS

New & refreshing way of working



Global experience



# Distance Learning

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# Our ACAT e-Learning Solutions



**Our ACAT (Annual Competence Assurance Training) has been designed to assist the maritime industry in increasing its Standards at Sea, not for financial gain. The most popular being our ECDIS ACAT Courses**

1. Familiarisation
2. Navigation Tools
3. Route Planning
4. Route Monitoring
5. Chart Updating

The cost of one ECDIS ACAT programme is £200 per hull, per year. As an example of pricing: for a vessel with a crew turnover of 25 Officers per year, this would equate to a cost of only £8 per crew member per year for their specific make and model of ECDIS.



ACAT courses are a reasonable assurance method of assisting the industry as a whole to increase their key knowledge in the Make and Model of their ECDIS and to keep up-to-date with the constantly evolving software from all the manufacturers worldwide. This product also allows the Ship Manager or Operator to have positive control over their Officers Annual Competency Assurance with regards to ECDIS, which in turn would reduce their training safety matrix for navigating with ECDIS.

The five modules, which take in total between 60 and 120 minutes to complete, are:



“*Fantastic way to receive good training and certification for thousands of our officers at a nonprofit price. It is only £200 per hull.*”

“*Ideal for pre-inspection self help.*”

This course was designed to ensure Officers are competent in the key operations of their ECDIS.

A significant issue with many ECDIS courses seafarers undertake is skill fade; due to the fact that many candidates may not use their skills on an ECDIS frequently, and can potentially have gaps of several months to even years without actually using the ECDIS. While most of the experience and information gained through taking the course is likely to be remembered, things will undoubtedly be forgotten; potentially causing unnecessary hazards to arise. The time taken with familiarisation with the system after periods with no use, can be considerably time consuming. The ECDIS ACAT was designed to prevent issues arising due to lack of knowledge on the ECDIS system.

The course is designed to be specific to the ECDIS that officers will operate out of the 38 current manufacturers of ECDIS.

It was produced in conjunction with the top 20 questions used for inspections designed by The eMaritime Group.

The course ensures that the officers are:

- Up to date every year with any changes to the make and model of the ECDIS they operate.
- Understand the key functions for safe navigation,

- Prepared for PSC or an independent audit or inspection,
- Refreshed annually in their knowledge of key menus and operational capability of the ECDIS
- Company compliant in ECDIS through annual assessments.
- The course takes between 40 and 60 minutes on average, and may require the seafarer to have direct access to their ECDIS to help answer some of the questions. All questions must be passed in order to receive the certificate.

The training modules display the actual make and model, with the aim of highlighting the key menus and functions through ‘interactive visual aids’, which are activated by the operator and cross checked on the ECDIS onboard.

On screen text is kept to a minimum as the aim of ECDIS ACAT is to provide evidence that the operator is competent in their use of ECDIS.

Regardless of where or when previous ECDIS training has taken place, this course is designed to consolidate their knowledge.

Ship Management of this process is simple; as each officer completes the course the company will see a green light next to their name. Once all officers have completed the course the vessel will turn ‘Green’

“*The ECDIS ACAT courses have been very beneficial to our company, we have already found that our crew members are being reminded of functions on their ECDIS systems that they needed refreshing on. As the Head of Personnel at LSC Shipmanagement, from my perspective the courses have given us great insight into our crews competence and have given us peace of mind that they fully understand how to use such an important piece of equipment*”

- Sanita Zurzdina, Head of Personnel, LSC Shipmanagement



## Offline e-Learning

**We listened to our clients and understood that on-board wifi can be a difficulty and costly. Until the industry is fully “online” we have developed an “offline” version of ACAT.**

With the simple “add to cart” feature, payment by credit card, paypal or invoice, the offline ACAT course is automatically emailed to your inbox. You can then work through the course at your own pace without the need for a constant internet connection.

We have developed this solution with the exact same specifications and quality as our online course, the only difference is the way it is delivered to you. Once the course is complete, simply connect to the internet again once onshore and email your results to us. We will then send you your certificate by email.

## Our ACAT e-Learning Solutions Cont.

### Expanding Courses could be used to show Continuous Professional Development (CPD) Not just for Seafarers but also shoreside Training Facility's or departments.

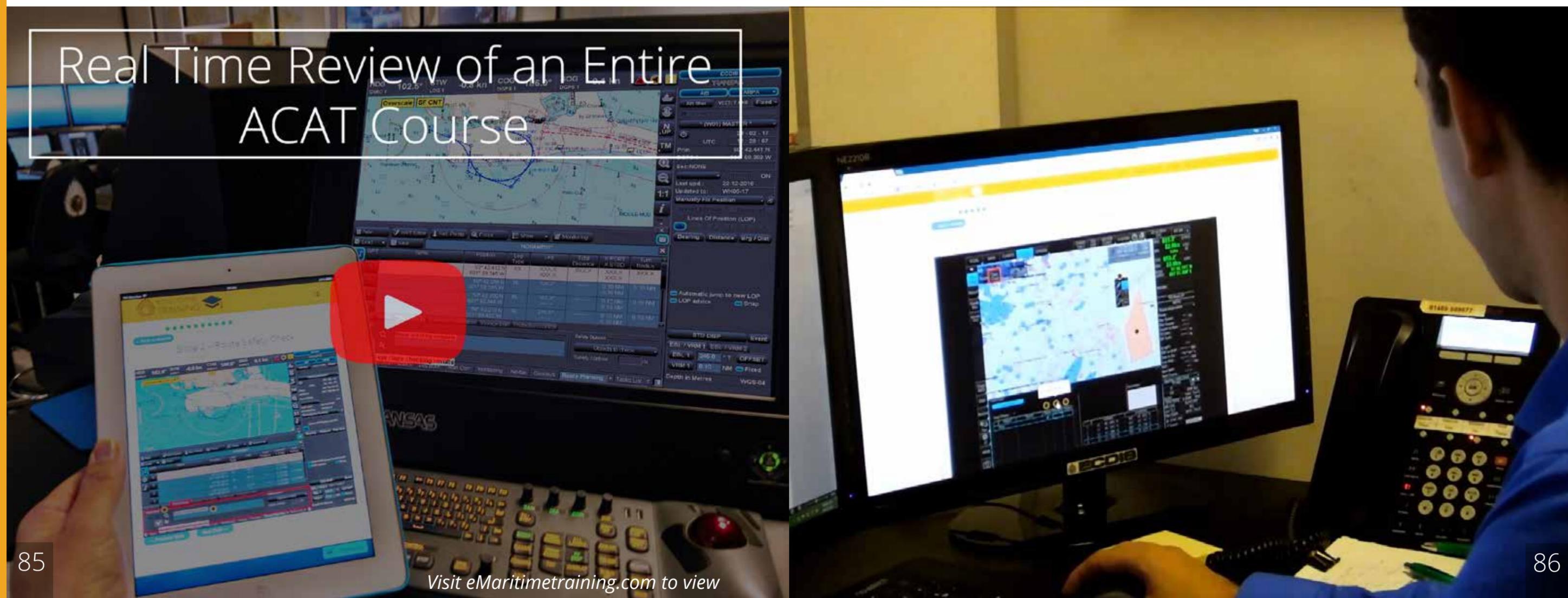
The continuous expansion to eMaritime Training has shown high demand in both Online ACATs and Offline ACATs and even an extension to move on to further development courses. Due to high demand, eMaritime Training is extending its curriculum to include many other courses than just ECDIS.

- Human Element, Leadership and Management (Operational & Management)
- 1.27 ECDIS Generic
- Bridge Team Management/Bridge Resource Management (BTM/BRM)
- 6.09 Training Course for Instructors
- 6.10 Train the Simulator Trainer and Assessors Course
- Anti Piracy Course
- Cyber Security Course
- VTS Operators Course
- Ship Security Officers Course

To view more information and to register, visit [www.eMaritimeTraining.com/online-courses/](http://www.eMaritimeTraining.com/online-courses/)

## ECDIS ACAT Courses Available

- |                                  |                                |                               |
|----------------------------------|--------------------------------|-------------------------------|
| • JRC 9201 & 7201                | • Danelec - DM800              | ECDIS                         |
| • TOKYO KEIKI                    | • Totem ECDIS                  | • PC Maritime - Navmaster     |
| • FURUNO                         | • JRC JAN 7201 – 9201          | • Furuno TECDIS               |
| • SPERRY MARINE VISION MASTER FT | • Simrad E5024                 | • Maris ECDIS 900             |
| • TRANSAS NAVI-SAILOR 4000       | • Tokyo Keiki - EC800A         | • Furuno FEA 0.2 LIVE         |
| • JRC                            | • SODENA GECDIS                | • SAM 1100 0.2 LIVE           |
| • Furuno FMD 0.2 LIVE            | • Martek Marine Ltd – iECDIS   | • Transas 4000 0.2 LIVE       |
| • Kongsberg K-Bridge 0.2 LIVE    | • WECDIS                       | • OSI ECPINS 5000 0.2 LIVE    |
| • SAM Platinum 0.2 LIVE          | • OSI + WECDIS                 | • Sperry FT 0.2 LIVE          |
| • JRC JAN 701B-901B 0.2 LIVE     | • Simrad CS68                  | • OSI ECPINS                  |
| • Kelvin Hughes ZM 0.2 LIVE      | • Simrad E50xx                 | • KELVIN HUGHES MANTA DIGITAL |
| • Kelvin Hughes Manta 0.2 LIVE   | • Telko TECDIS                 | • KELVIN HUGHES MANTA DIGITAL |
| • Simrad MARIS E900 MK5          | • IMTECH ECDIS 3500            | WIDESCREEN                    |
| • Simrad MARIS E900 MK15         | • Raytheon Anschutz - Synapsis | • PC MARITIME                 |



# Our ACAT e-Learning Solutions Cont.

## FAQ

The below ECDIS ACAT questions previously sent from customers/users and their answers are here to help clarify any concerns about ECDIS ACAT before you buy.

### Clarification on Regulations

#### **Q) Is ECDIS ACAT all the training we need for STCW ECDIS navigation?**

A) No. Assuming your Flag has adopted the IMO 1.27 Model course, Officers should have already completed an STCW 5 Day Generic Course Prior to this. Depending again on your Flags interpretation of Familiarisation or Type Specific, your crews may have also previously conducted other courses to satisfy ISM. This Competency Assurance Training is designed to:

1. Up to date every year with any changes to the make and model of the ECDIS onboard,
2. Understand the key functions for safe navigation
3. Prepared for PSC or an independent audit or inspection,
4. Refreshed annually in their knowledge of key menus and operational capability of the ECDIS,
5. Company compliant in ECDIS through annual assessments. It is not designed to relieve Ship Managers/Operators or owners from their obligations under the STCW code.

#### **Q) Is it an ISM requirement to refresh ECDIS certifications or best practice?**

Under the ISM Code, the shipping company has the responsibility to ensure that: 'all personnel involved in the Company's SMS have an adequate understanding of relevant rules, regulations, code and guidelines' (Section 6.4), and to 'establish and maintain procedures for identifying

any training which may be required in support of the SMS and ensure that such training is provided for personnel concerned'.

This means that if a ship is equipped with ECDIS, the company has the duty to ensure that users of such a system are properly trained before using the ECDIS operationally at sea. The STCW Convention puts the onus firmly on the company to ensure that mariners on their ships are competent to carry out the duties they are expected to perform. This means that the operators must be trained to use the particular ECDIS on the vessel.

It is reasonable to assume that ECDIS Manufacturers update their software constantly, such as to conform to the latest S52 Standard. Therefore one could argue that YES it is an ISM requirement to maintain current knowledge of this evolving equipment, and YES it must be considered best practice.

#### **Q) What is the frequency of this refresher? Every 5 yrs like most STCW?**

A) The ACAT is updated Annually, along with the questions. The Officers can carry out the ACAT as many times as they wish throughout that period, although most Operators will only be looking for Annual Competency Assurance.

### Ship and Crew Management

#### **Q) Do the certificates have an expiry date?**

A) Yes, annually. However assuming the vessel maintains the ACAT programme at £200 per year the Officers can simply complete the updated course every year to remain in-date and current.

#### **Q) What ECDIS models have been accommodated in ACAT?**

A) An ACAT has been produced, or close to production for all 35 Type Approved ECDIS models.

#### **Q) Does the module have a data base which records the details of officers who have completed the training?**

A) Yes and the Ship Manager who registers the product has full access to that. The ACAT videos should help explain this more.

#### **Q) Can we have a trial**

A) Yes there is a free trial version in the online courses tab with a selection of random screens and test questions.

#### **Q) Can I buy multiple ACATs per HULL, I have a large Fleet with 3 different systems spread throughout?**

A) Yes, indeed many shipping companies who have multiple ECDIS systems through their fleet do exactly that. It means that prior to an Officer changing vessel (and to a different ECDIS), he/she can re-familiarise themselves and achieve ACAT certification.

#### **Q) Is there a discount if I buy multiple ACATs for each hull, for a large amount of Hulls?**

A) We consider £200 GBP per year, per Hull, per ACAT to be a very low price to remain current. However, Yes, for large fleets of multiple ACATs we have already created a fixed discount price.

### Cost

#### **What is the cost per officer?**

A) The cost is £200 GBP per Hull, Regardless of Crew numbers or crew changes. Therefore as an example, if 25 Officers/Crew cycle through the vessel in one year, it would average at £8 per Officer per year.

