

# NEWS AND VIEWS UPDATE

SUMMER 2016

ONBOARD | ONSHORE | ONLINE

## Two ground-breaking industry firsts for those learning with Videotel

*Videotel broadens its offering by creating key partnerships with leading UK marine education specialist, Marine Learning Alliance and with leading ECDIS specialist, Safebridge GmbH.*



Videotel recently announced a partnership with the Marine Learning Alliance (MLA), a U.K.-based specialist in marine industry education and training, to award credits toward a bachelors or masters degree of science (BSc or MSc) to seafarers who have completed certain Videotel courses.

The MLA, part of the Institute of Marine Engineering, Science and Technology (IMarEST), issues degrees through the U.K.'s Plymouth University, and recently launched a Sustainable Maritime Operations suite of programmes for a BSc Honours or MSc degree. MLA is revising its academic entry criteria so that individuals applying to the Sustainable Maritime Operations programme who have completed Videotel courses can be given credit for prior learning where appropriate. The arrangement will involve a career consultation between an applicant and one of the MLA admissions tutors.

### Assuring quality

“Our new Sustainable Maritime Operations focus is ideal for seafarers wishing to transition ashore. Working with a quality training provider like Videotel means that we can offer students exemption from particular modules so long as they have proof of any relevant training programmes taken,” notes Dr. Richard Thain, chief executive and academic director of the MLA.

The Sustainable Maritime Operations programme is designed to enable students to gain a wider understanding of the maritime industry while also studying marine technology, project management, leadership, regulations, and maritime sustainability.

“Having our training programmes recognised by the MLA for maritime-specific degree qualifications accredited by Plymouth University is testament to the accuracy and relevant practical detail contained within them,” says Nigel Cleave, CEO of Videotel. “We carefully research our programmes and with every production, our experienced in-house team seeks the highest levels of quality and accuracy, consulting hand-picked industry subject matter experts who make up our highly respected steering committees. What’s more, we continually update our material as regulations and operational practices change.”

### Comprehensive

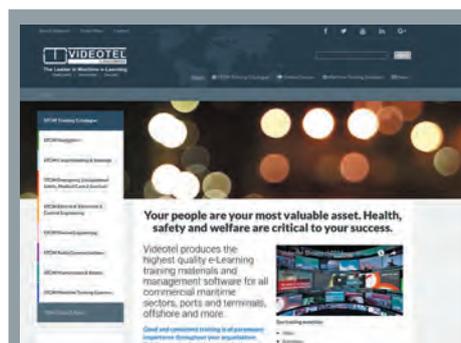
In addition to the agreement with MLA, Videotel has also joined forces with online maritime training business, Safebridge GmbH, which specialises in ECDIS training, to provide shipping companies with the unique ability to certify their seafarers on more than 30 ECDIS type-specific training courses while they are serving onboard, making it one of the most comprehensive offerings in the industry.

Companies using the award-winning Videotel On Demand (VOD) system will have access to this leading-edge certification route. The agreement will enable a trainee onboard to select and log onto the VOD system and access the relevant

Safebridge courses. After completing theory segments, the trainee would then proceed to practical training using the onboard ECDIS before taking their test using Safebridge’s validation systems.

“Training crew on ECDIS type-specific models has been a real headache for shipping companies and ship managers over the past years. The large number of different ECDIS models and the fact that crew generally have to complete their training ashore means that the shipping industry has faced a costly logistical burden in getting crew the knowledge they legally require,” says Nigel Cleave, Videotel’s chief executive officer. “We are delighted to further extend our long working relationship with Safebridge in this area, to introduce logical and cost-effective training solutions to our customers.”

For more information, please contact our Videotel sales team at: [sales@videotel.com](mailto:sales@videotel.com)



## New Videotel website launched

Have you seen our new website?  
Take a moment to have a look at

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

You will see that we now feature a title of the month section on the home page, which will highlight any special offers or showcases we have – so do keep an eye on this section.

## ALSO IN THIS ISSUE

- New API Enables Integration with Crew Management Software
- Videotel Talks Cyber Security at CMA Shipping
- Videotel Training Now on More Than 12,000 Vessels
- Busy Six Months Out and About for Videotel
- Joe Pitcher Joins Videotel as Sales Director
- New Programmes
- Awards and Approvals

## Welcome to our eco-friendly newsletter!

*News & Views* is now distributed in a digital format, although a limited number are still printed for those who request a hard copy. We continue to deliver brand new productions and regularly update our programmes. All information and trailers can be found on our website and YouTube channel. The back page of this newsletter contains information on the latest releases available, which can also be found at [www.videtel.com](http://www.videtel.com).

# New API Enables Integration With Crew Management Software

***The newly released Videotel Partner API allows vessel operators to easily store and track crew training information in a single programme***

Videtel has released the Videotel Partner API, an application programming interface that facilitates the exchange of data between Videotel and any of its clients' crew management software systems. Videotel developed the API in collaboration with software and solutions developer Netvision, whose products include Compas, one of the leading crew management systems for the maritime industry. The Videotel Partner API is designed to be used with any crew management software; there is no additional fee for the service.

“The API will collate all crew CBT test results from the VOD and share it with our clients' crew management systems. The benefit to our clients is that all their data will be stored, managed, and updated in one central location, saving them time, effort, and money.”

The Videotel Partner API is designed to allow Videotel and crew management systems, including Compas, to communicate with each other and automatically update and share information. Eliminating the need for manual input and dual recordkeeping, the API lets ship operators easily manage information such as training history, computer-based training (CBT) scores, and ship assignments for individual crewmembers from a single system, thus ensuring that the most up-to-date crew data is available when needed.



## Videotel Talks Cyber Security at CMA

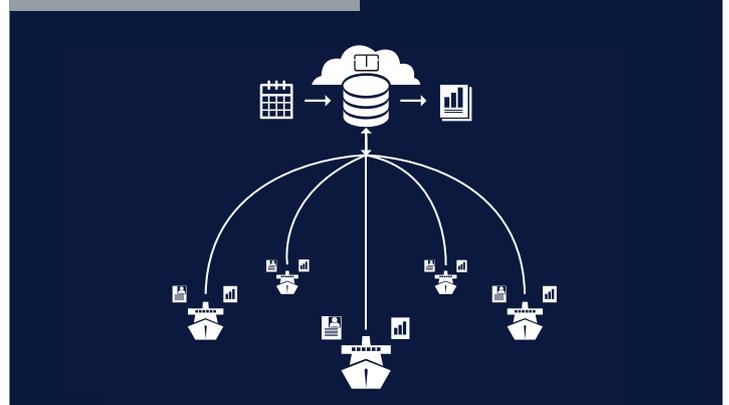
Videtel CEO, Nigel Cleave, participated in a frank discussion about cyber security prior to the start of the CMA Shipping 2016 conference in Stamford, Connecticut. Among the key issues identified were complacency by ship operators, lack of training for crew, non-existent contingency plans for dealing with a cyber attack, and the need for a set of best practices for minimizing risks.

To instil safe cyber behaviour among onboard personnel, panellists mentioned the importance of training. “With increased emphasis on minimising cyber risks, education and training of the seafarers is vital, but it must be supported from the top,” says Mr Cleave.

***“Crew need to be aware of the risks, for example, of bringing unlicensed material onboard, which could introduce a virus or other problem.”***

Videtel is currently collaborating with BIMCO and ExxonMobil on a maritime training programme about safe cyber practices for seafarers.

### The Videotel Partner API



# DID YOU KNOW ?

**Videtel announced recently that its training solutions are now in use on board more than 12,000 vessels worldwide.**

A further milestone reached by the award-winning training-programme producer is that Videotel has recorded more than 12 million training events in recent years.



# Joe Pitcher Joins the Videotel Team as Sales Director

*Focusing on continuing the Videotel trend of delivering high quality products to ship owners and shipmanagers*

Videotel recently appointed Joe Pitcher as its sales director to lead business development efforts and liaise with Videotel's global network of agents and sales offices.

"Joe brings with him a wealth of maritime sales experience and I am confident he will develop our already impressive client list and achieve further growth for Videotel," says Nigel Cleave, CEO of Videotel. "He has settled in very well and the team is working together to promote our comprehensive range of training solutions."

Previously, Joe has worked in maritime sales positions, providing a broad range of business support solutions to ship owners and shipmanagers as well as shipyards, oil and gas services and marine equipment suppliers. Prior to that position, he worked in sales roles in the commercial maritime travel sector.

"Despite the tough market conditions out there, Videotel has continued to grow by producing high-quality products that meet the training needs of the maritime market," says Joe. "My aim is to continue this trend by selling the benefits of quality training to ship owners and shipmanagers. Properly trained crew will not only carry out their duties safely, making serious accidents less likely, but they will be more motivated, loyal, and happier in their work."

Meet Joe at the following events:



**Intertanko AGM,**  
Singapore



**Posidonia,**  
Athens



**SMM,**  
Hamburg

## WE'RE ON SOCIAL MEDIA TOO



Do you **tweet**? Have you got **LinkedIn**? If so, why not follow us and get your daily update

# OUT & ABOUT



**Sue Henney and Claire Chapman**  
at the IMO in London



**Sue Henney and Rob Parkin**  
at CMA 2016 in March, when Videotel partnered with KVH Media Group



**Dmitry Gladkov and Stephanie Whitehead** joined Nigel Cleave and Sue Henney for a busy week at Maritime Cyprus!



**Nigel Cleave and Henning Davies,** Hamburg



**Milind Karkhanis, Nigel Cleave and Joe Pitcher** at CLIA 2016 in London



**Claire Chapman, Kjell S undberg and Rosalie Limpo** in Manila last November

## NEW PROGRAMMES AND COURSES

### Hazmat Training Course

The course enables users to become familiar with the rules governing the carriage of hazardous materials, also known as Dangerous Goods, at sea. The course is designed for all those on board ship who are involved with the planning, stowing and handling of hazardous materials and all those ashore who are concerned with booking hazardous materials as freight on board ships.