### Content & Regulations

#### **Q) How much time does it take to complete the training?**

A) Between 90 and 120 minutes.

#### **Q) Does the module has feature to pause and resume at a later time?**

A) Yes

#### **Q) Is it web, server on class room based?**

A) Web, and could be conducted at sea or ashore. - A Offline Version is now Available

#### **Q) Does the training include latest software/ firmware upgrades by the manufacturers?**

A) Yes so far as is practical.

#### **Q) How much time does it take to complete the training?**

A) Yes so far as is practical.

#### **Q) Can the training be conducted on board?**

A) Yes

#### **Q) Does the module have in-built controls to ensure the training is conducted without supervision?**

A) Yes

#### **Q) Is a certificate being issued after the officer has completed the training?**

A) Yes, and the Ship Manager/Operator can also download the Officers Certificates remotely.

# New For 2019

**We have now converted the theoretical elements of our entire 1.27 Generic ECDIS course into an ACAT.**

This course was designed to ensure Officers are competent in the key operations of their ECDIS.

The course is designed to refresh yourself with the ECDIS Generic course.

It ensures that the officers understand:

1. Operate the ECDIS equipment, use the navigational functions of ECDIS, select and Assess all relevant information and take proper action in the case of a malfunction.
2. State the potential errors of displayed data and the usual errors of interpretation.
3. Explain why ECDIS should not be relied upon as the sole reliable aid to navigation.

The course takes between 1 to 2 days on average, and may require the seafarer to have Direct access to their ECDIS to help answer some of the questions that they must all pass to

Receive their certificate.

**The course modules are:**

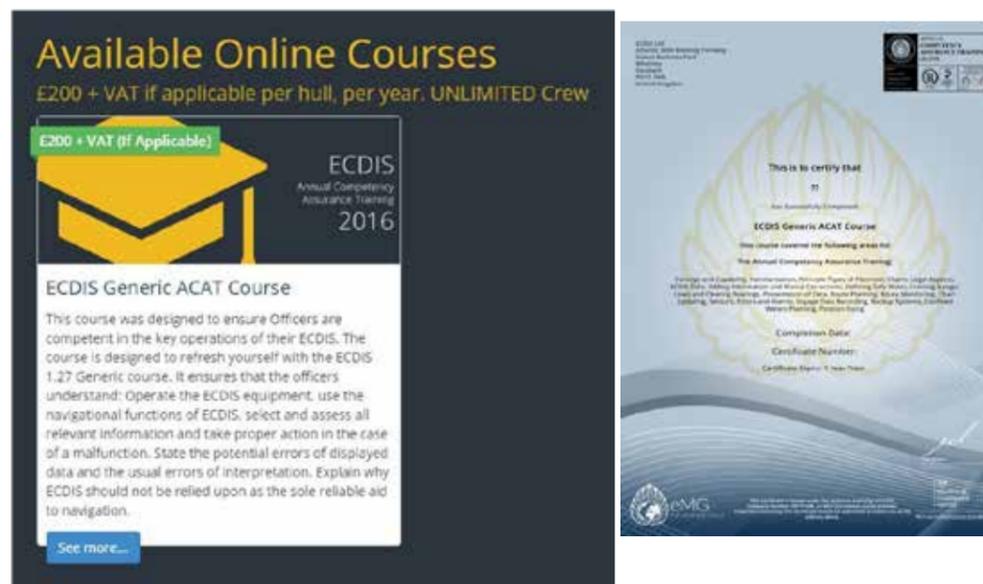
- |  |                             |
|--|-----------------------------|
| 1. Concept and Capability                      | 11. Route Monitoring        |
| 2. Familiarisation                             | 12. Chart Updating          |
| 3. Principle Types of Electronic Charts        | 13. Sensors                 |
| 4. Legal Aspects                               | 14. Errors And Alarms       |
| 5. ECDIS Data                                  | 15. Voyage Data Recording   |
| 6. Adding Information and Manual Corrections   | 16. Backup Systems          |
| 7. Defining Safe Water                         | 17. Confined Waters Planing |
| 8. Limiting Danger Lines and Clearing Bearings | 18. Position Fixing         |
| 9. Presentation of Data                        | 19. Consolidation Test      |
| 10. Route Planning                             |                             |

Regardless of where or when previous ECDIS training has taken place, this course is designed to consolidate their knowl- edge.

Ship Management of this process is simple, as each officer completes the course the company will see a green light next to their name. Once all officers

have completed the course the vessel will turn `Green`.

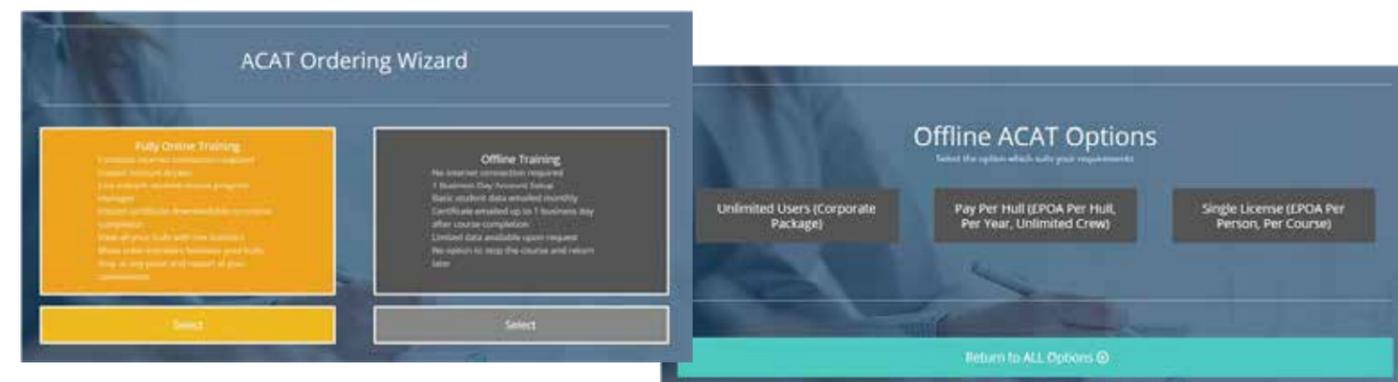
The cost of each Type of ECDIS ACAT is £200 (+ VAT if applicable) per hull, per year. The number of officers that can complete the course is unlimited.



**All On-line ACATs are now available in `off-line` or download mode.**

This was designed for ships and seafarers who do not have regular internet. The course content remains the same, the main difference being that the seafarer must upload a temporary certificate once successfully completing the course, to then receive full certificate.

We have updated our distance learning website to have the ability to automatically buy and download both versions now. We have also added the ability to order for individuals at a cheaper rate than for an entire vessel, or a corporate download for non-vessels who want access to the training.



**New for 2019 we have recently started the production of `voice over` for our courses to extend the market to those seafarers where English is not their first language. Interpreters will be employed as required for the most accurate translation.**



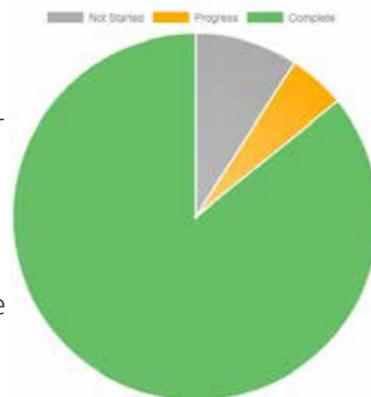
# Our ACAT e-Learning Solutions Cont.

## Course Management

ACAT Management of crew couldn't be easier to view detailed insights into the progress of your fleet and where your weaknesses fall. The Manager ashore can view gaps in the Fleets knowledge.

Ship management for your fleet ACAT training has never been easier, ECDIS ACAT Management allows for you to view detailed insight of the progress of your crews training. It also allows for you as a ship manager to have quick remote access to the crew members certificate upon completion.

Ship Management of this process is simple, as each officer completes the course the company will see a green light next to their name. Once all officers have completed the course the vessel will turn `Green`.



## Ship Manager Registration

التسجيل مدير سفينة  
 船舶管理人登記  
 Inscription Ship Manager  
 Регистрация судов Менеджер  
 Registro Ship Manager

Visit [eMaritimetraining.com](http://eMaritimetraining.com) to view



# Media & Seafarer Support

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# Facts & Figures

Jan 2017 - Jan 2018

**WEB** 

**12 WEBSITES** | **70,000** **UNIQUE VISITORS**

**REACHING 192 COUNTRIES**  
Across  
**7 CONTINENTS**

**OVER 4,000 EMAIL SUBSCRIBERS** 

**PRINT** 

## KEY RELATIONSHIPS

THE MARITIME EXECUTIVE ARTICLE

**25,322** PRINT & DIGITAL MAGAZINE CIRCULATION



MARITIME JOURNAL ADVERTISING

**20,369** PRINT READERS



# Media Objectives



Launch to the world The eMaritime Group, the grouping of all of our existing websites under one corporate entity while keeping their sectors and URLs separate. This will be with a new name(s), modifying and modernising web pages to follow one brand identity and logo under one umbrella. This will see The eMaritime Group's diversification unite under a recognisable larger brand.



Continue this year's momentum with editorial in reputable publications. Maintain and develop relationships with editors and have them approach The eMaritime Group as industry experts with valued opinions.



Explore industry events and work with organisers for industry shows across the globe to exhibit, network and receive invitations to present as experts within our field.



Launch 2018 media pack to maximise on extra sources of income and promote advertising with us to relevant target audiences depending on their sector.



Invest appropriately in advertising and choose the best publication for relevance to our customers and circulation and measure results, making sure ultimate return on investment is achieved.



Work to the marketing budget keeping value for money a top priority for the entire marketing team



*In 2019 we may consider advertising revenue through our websites, as we are a trusted maritime brand name world wide.*



# Thoughts from Mike Backhouse

Head of Marketing



There is little point to growing, developing and diversifying in business and keeping it a secret.

In the reactive industry that we work in, it is particularly important to stay ahead of the game and try to predict where the market focus is going and how we can provide services that will fulfill gaps and be ready to talk about it.

We are lucky enough to have our target audience present themselves to us on Monday mornings at 9am sharp every week, as our students arrive for the multitude of courses we have on offer. It allows for some direct marketing and also for our instructors to listen to the music of the industry through people within it.

With the caliber of staff and instructors at The eMaritime Group, it is important to increase brand awareness through feature

editorials and this is where the focus of the marketing effort has been. We have been featured in industry publications more in the last 6 months than the last 2 years, with more exciting news to come in the latter part of 2018.

As each of our departments have grown, the marketing and web presence has never been so important. We have been laying foundations and teasers, developing relationships with editors and industry contacts to make sure our reach is optimised.

We have also been attending events the highlight being Sea Work in Southampton in June which gave us the opportunity to further our contact base and launch one of our new websites: eMaritime Exchange which has also been developed into an app.

2018 is quite possibly the most exciting year for The eMaritime Group since its first. With a re-brand and company rename on the horizon, we are excited to be officially splitting the departments and websites we already have under one umbrella group.

This year sees the marketing work really develop into something big. It will reinforce our diversification and anchor our position in the market as a serious player.



# Media Milestones

**2011**

**ECDIS Regs Launched**  
www.ecdisregs.com

A unique free resource of the latest ECDIS regulations



**2014**

**eMaritime Exchange**  
emaritimeexchange.com

Launch of our own maritime industry social media website



**2015**

**Nautical Simulation**  
nauticalsimulation.com

We have now created a dedicated site for our simulation solutions, including an online simulator builder



**2015**

**Beginning of Company restructure**

We are in the process of completely overhauling the structure of the company, with a new company name....



**2010**

**ecdis.org Launched**

Creation of our main company website



**2014**

**ecdis.org Redesign**

After extensive market research the whole website was redesigned to give a fresh new look



**2015**

**ECDIS Regs Redesign**

Giving greater usability for both the users and website administrators allowing instant update of the latest regulations



**2015**

**eMaritime Exchange App**

Launch of the new eMaritime Exchange app (Android and Apple) in late 2015



**The Future..**

**Income Generation through social media websites**

We are in the process of completely overhauling the structure of the company, with a new company name....



**2017**

**The eMG Group hold their first Official open day since re-branding**

The eMG group hold its first open day to the industry titled: "4.0: Is your ECDIS legal?"



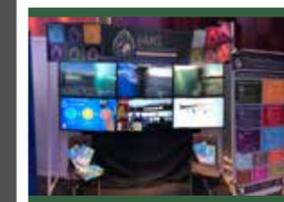
**2017**

**eMG Group Travel to Maritime Cyprus 2017**  
The eMG Group travel to Cyprus to speak at one of the largest Maritime conferences in the world on Cyber & Digitalization



**2016**

**eMaritime Group Asia Exhibition Tour**  
The eMaritime Group travel to Asia to be part of two internationally recognized maritime exhibitions and seminars



**2016**

**Re-Design of the new eMaritime Exchange App**

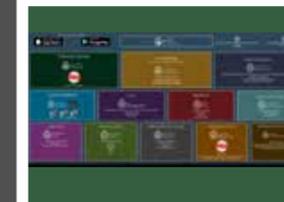
The eMaritime Group overhauled the exchange app to stay current with the new services the group now offers.



**2016**

**Official Launch of the eMaritime Group (eMG)**

ECDIS Limited re-branded its company to become the eMaritime Group in early 2016



# The Media Department Today

Today, the eMaritime Group marketing team are stronger than ever with relationships developing and with the foundation work of a new business behind us.

People are recognising our name in the market and our brand is growing. We are now climbing the ranks and talk of our 21st century attitude towards mature, professional means of training adults is spreading.

## Exposure

Our subscribers, document downloads and web presence is increasing month on month as The eMaritime Group maintains our established brand in the maritime industry.

With a professional team from business backgrounds at the helm, the team are focusing on our editorial presence in publications boosting reputability and brand awareness from trustworthy sources. We are also working towards industry events in 2020 and being part of the presentation schedule as keynote speakers, offering up our inside opinions and expertise on the market today.



"We are in an exciting time here at The eMaritime Group... For some time now the idea of re-branding has been discussed and now we are in the process of making it a reality.

In addition to an ever-increasing training portfolio, our simulation department is becoming well established, and as such we really needed to dedicate a website to it, rather than just 3 pages on the current ECDIS.org website.

This will also enable us to branch out to other revenue streams and expand the company, in almost a modular fashion; bolting on a new website rather than having to keep adding to the already full ECDIS site."

Mike Backhouse  
Marketing



Mark Broster; ECDIS Ltd's MD speaking at IHO Conference, Monaco



The Maritime Executive spread featuring ECDIS Ltd

# Press & Articles

August 2019 | [maritimeexecutive.com](#) | **TELEGRAPH** | 27

**MARITIME TECHNOLOGY**

## E-charts we can all grasp

Admittedly, you may ever had to ask a younger colleague to demonstrate ECDIS? Regulators and safety authorities hope the new standards for electronic charts will make life a little easier for navigation, an industry meeting heard last month. **ANDREW LIVINGTON** reports...

...the new standards for electronic charts will make life a little easier for navigation, an industry meeting heard last month. ...

October 2019 | [maritimeexecutive.com](#) | **TELEGRAPH** | 28

**SEAFARER TRAINING**

## If we don't adapt, we're out of a job

How can seafarer training keep pace with the rapid advances in shipboard technology? **ROB GALE**, an instructor with ECDIS Ltd, sees signs of hope...

...the rapid advances in shipboard technology? ...

October 2019 | [maritimeexecutive.com](#) | **TELEGRAPH** | 29

**MARITIME EDUCATION**

## Seafarer safety starts here

Everybody has experience of good and bad maritime instructors, but what actually makes one trainer better than another, and why does it matter? **JOE SKELLY** of ECDIS Ltd shares his thoughts...

...Everybody has experience of good and bad maritime instructors, but what actually makes one trainer better than another, and why does it matter? ...

October 2019 | [maritimeexecutive.com](#) | **TELEGRAPH** | 30

**MARITIME TECHNOLOGY**

## Cyber-crime: a matter of time?

How's something to think about? Internet hackers have probably already been exploring your company, and even your ship. The first major maritime cyber attack is not far away, writes **GEORGE WARD** of ECDIS Ltd Project Support...

...Internet hackers have probably already been exploring your company, and even your ship. ...

October 2019 | [maritimeexecutive.com](#) | **TELEGRAPH** | 31

**MARITIME TECHNOLOGY**

## The Pre-Cadets Programme

How is the industry preparing for the future? The Pre-Cadets Programme is a new initiative designed to help young people gain the skills and experience needed to succeed in the maritime industry. **ANDREW LIVINGTON** reports...

...The Pre-Cadets Programme is a new initiative designed to help young people gain the skills and experience needed to succeed in the maritime industry. ...

October 2019 | [maritimeexecutive.com](#) | **TELEGRAPH** | 32

**MARITIME SAFETY**

## Be smart using e-charts

How can seafarers and shipping companies reduce the risk of ECDIS-related accidents and detentions? A UK-based training company has been holding a series of seminars around the world to offer advice on making the best use of the system...

...How can seafarers and shipping companies reduce the risk of ECDIS-related accidents and detentions? ...

October 2019 | [maritimeexecutive.com](#) | **TELEGRAPH** | 33

**MARITIME TECHNOLOGY**

## Change isn't coming, it's already here — but perhaps not spread as evenly as

...Change isn't coming, it's already here — but perhaps not spread as evenly as ...

October 2019 | [maritimeexecutive.com](#) | **TELEGRAPH** | 34

**MARITIME TECHNOLOGY**

## Security is struggling to keep up with the rapid introduction of new technology

...Security is struggling to keep up with the rapid introduction of new technology ...

October 2019 | [maritimeexecutive.com](#) | **TELEGRAPH** | 35

**MARITIME TECHNOLOGY**

## How specialised training helps instructors improve

...How specialised training helps instructors improve ...

## How we reach our customers

We currently use a range of marketing vehicles to reach both our current and potential customers including our group websites, magazine advertisements, articles, press releases, social media and monthly e-newsletters.



### ECDIS Ltd website (ECDIS.org)

The web design team have worked hard to maximise usability of our current main website, ecdis.org. It contains the most information out of all the channels currently used. Frequently updated with new courses, course dates, new products, services and promotional offers, we often direct customers to our website in an attempt to boost sales.



### Magazine Advertisements

Following market research into which magazines are actually read by seafarers, advertisements extend our outreach to customers and promote brand awareness. In the right publication, advertisements can boost sales dramatically and increase recognisable branding as individuals start to see the company name more often.



### Articles

This is where most of the marketing effort has been focused, and has been received with high level of success. It is a free and effective way of reaching customers. Writing and/or being involved in articles increases our reputability and boosts our brand awareness. Customers want to buy from a company they can trust, and articles are often viewed as a trustworthy source of information.



### Press Releases

Sent most often press releases enable us to mould what we would like the customer to see. Released/posted/printed by other companies and publications, again boosts the reputability of our company, press releases are an effective way of reaching customers. We also publish Press Releases of our partners and organisations we are member to.

## How we reach our customers



### Social Media

Using channels such as Facebook, Twitter, LinkedIn and Google+ regular updates via social media keep us current and are another good way of reaching our customers. While Facebook and Twitter are used primarily to reach existing customers, LinkedIn and Google+ are useful for connecting with relevant companies within the maritime industry.



### PPC Advertising

The marketing effort on AdWords and raising quality website visits has been a point of focus with some impressive initial results of campaigns and clever search engine advertising.



Snapshot taken 17th Aug - 8th Sept 2017



### Monthly Newsletter

Reaching mainly existing customers, our monthly newsletter enables us to keep them up to date with what we are doing and boosts repeat business. Our monthly newsletter is also an opportunity to remind customers of our uniqueness and serves as a constant reminder of what sets us apart from our competitors.

"Momentum is building with each avenue. As the face of ECDIS Ltd changing, it is crucial to have so many marketing tools and see the reach of our news expand with every "like", re-tweet, article read and download."

- Neil Savage,  
ECDIS Instructor & Lead Technician

**ECDISREGS.COM**  **ECDIS REGULATIONS**

**OVER 400,000 DOWNLOADS**

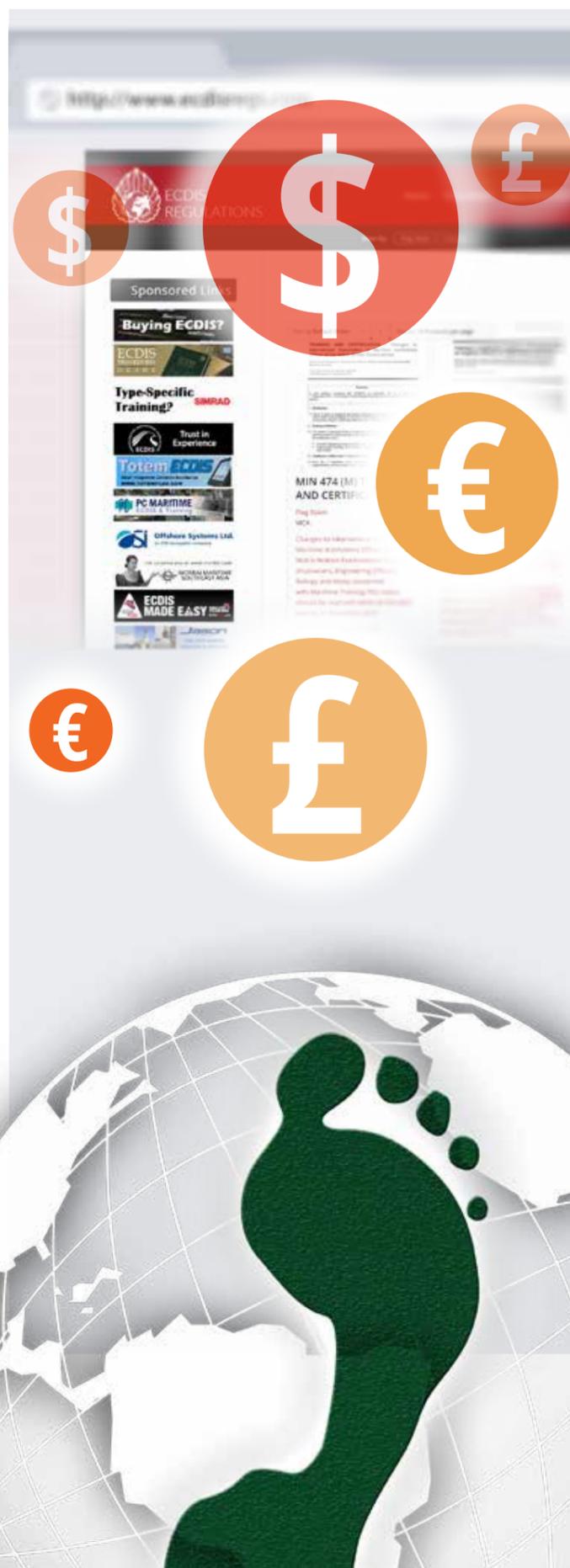
## Our Position in the Media Sector

We already have the ability and infrastructure to sell advertising space of our own. We are market leaders and can offer online advertising solutions and packages on impartial websites such as ECDISRegs.com and eMaritime Exchange. We can provide that important exposure and deliver a maritime targeted audience as well as measuring results and ROI for clients' (even competitors) marketing efforts.

The eMaritime Group has always had the key goal of branching into a large range of maritime-related fields, from training to simulators to publications. This has given us a unique place in the market, removing the restrictions many others find themselves in.

Our team are innovative and creative which has fueled the production of some unique products and services. We have strategic marketing activities bringing forward new ideas including videos, PDF brochures, editorials and more.

The future for the marketing department will be highly engaging as we venture into new areas, and build on established ones. Our web presence reflects that, with new websites under development and new fresh ways of informing and educating our audience both current and future.



## Recognising our customer's online needs

**WE OWN 2 SOCIAL MEDIA BASED WEBSITES** 

### **ecdisregs.com**

As the maritime industry embraces the 21st century and the people within it look for answers online it is important to us, as a training academy, to make the regulations that bind us and the seafarers available to view all from one place. It became apparent that it was a lot of effort finding the regulation documents when there were a number of different bodies issuing them. ECDIS Regs is impartial and independent and collates a library of regulation documents on one website available to search, filter by country or flag state and download for free. This is another example whereby The eMaritime Group saw a gap in the market to make people's lives easier and provide a service to our customers.



### **emaritimeexchange.com**

The students that attend our lessons often come with stories of their career and their experience from whatever background. These tales were often good examples of near misses, or knowledge that could be used and applicable to other colleagues, but there was no official place for industry member to share and discuss, short of instructors writing reports that sit on a shelf and remain unheard. eMaritime Exchange is a forum offering a place to discuss such topics and build a community of maritime professionals. The eMaritime Group's instructors voiced what they saw in classroom and worked with the marketing team to come up with this solution. eMaritime Exchange was officially launched in June this year and it is growing in member numbers.



# Facility Hire Services



## Facility Rooms

Our selection of classrooms offer a wide range of possibilities. From staff training days or lessons to round table discussions, planning meetings and new client introductions.. The choice is yours!

All of our Facility hire rooms come available with at least one projector, a minimum capacity of 20 seats, a dedicated computer for your use, air conditioning and includes free wifi with all of our available rates and rooms.



## Location

Our Training location is perfectly located in the South East of England, situated between Southampton and Portsmouth only a 10 Minute drive from Southampton International Airport and 20 Minutes from Portsmouth International Port making it easy for you're clients to get to the facility.

It can be a real hassle trying to get to the middle of a City Centre, so we have provided our facility situated between two busy Cities but away from traffic, allow easy access.



# Facility Hire Services Cont.

## Training

Utilise our versatile range of classroom solutions to train your staff or clients

Our Conference room has a projector & 3x2 video wall making it suitable for a range of conference solu-

## Conference

## Corporate Events

Use as many classrooms and boardrooms as you need to provide you with a total training day

Our ship Simulator can be configured to interact with one another, which can provide a unique & exciting team building day for your company

## Team Building

*"eMaritime group have always provided me with a solid base for teaching lectures, they allow flexible use of classrooms and equipment and staff are always on hand to assist where needed. The facility is bright, modern and ideal for teaching as it gives students space to relax and learn, as well as convenient parking and free refreshments!"*

- Richard Noth, Marine Accident Digital Investigation Limited **MAIB**  
MARINE ACCIDENT INVESTIGATION BRANCH



*"We had a very satisfying week's training in the ECDIS Bridge simulator. The initial discussion which we had and the fast response enabled me to prepare the [training] scenarios with a challenging outcome. Once on site, much enthusiasm and support was given to our perpetual and changing demands. [Staff were] always on hand to deal with our requirements. All in all it was a most successful and enjoyable week's training.. Many thanks to all for a resounding training week."*

- Harry Cook, Babcock International Group



# Our Media Solutions

## Web

### Websites

### Social Media

Our web presence is key to our success. ECDIS.org has been instrumental in bringing new business due to the foresight of the company founders to register the company name and URL immediately. We also have a healthy social media following on twitter, facebook and LinkedIn.