### Prevention & Reaction to Marine Oil Spills

Every member of crew needs to be aware of what they can do to help prevent oil spills and to minimise the impact of any spill. This completely revised and updated series of three programmes will help reduce the incidence of marine oil spills and help to ensure that, even if a spill does occur, it does not catch anyone unprepared.

### Healthy Living

Keeping fit is essential for a seafarer's personal well-being and the safe and efficient running of a ship. In this series, we look at ten key areas relating to keeping healthy, from the benefits of a good diet and exercise to disease prevention and occupational health hazards. Living healthily is a lifestyle choice that all should be encouraged to practise while onboard and continue ashore.

### Fast Rescue Boat Operations

Rescue boats, or fast rescue boats, are an essential part of the safety equipment of many deep sea and offshore industry vessels and all personnel working with these boats need training as required by the STCW Convention. Key topics covered include: crew and equipment, PPE, recovering a casualty, helicopter operations, towing survival craft.

### Ro-Ro Cargo Handling

This two-part training package looks in detail at the challenges faced by everyone involved in handling Ro-Ro cargo. Covering both vehicle deck safety and vessel safety, the programmes will be of particular value to those new to the sector, whether they serve on ROPAX vessels on short sea routes or onboard Con-Ros and PCTCs, operating on deep sea trades.

## LATEST AWARDS

### BSM PROJECT PILOT MARINE MANUAL

**GOLD** Horizon Interactive Awards  
**GOLD** WorldFest-Houston Awards  
**GOLD (Award of Excellence)** Communicator Awards

### PROSAFE FREEFALL LIFEBOAT TRAINING VIDEO

**PLATINUM** WorldFest-Houston Awards  
**GOLD** Horizon Interactive Awards  
**GOLD** WorldMedia Festival  
**GOLD (Award of Excellence)** Communicator Awards

### SAFETY OFFICER TRAINING COURSE

**GOLD** WorldMedia Festival

### ENCLOSED VIRTUAL TRAINING FOR ENCLOSED SPACE ENTRY

**GOLD (Award of Excellence)** Communicator Awards

## NEWS FROM

### KVH Continues to Dominate Global Maritime VSAT Market

**Company has shipped more than 6,000 TracPhone systems for the mini-VSAT Broadband network**

KVH Industries, Inc., (Nasdaq: KVHI), announced that as of the end of 2015, it had shipped more than 6,000 TracPhone satellite communications antenna systems for the mini-VSAT Broadband network. This milestone reaffirms the company's top market share position in the maritime VSAT industry by vessels in service, a benchmark noted in the COMSYS Maritime VSAT Report, 4th Edition, March 2015. The company also announced that it recently expanded the capacity on its global mini-VSAT Broadband network, which provides essential connectivity to vessels around the world.

"Our solution has been widely adopted because it brings simplicity and value to ship owners and operators, fleet IT managers, operations professionals, officers, and captains operating in a highly competitive global environment," says Martin Kits van Heyningen, KVH's chief executive officer. "When we entered the market in 2007, our goal was to win a leadership position through market disruption, changing the way mariners thought about satellite communications by offering a complete solution encompassing small, simple, easy-to-install equipment, fast data speeds, and cost-effective airtime."

### KVH Surpasses 200,000 Mobile Satellite Antennas for Broadband Connectivity and Satellite TV Reception

**Through innovative satellite technology and successful product development and manufacturing, KVH has enabled connectivity for a world in motion**

KVH recently shipped its 200,000th mobile satellite antenna, setting a milestone in the mobile satellite marketplace. The antennas include KVH's award-winning **TracPhone** line of satellite communications antenna systems for broadband access at sea, and the company's award-winning **TracVision** line of satellite television receive-only antenna systems. The two product lines provide reliable and robust connectivity and access to satellite television programming for thousands of commercial vessels, pleasure yachts, first responders, and recreational vehicles worldwide on a daily basis.

## TRAINING SPOTLIGHT: SIGTTO Competency Guidelines

Videotel's 'Meeting SIGTTO Competency Guidelines' course provides deck and engineering officers with the knowledge required of professionals serving on LNG tankers in accordance with the Competence Standards developed by SIGTTO.



The programme also provides a record of the training that has been completed. It is designed for individual self-study and is best used while at sea, although it can be used ashore. The course is modular and each module is sub-divided into sections and units.

Videotel is the market-leading provider of training films, 3D animations, computer-based training and e-learning courses, and is part of KVH Industries, Inc., a premier manufacturer of solutions that provide global high-speed Internet, television and voice services via satellite to mobile users at sea, on land and in the air. KVH is also a global news, music and entertainment content provider to many industries including maritime, retail and leisure.

  
The Leader in Maritime e-Learning  
ONBOARD | ONSHORE | ONLINE

84 NEWMAN STREET | T : +44 (0)20 7299 1800  
LONDON | F : +44 (0)20 7299 1818  
W1T 3EU, UK | E : mail@videotel.com  
| W : www.videotel.com