## Print

### Advertising / Editorials

### Brochures

Standard print advertising for us is not our main concern, we prefer utilising the skills and knowledge of our instructors and other staff to write informative, interesting editorials and articles for industry leading magazines, sharing our collective knowledge with the maritime community.



“ From 2019 onwards, we are now looking to sell all our publications on an anual subscription basis. ”

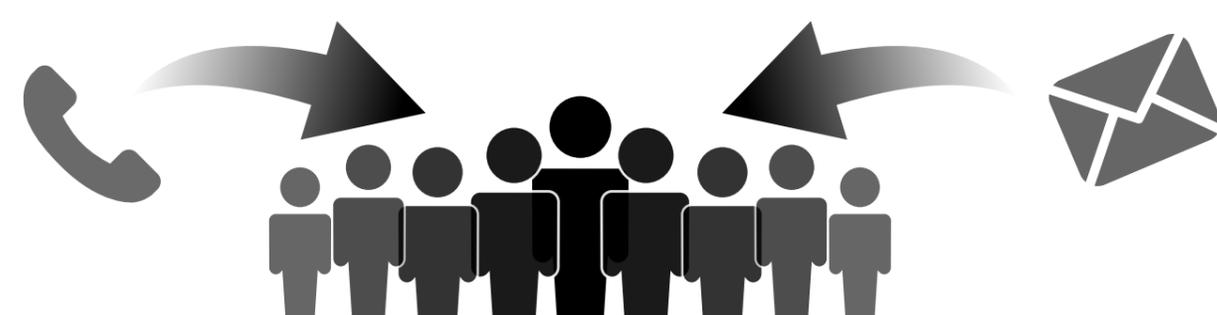


## Email/Digital

### Newsletters

### Press Releases

We have an extensive database of every student we have ever taught, as well as industry editors and journalists. We send out monthly company newsletters keeping everyone informed of The eMaritime Group news, as well as writing carefully crafted press releases which frequently get published by other organisations both online and in print.



Our students provide us with a captive, relevant audience for direct marketing. Some are in our facility for 2 weeks and this gives us a unique opportunity to promote other areas of our business. We display information on current special offers and our range of merchandise & publications which subtly enables us to spread our brand via word of mouth.

## In-house

### Merchandise

### Posters, Banners & Flyers



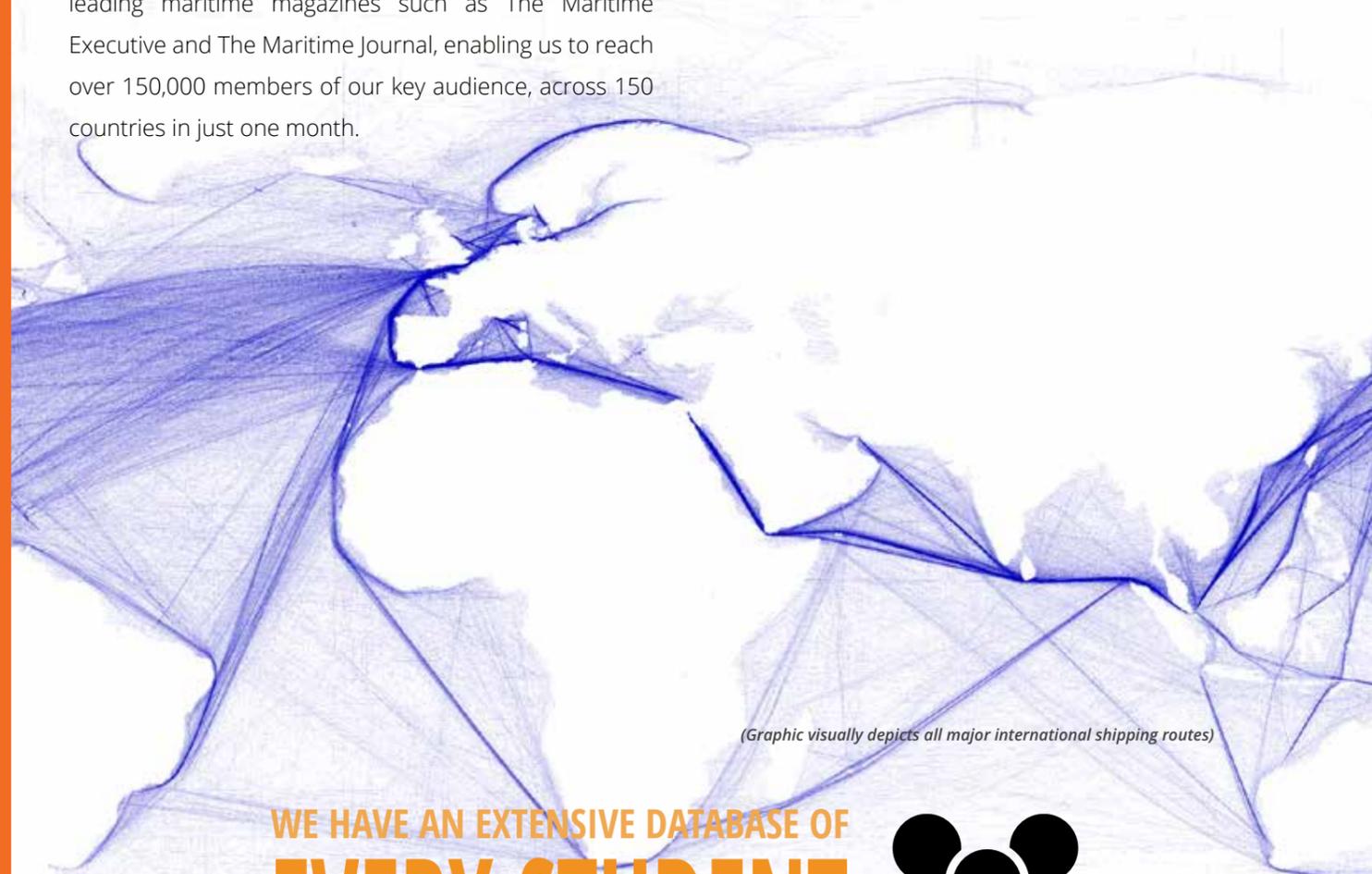
## The Potential Marketing Reach

**We as a company are not bound by geographical restraints; able to train anywhere in the world, and design and build simulators in any country. This has therefore created a wide target audience for marketing. We are able to advertise worldwide and we have designed all our websites to be multilingual.**

Our company website, ECDIS.org, is visited by almost 4,500 unique visitors per month, as well as our current portfolio of other websites. Our editorials and press releases have been published in some of the world's leading maritime magazines such as The Maritime Executive and The Maritime Journal, enabling us to reach over 150,000 members of our key audience, across 150 countries in just one month.

Our reach is growing. With every course we run and groups of students that pass through our facility our brand awareness and communications are going that bit further. We contact every previous student, and often their training manager, every month with the Newsletter.

Our social Media presence is growing week on week, which we use to keep our followers up to date with company and industry announcements. Our target is to touch everything that floats and we use a host of marketing vehicles to achieve it.



*(Graphic visually depicts all major international shipping routes)*

**WE HAVE AN EXTENSIVE DATABASE OF EVERY STUDENT WE HAVE EVER TAUGHT**



## Additional Sources of Income

### Online Advertising

Developing our website groups gives the marketing department an opportunity to sell advertising space on impartial, informational websites such as ECDIS Regs, eMaritime Exchange and Nautical Simulation.



Each one has their own potential target audience and means that third party organisations can opt in to advertise to the high number of online visitors from the marine industry. This is an excellent extra source of income and also reinforces the size of our groups companies advertise with us.



### Merchandise

We have a clothing range embroidered with our The eMaritime Group logo for our students displayed for purchase in our facility.

It is an extra source of income as well as an excellent marketing strategy to increase brand awareness as our students wear our logo in their everyday jobs carrying our message and our brand with them.



### Facility Hire

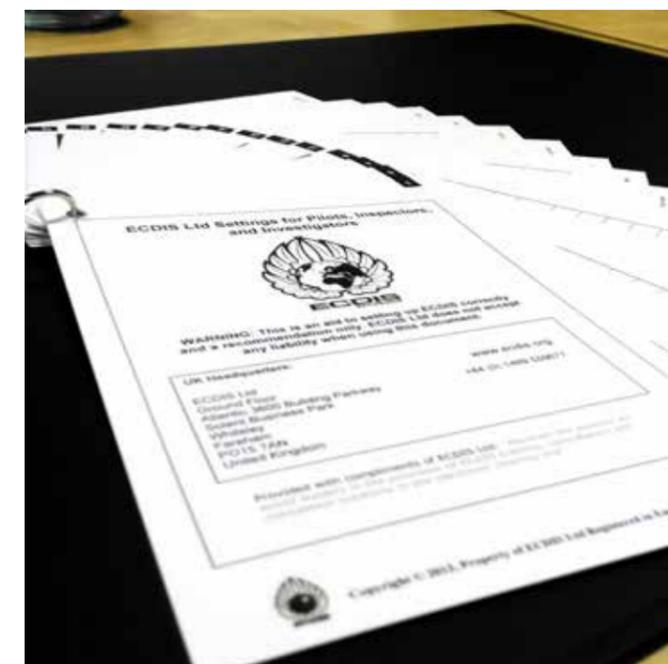
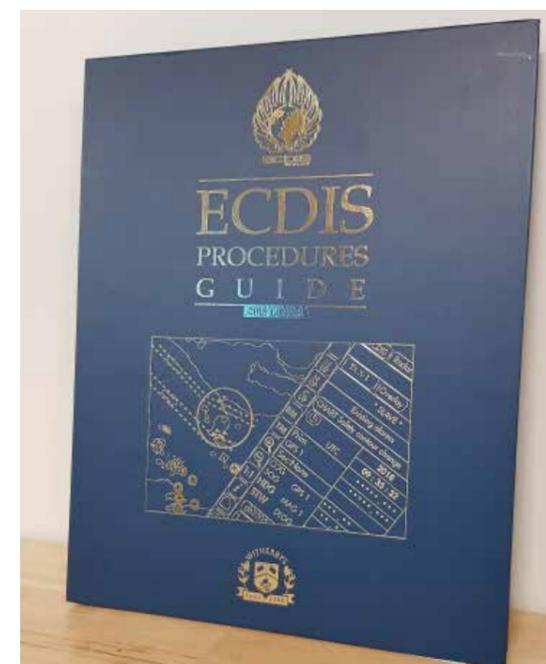
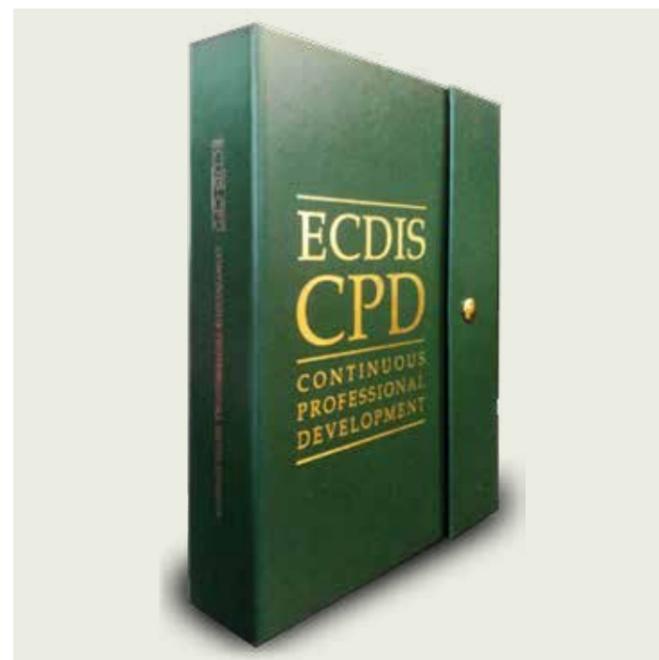
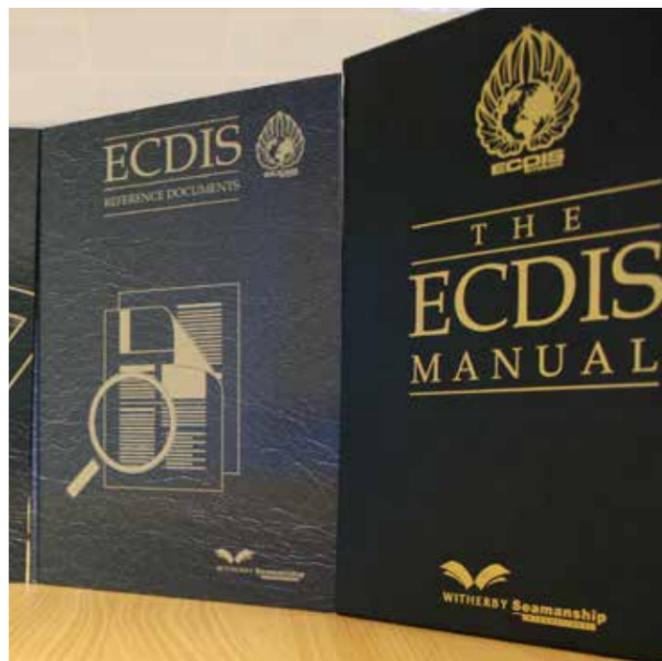
We have the ability to provide a space for corporate meetings in our small classrooms, or team-building exercises utilising the sims and mini-sims. As well as standard hire of our simulator suite for training purposes.

We held our first team-building event in June 2014 for the Maritime Services International group and designed a custom game for them to use. With our investment this year into a 2nd mini-sim classroom, we still have the ability to train courses while letting out space for corporate events.

# Supporting Product Portfolio

## Publication Examples

Titles can be obtained from publishers Witherby Seamanship International Ltd or The eMaritime Group HQ.



### The ECDIS Manual

As our industry moved to electronic navigation and industry organisations were looking for official standards and references, the IMO looked to industry experts and their published works.

The ECDIS Manual became the recognised publication for the e-navigation movement. This book was jointly written by The eMaritime Group's founders and Managing Director, Mark Broster. This manual was the first and the original of its kind and paved the way for the ECDIS revolution.

**£95 + VAT**

### CPD Log

We know that Continuous Professional Development (CPD) is a hot topic and essential within our industry, and it is a key message our instructors stress to our students as ECDIS training is something that needs to be continually refreshed. With that in mind, The eMaritime Group took our course writing, our unique exercises and created and published a specific ECDIS CPD log equipped with theory, practical exercises, questions and answers. This is an excellent tool for our students to invest in.

**£95 + VAT**

### Procedures Guide

We have created a Procedures Guide which provides recommendations designed to accompany a ship's Safety Management System (SMS) regarding the use of ECDIS for navigation, route planning and at sea on passage.

Regulations require navigating officers to adopt and adhere to new watchkeeping routines and practices to support the use of ECDIS. The ECDIS Procedures guide contains a practical and concise framework with supporting information and check-lists to help companies implement best practice in the use of ECDIS. The ECDIS Procedures Guide contains information on:

- Policy
- Training
- Use of ECDIS for navigation
- Use of ECDIS on passage
- Route Planning
- Chart Updating
- Administration

**£195 + VAT**

### Inspectors Check off Cards

With the overarching unbiased and impartial nature of our training facility, instructors and courses, The eMaritime Group has also been able to create Quick Reference Cards. No where else would you find an extensive range of the ECDIS Market leaders including Furuno, Sperry, Transas, JRC & more in one document. It includes screen grabs of each ECDIS and a breakdown of the buttons and functions of each model. An extremely useful document provided by The eMaritime Group for seafarers and companies to have and distribute as they see fit.

**£1200\* + VAT**

*\*Price includes full extended licensing rights to duplicate for internal use.*

**All publications available to buy online from  
Witherby Seamanship International  
[www.witherbyseamanship.com](http://www.witherbyseamanship.com)**

# Website Statistics Overview

Monthly our websites reach almost 150 countries across the world, with the UK, Singapore, India and the Philippines being the most popular visitors. Of those 150 countries, we have almost 4,000 new visitors each month, viewing at least 3-4 pages on the site which is well above average.

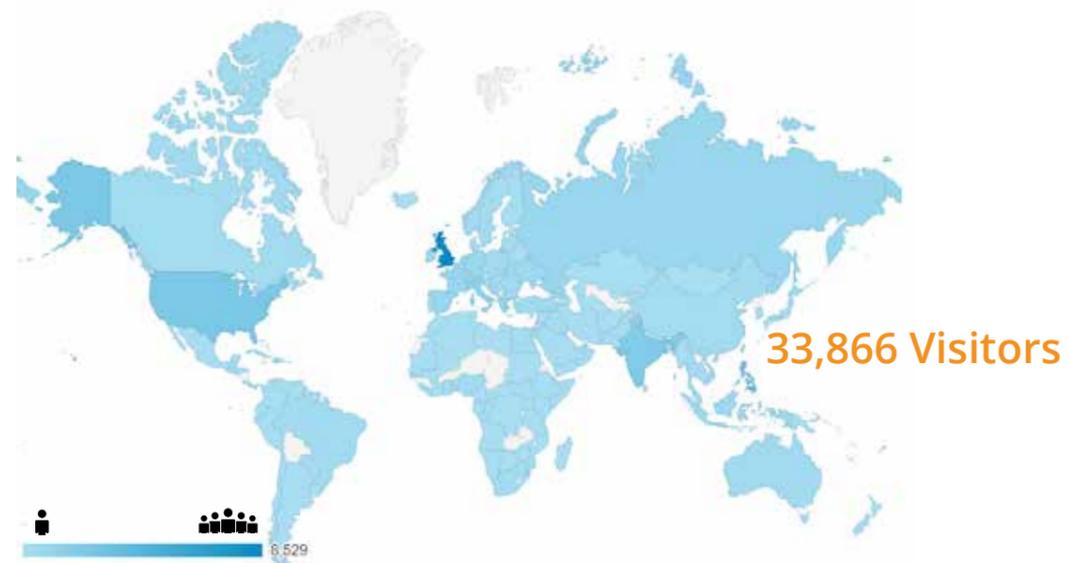
 [facebook.com/ecdisltd/](https://facebook.com/ecdisltd/)  
4.9 ★★★★★

 [twitter.com/ecdisltd](https://twitter.com/ecdisltd)

Tweets	Following	Followers	Likes	Lists
1,147	1,688	2,082	158	9

## ECDIS.org Annual Visitors

(October 2016 - October 2018)



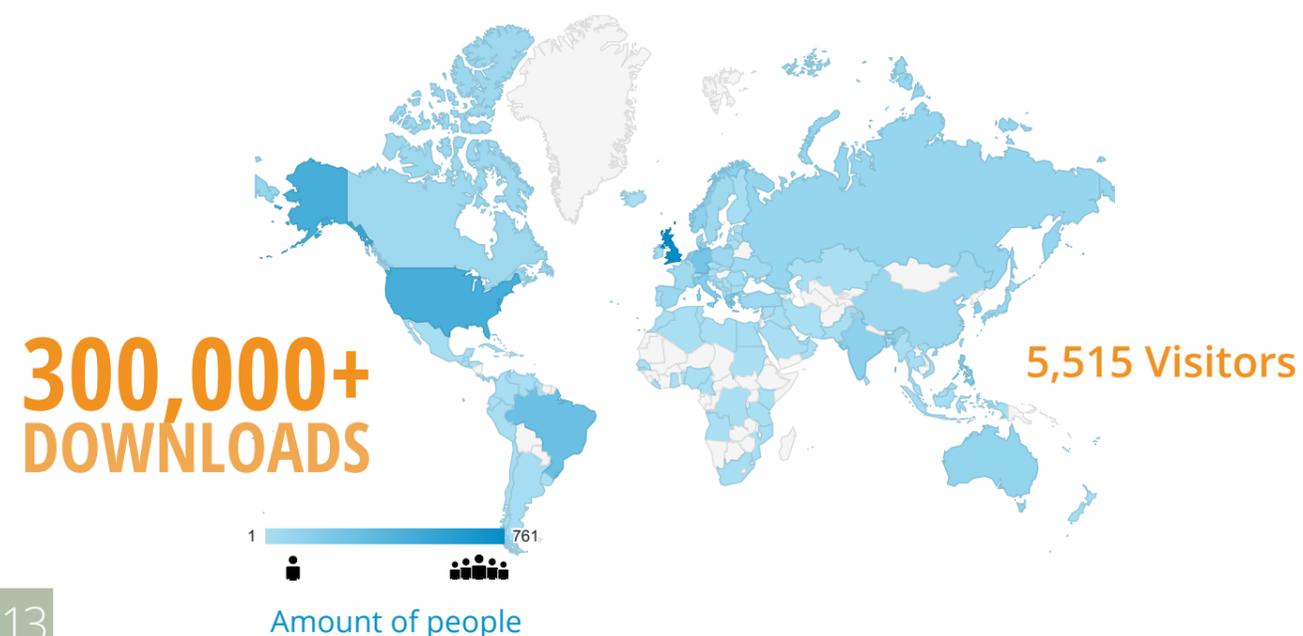
## ECDISsuperyacht.com Annual Visitors

(October 2016 - October 2018)



## ECDISregs.com Annual Visitors

(October 2016 - October 2018)



## emaritimetraining.com Annual Visitors

(October 2016 - October 2018)





# Regulations & Procedures

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# Offering Our Expertise

Consultancy



**The eMaritime Group's internal expertise is one of the key advantages we have, we can draw informed, unbiased and independent conclusions and advice.**

Our years of experience in course writing, MCA audits and approval, familiarisation and the operational benefits/drawbacks between different bridge equipment manufacturers and having experienced mariners as staff members means we can offer guidance, source hardware, troubleshoot problems and offer bespoke training solutions to go with it.

Our team is available for support on all aspects of e-navigation, including implementation and International Safety Management.

We also offer legal support for the following:

- Advice and guidance on regulatory matters
- Expert Knowledge for court appearances
- Accident and incident reconstructions
- Bespoke check-off cards for system configuration
- Production of the ECDIS element of your SMS
- Additional advice to the maritime community
- Access to a library of global flag state regulations



# Offering Our Expertise

Navigation Audits - Over 300 completed



**Our team is available for expert advice on all aspects of ECDIS and E-navigation, including implementation and International Safety Management.**

**A bespoke package that can be individually tailored to client requirements.**

The aim is to provide the Captain, management company or operator an objective assessment of the state of the bridge team and associated administration and equipment. A full report will be passed to those required on completion of the audit. The eMaritime Group personnel are flexible and audits can be conducted worldwide; alongside or underway so as not to impact vessel programs.

Areas and equipment included can include, but is not limited to:

- ECDIS administration and update
- ECDIS use and verification underway
- Audit of bridge navigation equipment with respect to accuracy, update and maintenance
- Audit of bridge administration and log keeping in accordance with company or ship policy
- Assessment of watchkeeper proficiency and bridge routines underway
- ECDIS 'housekeeping' with a focus on efficient and safe operation of the system



# Offering Our Expertise

ECDIS Regulations



The full, free-to-access library of publications and documentation of regulations pertaining to ECDIS (Electronic Chart Display and Information System) and related subjects.

As the maritime industry embraces the 21st century and the people within it look for answers online it is important to us, as a training academy, to make the regulations that bind us and the seafarers available to view all from one place. It became apparent that it was a lot of effort finding the regulation documents when there were a number of different bodies issuing them. ECDIS Regs is impartial and independent and collates a library of regulation documents on one website available to search, filter by country or flag state and download for free. This is another example whereby The eMaritime Group saw a gap in the market

to make people's lives easier and provide a service to our customers.

Use of this site is completely free and supported by banner advertising. The publications included on this website remain the intellectual property of their respective authors/owners.

# Onboard Navigational Publications

Reference Cards - downloaded by Shipping companies World-Wide

The eMaritime Group have released a range of Type Specific ECDIS Reference cards, on-line produced Type Specific ECDIS SMS Procedures and an update to their ECDIS Check Off Cards Inspectors and investigators, including all top questions and key menu answers on all the leading systems.

Following on from the success of the ECDIS Check Off Cards; which have recently been updated to include 19 manufacturers; giving mariners key menu functions and features, The eMaritime Group has now released Type Specific Reference Cards and on-line ECDIS SMS procedures for each individual ECDIS model

The unique aspect of the reference cards is the ability to customise various cards to ensure accuracy with each

company policy. This customisation is completed via a simple online form. These customisations include confined, coastal and open settings for every single menu item as well as watermarking which ensures no misuse onboard.

In addition to the reference cards, a complete ECDIS SMS Procedures guide is also available for each model, giving companies a comprehensive set of instructions for their companies ECDIS usage.





# ENC Distribution

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# ENC Chart Distribution



# Easy Order Process

Utilising our extensive navigational knowledge of ECDIS systems and charts, we are now in partnership with the world's leading chart distributor to offer ENC charts to our clients.

Our business model is that of simplicity, we wanted to take the hard work out of ordering charts and making the process as quick as possible for the client.

Our website is very simple, with a 4 stage form to complete with only the most basic information required, we are able to produce a quote for charts all over the world, available as permits from 3 to 12 months.

We understand this is not applicable for some shipping

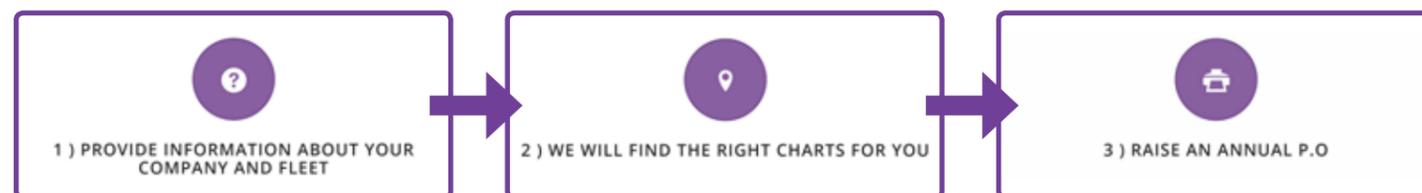
companies who are more technical and would like to give us more in depth information. For such clients we have an option to download a small desktop app allowing the selection of exactly which charts are required and to export than information to us for a more accurate quotation.

Chart distribution was a the next logical step for The eMaritime Group and adds more options for the eMaritime Group to offer a complete maritime solution



For more information view our simple "How To Order Charts" video on youtube: <https://youtube/usXsocXTP-c>

## Get ENC Charts in 3 Simple Steps



Step 1 of 4  
25%

### YOUR DETAILS

What is your name? •

What is your company name? •

Your Email •

Your Phone Number •

[Save and Continue Later](#) [Next](#)

Step 2 of 4  
50%

### ABOUT YOUR VESSEL

Your Vessel name •

Your Vessel IMO Number •

Your Vessel Category •

[Previous](#) [Save and Continue Later](#) [Next](#)

Step 3 of 4  
75%

### YOUR LICENSE DETAILS

What is your ENC User permit/licence code? •

How many months do you need the permit? •

3     4     5  
 6     7     8  
 9     10     11  
 12

[Previous](#) [Save and Continue Later](#) [Next](#)

Simply goto ECDISenc.com & fill in 5 minute form





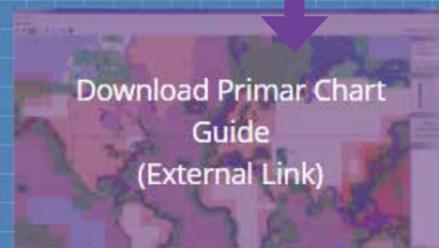
# Easy Order Process Cont.

## How to find your required cells

[Download Full How to Guide](#)

1. Click the button below to download and install the Primar chart catalogue
2. If prompted, install any chart updates
3. Select all the required cells on the chart
4. Click "File > Export Basket > Comma Separated Values file"
5. Name the file and save to your computer
6. Below click "Upload CSV"
7. Select your file and submit this form

Download the Primar Chart Guide



## Upload CSV

Drop files here or

Select files

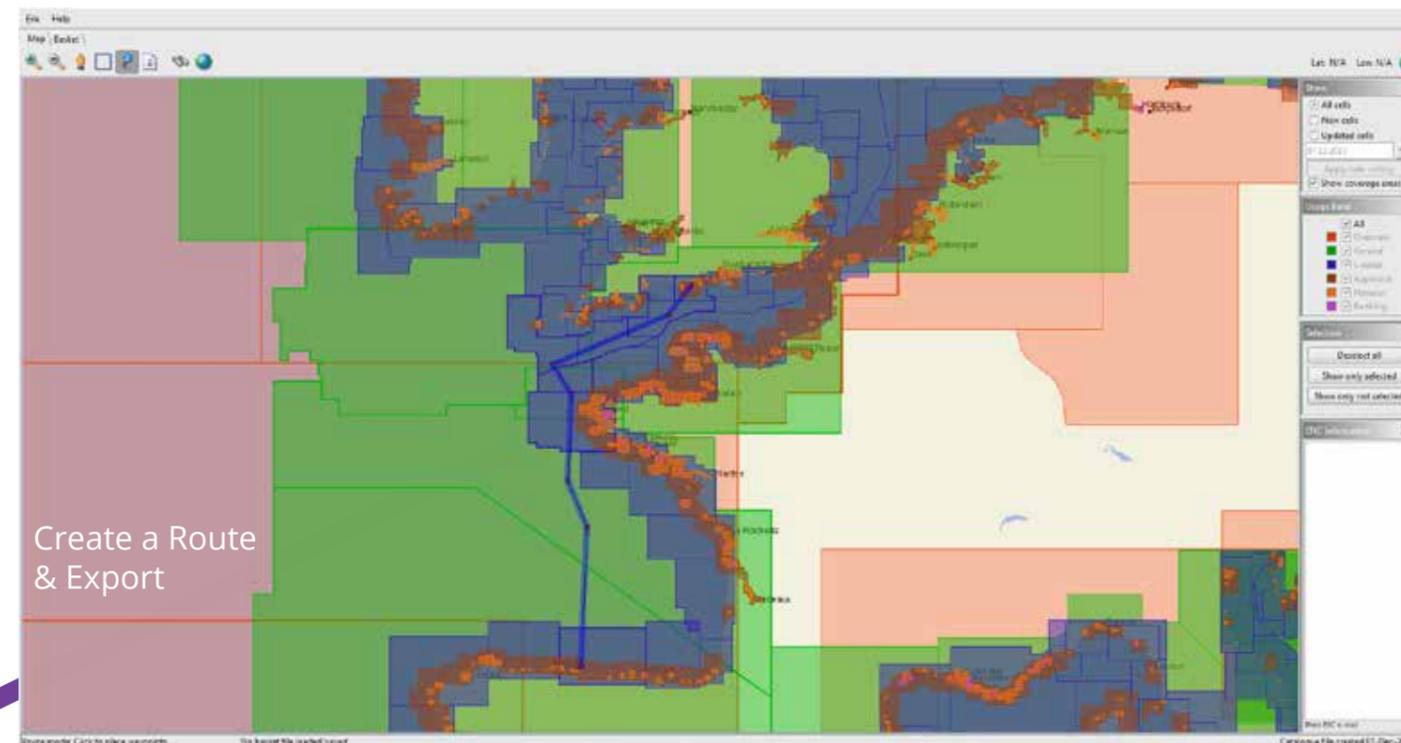
Accepted file types: csv.

Accepted file types: csv.

OR ENTER CHART INFORMATION BELOW

(Click "+" to add additional charts)

Example MV ECDIS.csv



# How To Order Charts

www.ECDISenc.com



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# ECDIS 4.0 2018 Conference

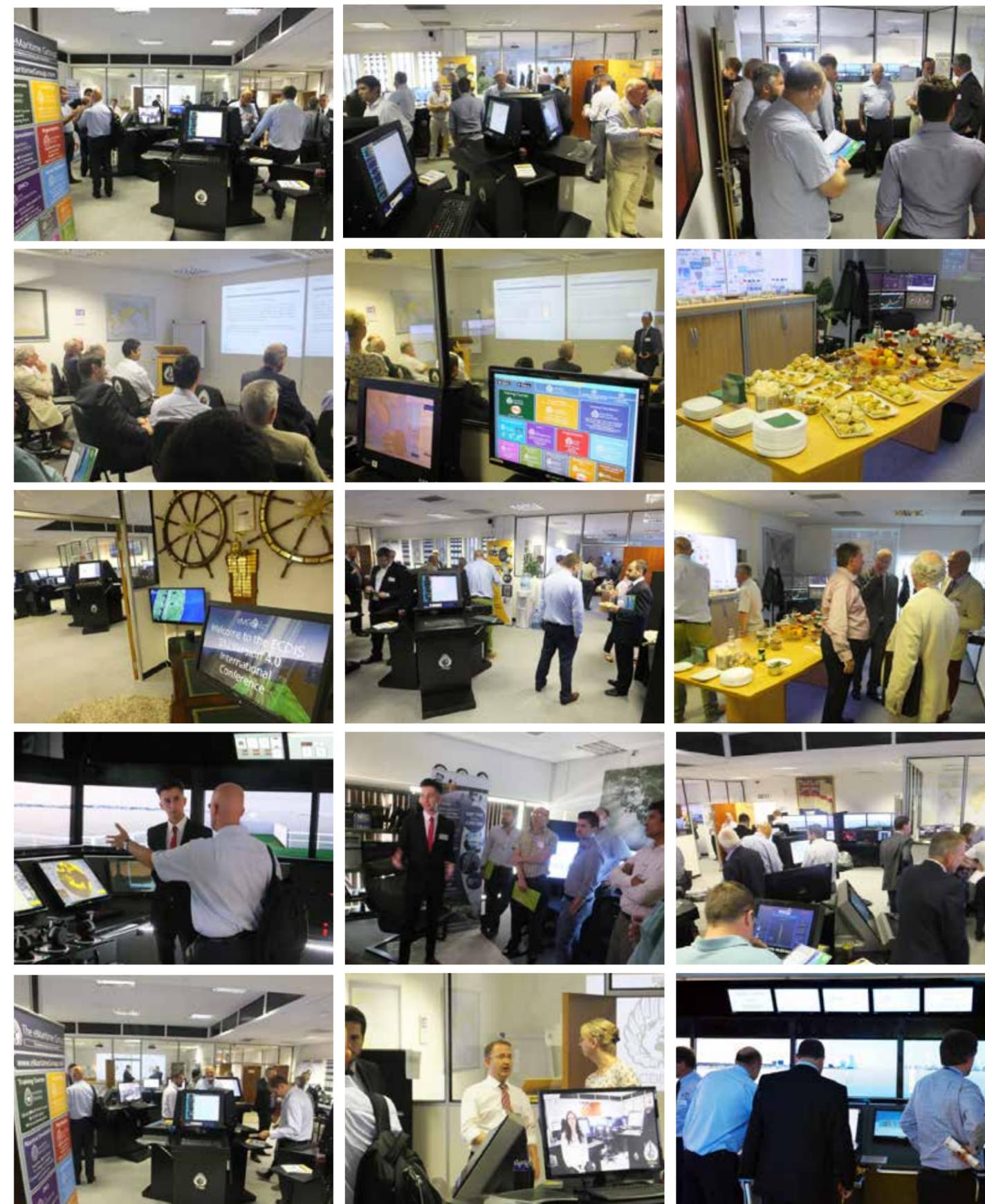
The IHO announced in October 2016 that all ECDIS systems would be required to update to the new IHO S-52 Presentation Library 4.0. The deadline for the update was 31st August 2017. Many shipping companies around the globe were unprepared for this change which was mandatory just 3 months before our open day took place in The eMaritime Group HQ in Whiteley.

Our 2018 Summer Conference "Is Your ECDIS Legal?" Was a great success. Educating the industry on the changes that came to ECDIS. Delegates had the opportunity to speak to some of the worlds leading ECDIS manufacturers about how the change was going to affect them.

The extremely busy and completely free event was being held at the eMaritime Group facility in Whiteley, Hampshire, UK and featured talks from the UKHO (UK Hydrographic Office ) and MAIB (Marine Accidents Investigation Branch) as well as attendance from ECDIS manufacturers. It answered all the questions that the large number of shipping companies already attending have with regards to this transition.

The featured speakers will be discussed a range of topics from how the changes will affect shipping companies, why the changes are necessary and what has changed. As well as a chance to freely share any concerns or questions with the manufacturers or Hydrographical Offices directly.

The one-day conference, organised by the eMaritime group, brought seafarers, owners, operators, and regulators together with manufacturers to discuss the ECDIS 4.0 package and the ways in which it might help to improve navigational safety and the working lives of mariners. The new standards have been described as a step change from the original ECDIS performance standards — first published in 1998 — and it is hoped this will improve ease of operation and functionality, enhance cybersecurity, and lead to better integration with voyage data recorders, bridge alert management and bridge navigation watch alarm systems.



# Specialist International Speakers

**We as a company have a bank of knowledge within the maritime industry and are available to speak at maritime conferences, exhibitions or meetings.**

Over the last 9 years a wealth of knowledge has been gathered during the continuous expansion and development of the eMaritime group, that has allowed the team to become experts in numerous different topics allowing us to offer a range of maritime speakers internationally from Bridge Navigation Systems, Bridge Team Management, Command Assessments, Human Element Management, Cyber Security Awareness & Management and Simulator Training among others.

Our speakers have a range of backgrounds from Royal Navy, Merchant Navy, IT and the commercial sectors which brings it a wealth of knowledge and experience.

Over the last 9 years a wealth of knowledge has been gathered during the continuous expansion and development of the eMaritime group, that has allowed

the team to become experts in numerous different topics allowing us to offer a range of maritime speakers internationally from Bridge Navigation Systems, Bridge Team Management, Command Assessments, Human Element Management, Cyber Security Awareness & Management and Simulator Training among others.

## Our Specialist Topics

- ECDIS Type Specific Best Practice
- Assessing your officers for navigating with the ECDIS
- Today's Bridge Team Navigating ECDIS
- Command Assessments,
- Why is the industry not tackling this?
- Human Element for the digital fossil & digital Native
- ECDIS 4.0 update, is your ECDIS Legal?
- Cyber Security - The Basics
- Cyber Bridge Awareness
- Digitalisation - Changes are coming
- And many more...

# Our Speakers



Mark Broster  
Managing Director

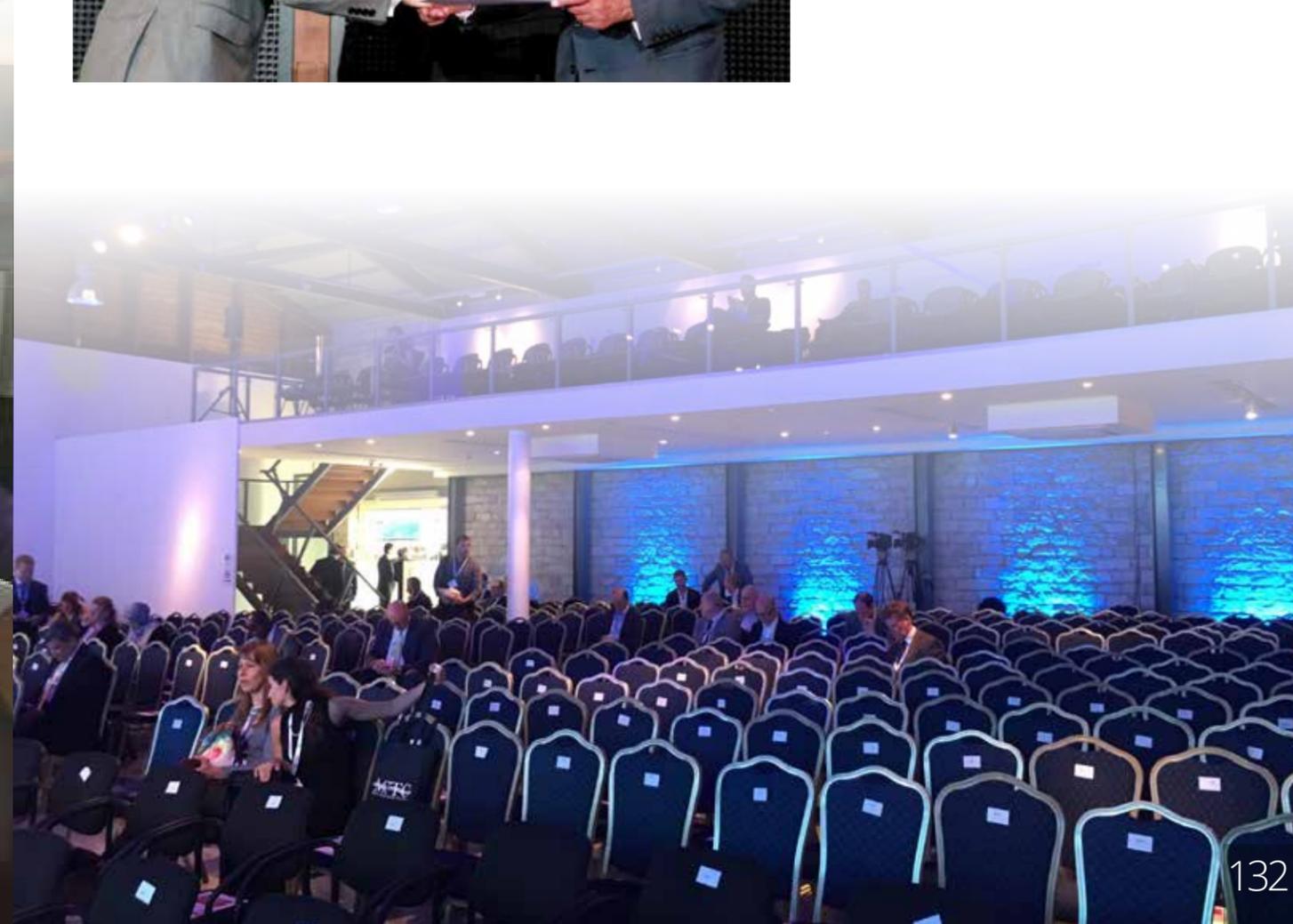
In 2008 he won the annual Navigators and Directors award for his contribution to the Royal Navy.

In 2010 after leaving the Royal Navy he founded The eMaritime Group. His company went on to become the largest and most successful independent company in its field, offering in excess of 30 courses to over 200 large shipping companies, governments and military clients spanning every continent. As a published author, his company has written various international publications, some of which have been adopted by the IMO. As a supplier of maritime simulators his company has successfully delivered next generation simulators on several continents, including Europe's most technologically sophisticated simulator complex. Over the last 5 year period his company has achieved a documented 96% perfection feedback for their training courses and 98% for their equipment.

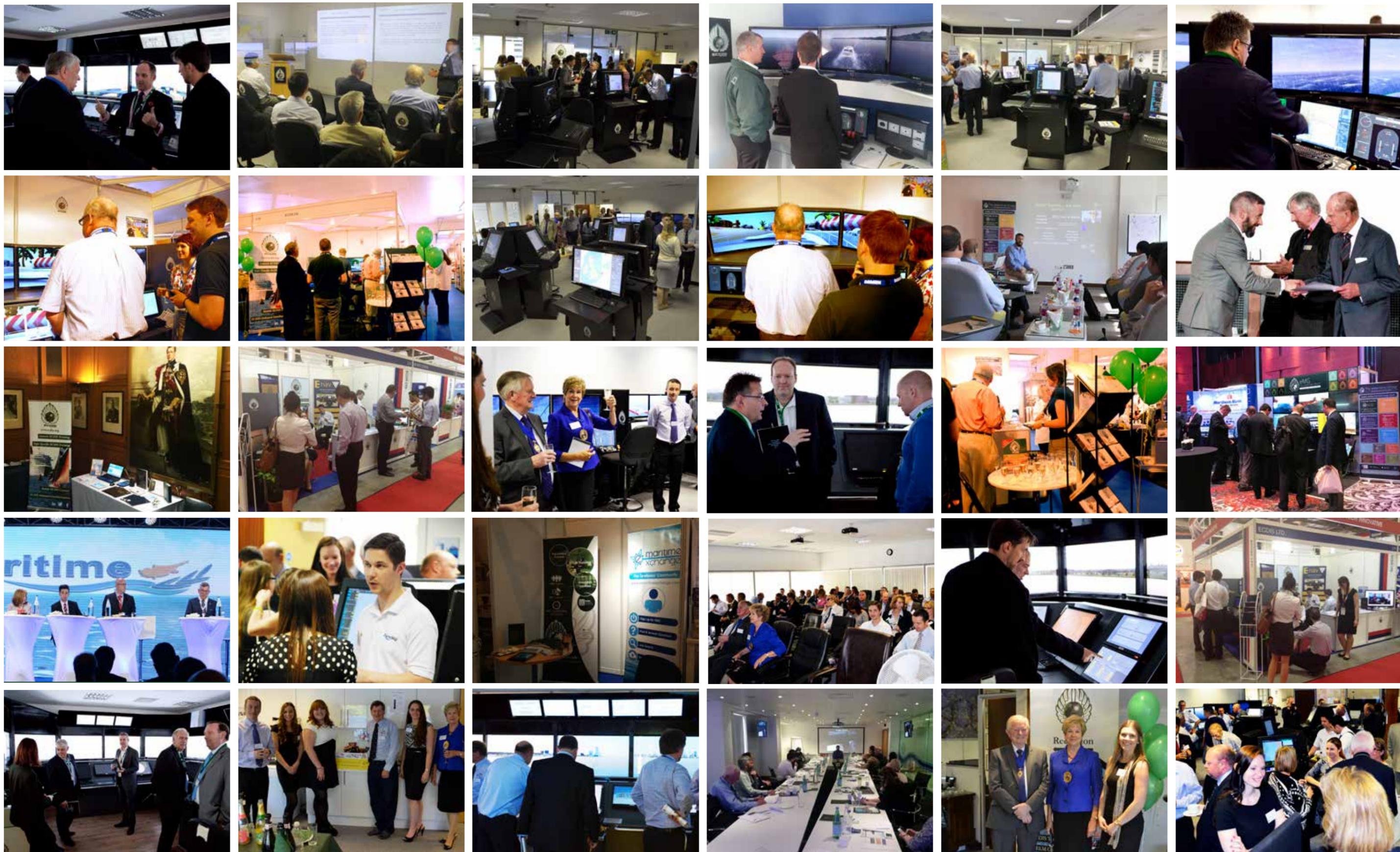
In 2016 he was awarded a Fellowship by the Royal Institute of Navigation (pictured) for his work in improving Bridge Team Management for shipping companies around the World and increasing the standard of STCW training. He is also an Associate Fellow of the Nautical Institute and a Committee member of the London branch, a Fellow of the Institute of Marine Science and Technology and a Fellow of the Institute of Leadership and Management. He is

a member of the Honourable Company of Master Mariners and a Freeman of the City of London.

Outside of work he still remains current within his military role and regularly partakes in exercises and operations. In 2017 at the age of 41 he feels particularly privileged to still provide operational capability and support to 1 AGRM (One Assault Group Royal Marines), a role he hopes to continue with as long as work and his own energy levels allow him.



# Events & Exhibitions



# International Seminars & Exhibitions



## Do You Want to Give The WOW Factor At Your Next Exhibition?

We have a space-efficient, eye-catching video wall stand which can quickly and simply be delivered to any location in the world!

Measuring just 3m x 2m, our video wall exhibition solution gives big impact whilst using little space. The 6 42" LED screens are simple to attach to the frame and only require a usb stick for each one to play videos or presentations. We can also provide a PC to allow fullscreen viewing across the entire videowall.



## World Travelers - Season 2 of our International seminars

We traveled the world in 2018 to train maritime inspectors on best practice for marine risk reduction.

At The eMaritime Group, we have had great success for many years Training Inspectors, Superintendents, Flag Authorities and Auditors around the world. We are now taking this knowledge and presenting a series of global seminars from London to

# Feedback from around the world

“ Informative, engaging and wonderful ”

NYK LNG Shipmanagement (UK) Ltd

“ It was a very good experience and I hope there shall be many more seminars like this in the future. ”

KLine Ship Management

“ Very well presented, highlighting the challenges that are still to be addressed with this system and by the people that actually use it. ”

Cosco Maritime

“ The round table informal discussions and lessons learnt from within the maritime industry were invaluable. I found the seminar of great benefit, both Mark Broster and Robyn Harrigan's presentations and knowledge were excellent. ”

Pritchard-Gordon Tankers Ltd

“ Mark and Robyn's relaxed approach fostered intelligent debating of the issues but they clearly knew the subject inside out... I did find the case studies (accidents, detentions) particularly interesting.. A highly engaging seminar on a multi-faceted subject the maritime industry needs to address. ”

IHS Maritime





# PSC & SIRE Inspectors Training

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# Inspectors ECDIS Audit Courses

## Inspectors Course

*The Inspectors course is one of our most popular courses and has to date trained hundreds of Inspectors, Superintendents, Flag Authorities, and Auditors all over the World.*

The course is designed for both Deck and Engineering Inspectors and gives the Inspector or Superintendent not only all the basic practical knowledge they need, but also all the key questions and answers they may need to ask a vessel when visiting.

The course is a hybrid of Q&A on all ECDIS systems, general ECDIS knowledge, practicals on actual ECDIS equipment to familiarize the delegates with the key ECDIS systems they may face, but most importantly the course provides take away cards for the inspectors to use when at sea in the future. The 1.5 days are extremely intensive.

They are delivered by Deck Officers that have conducted between them hundreds of Navigation Audits and Inspections. The instructors have vast experience both at sea and in teaching on most of the leading 36 manufacturers.

## The Aim

The aim is to gain significant experience in a very short period of time to allow a non-ECDIS expert to be able to conduct either an inspection of an ECDIS vessel, deliver an audit of an ECDIS vessel, or assess an ECDIS vessels ability to safely navigate. The course covers;

- ECDIS VDR and playback
- Crew competency assessment
- Best practice for safe navigation using ECDIS
- Recommended Fleet Policy and Management
- Recommended Ship Policy and Management
- Future Developments and capabilities

# What people have said

“ *Very well laid out and conducted course. Got a good grasp of the subject matter. Increased confidence level of doing an independent audit on any system.* ”

Naval Aranke - Executive Shipping Services (USA) Inc



“ *It was an excellent course. It should be mandatory for inspectors around the world. High knowledge of instructors* ”

Oscar Rodriguet - Auissa Marine Services

“ *Excellent 1.5 Days. Perfect course to enable inspectors to assess a vessel's competency in the use of ECDIS. The Instructors were fantastic* ”

Edward Pfaefflel - MS A.V.V

“ *The best practical training course relating to the job I have ever attended* ”

Harry Williams - Sire Inspectors

“ *Well worth it!* ”

Gerry Savy - Shell



# What people have said Cont.

“The best practical training course relating to the job I have ever attended”

Harry Williams - Sire Inspectors

“The best practical training course relating to the job I have ever attended”

Harry Williams - Sire Inspectors

“The best practical training course relating to the job I have ever attended”

Harry Williams - Sire Inspectors

“The best practical training course relating to the job I have ever attended”

Harry Williams - Sire Inspectors

“The instructor has an obvious depth of knowledge of ECDIS and has refined his presentation to meet our requirements of an inspector. His enthusiasm for the ECDIS is obvious and his element of fun is infectious”

John Bussell - OCIMF

# Why is this so Important?

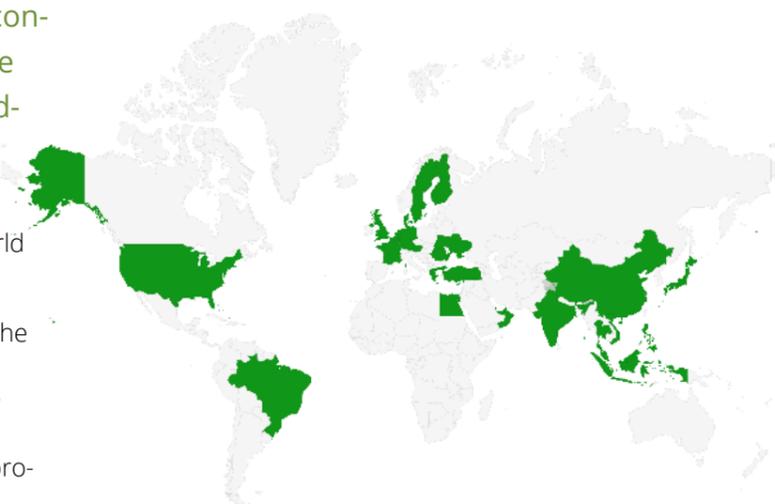
The reason this course has become so successful is due to the changes to digital navigation and primarily ECDIS. The Inspectors course builds significant experience in a very short period of time to allow a non-ECDIS expert to be able to conduct either an inspection of an ECDIS vessel, deliver an audit of an ECDIS vessel, or assess an ECDIS vessels ability to safely navigate.



# Travelling the world

ECDIS have traveled almost half the world conducting Inspectors courses helping to create an improved knowledge to inspectors world-wide in digital navigation.

But we still have many more countries around the world to visit and help the industry improve on worldwide inspections. Due to recent changes to ECDIS such as the updated 4.0 presentation library and updated performance standards, it is vital that inspectors, worldwide understand the changes coming and can conduct appropriately inspections onboard to ensure that all seagoing vessels meet all current standards and are ready for future safe navigation.



The course uses banks of laptops with actual seagoing ECDIS systems for practical experience, a large number of handouts and 'back pocket' cards with both Q and A for the inspectors to take home, and periods of power point and forum sessions with current experts. Candidates will be at times put under pressure with large amounts of information being conveyed.



# Strategic Future

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# Diversification

Our direct future holds a new name, new branding for our existing websites and clear company branches. We will have separate websites for each of our sectors such as:

- Training
- Simulation
- Regulations
- Military
- Communication and Community
- Superyachts

These will all be branded with a consistent theme relating back to a higher level corporate group. We will leave the narrow view of our company behind along with the name of The eMaritime Group as we let the world know of all the things we can do.



Also in our near future, investment and recruitment into experienced instructors is a top priority. Quality teachers with a high level skill set and sea going background allows growth, provides different insights and gives the ability to teach more courses per week. Our reputation lies heavily with the instructors facing the students that attend our courses, so the exponential development in our instructor team has never been more important.

## Growing Course Portfolio

Our course portfolio is also set to grow. With a training objective to expand into the engineering sector, this is a new subject syllabus and we will need to educate ourselves and absorb the content before writing our own courses.

This is an exciting avenue to explore and extend our offering and expand the potential market. This will also reinforce a market leader status becoming a centralised hub for training and all round solution provider. These new courses are being developed due to the demands of our current client base who enjoy our blend of training and want more of our quality courses.



# 2019 Strategic Partnerships

The eMaritime Group enjoys working with companies from all around the world and gives both ourselves and the partnered company bigger prospects for the future

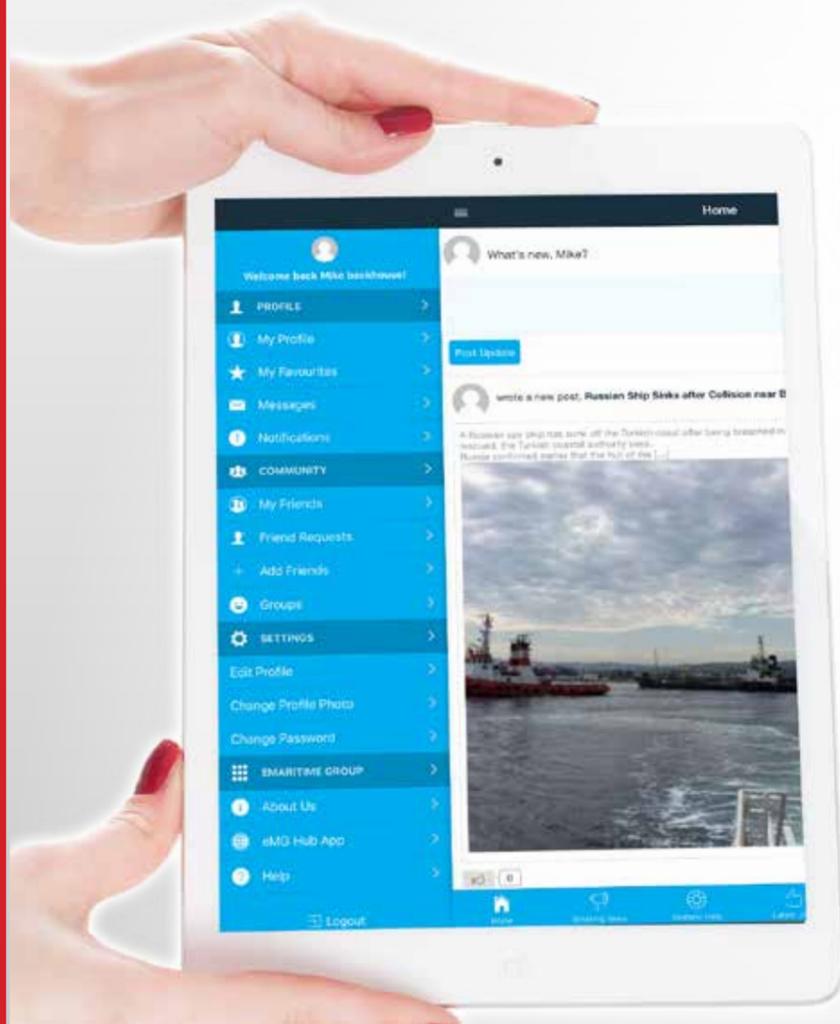
## Unmanned Marine Systems

The eMaritime Group is currently in talks to partner with autonomous ship providers.

Over the next few years we are conducting more tests on human v machine in our simulators to see if we can begin to understand what is safer.....



# We've gone mobile...



# We've evolved...



[www.emaritimegroup.com](http://www.emaritimegroup.com)

# We've already started...

**A refurbishment of our facility is already underway for our classrooms and teaching area improving efficiency and corporate streamlining.**

Taking our training overseas and establishing footprints has already begun. We have a teaching facility and partnership in Singapore and we intend to enter the American market in the coming years.

Our bridge simulators technology is developing more and more and soon we will be integrating other aspects ranging from engine room to DP, and even flight. For our clients that engage us in simulator purchases we are told this is our unique selling point, as it means that their simulators are future proof as we can simply integrate and 'bolt on' any additional equipment as required



## Technology Portfolio and R&D

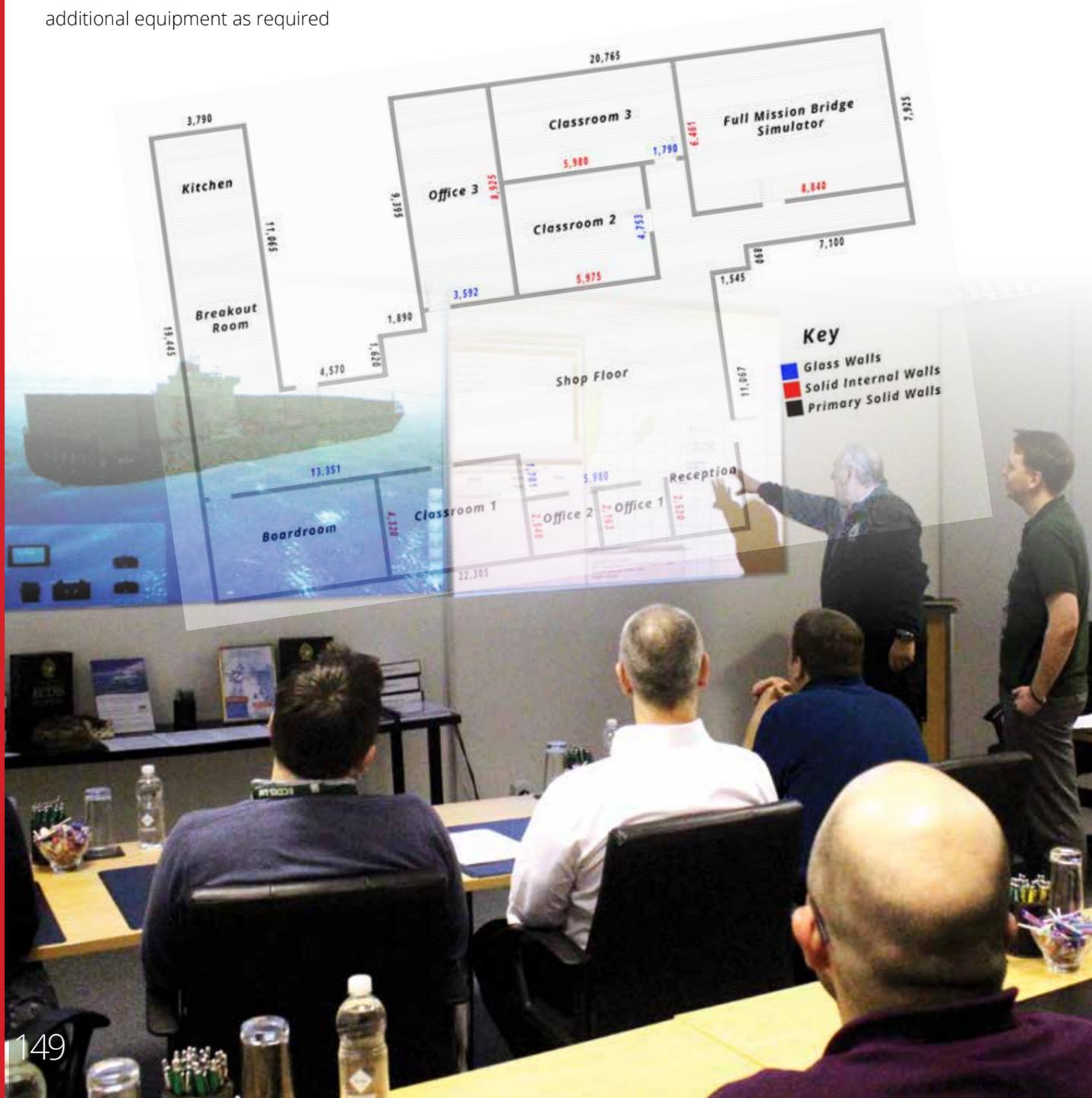
We will always reflect on our equipment portfolio. Our future will continue teaching STCW courses and therefore we intend to improve our ECDIS and bridge equipment partnerships with more manufacturers so we have available in-house all the latest equipment.. We will be keeping our range up to date and current, reflecting the market's needs and preferences. Inevitably our range of ECDIS terminals will grow as we do.

With these imminent goals, some set to be complete before the end of 2019, there will be a natural snowballing effect on the rest of the business such as our ability to update procedures and teach a new up to date syllabus.

## Invest in our facility

Our facility is set to grow both in size and status. With a higher student turnover comes the need to expand and improve the training facility.

We have set plans to rebuild our current Full Bridge Simulator. We intend to update equipment, screens and graphics to build an all new Tug simulator next door to a new Full Mission Bridge, utilising space more efficiently and adding new training grounds and options for our students and their field of work.



### Forward Thinking

In summary, The eMaritime Group is moving forward.

We will advance in all sectors and branches of our business and no longer be seen as the newcomers to the industry. We have the flexibility to grow, react and follow the market as well as stamping our mark in what we do best.

We will continue to work towards simulator builds, competing and winning contracts from our competitors as we are able to give clients what they want, when they want it and at their price point. We will see more simulators with our logo behind it and have our name recognised as the market leader. We realistically envisages becoming the go-to centre for testing and new technology being brought to us.

Training will always be in our heritage and part of our core business model. Our attitude and new way of thinking keeps us in play with the ever changing maritime industry and we have the ability to grow and change with it. As a private training academy, we are not tied down or restricted in the same way as our competitors, who may find it challenging to react as we do.

**The eMaritime Group's impact on the industry has the potential, the expertise and the longevity to be built into a globally recognisable entity.**



www.eMaritimeGroup.com

"The Maritime Industry, All In One Place"

**Training Courses**

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Find Any Course Cheaper and We'll give you a further **10% off**

**e-Learning**

emaritime e-LEARNING

Online Training FROM ONLY £8 Per Crew Member INCLUDES ECDIS TYPE SPECIFIC ACAT

**Nautical Simulators**

emaritime SIMULATION

See The **Worlds First 'Live'** Maritime Simulator With **Real-Life Graphics**

**ENC's**

enc DISTRIBUTION

Worlds Cheapest S57 ENC's, Simple 60 Second Process **ARE YOU OVER-PAYING?**

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**Regulations**

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**339,559** Downloaded **FREE** Official Regulations

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**Discounted** Superyacht Courses

**eMG Shop**

emaritime SHOP

Online **Low Cost** Custom SMS & Reference Cards **Builder**

**ECDIS Audits**

ECDIS AUDITS

Pre-Inspection Onboard **Navigation Audit & Healthcheck**

**Military WECDIS Training**

emaritime WECDIS

Used by **126** Nations... **7,264** Users Qualified Military Experts

**Simulator Hire**

meeting ROOM HIRE PRICE MATCH

Boardrooms, Classrooms, Simulation Suites, Training Suites, Team Building Days, Corporate Events **... All Under One Roof**

**Maritime Consultancy**

maritime CONSULTANCY

Primary Means of Navigation (PMN) Implementation | ECDIS Support Crew Continuous Professional Development (CPD) SMS Guidance | Training Centre Best Practice

**eMG Hub App Now Available!** GET IT ON Google Play Download on the App Store



**ECDIS Ltd**  
Atlantic 3600 Building Parkway  
Solent Business Park  
Whiteley  
Fareham  
PO15 7AN

**[www.ecdis.org](http://www.ecdis.org) | +44 (0) 1489 559677**

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