



## **Danelec Marine Brings the Internet of Things (IoT) to the Shipping Industry with New Remote Management Tools**

### ***Hanseaticsoft Is One of the First Third-Party Developers to Use DanelecConnect Platform's Intelligent Universal Data Gateway***

(Birkerød, Denmark – May 30, 2017) – [Danelec Marine's](#) new intelligent remote management platform is bringing the Internet of Things (IoT) to the maritime industry by providing easy, low-cost access to data from ships at sea.

The second-generation DanelecConnect telematics platform is now fully available and the first ship installations are currently underway.

The company is working with third-party software application providers to use the DanelecConnect application programming interface (API) tool to capture data from shipboard systems and sensors into their specialized software packages. One of the first is Hamburg-based Hanseaticsoft, which is integrating the DanelecConnect API into its suite of Cloud Fleet Manager applications for shipping companies. The API permits shipboard data to feed seamlessly from the DanelecConnect on-shore server automatically capturing a large array of data into Hanseaticsoft's analytics platform.

"As a software company, accessing good-quality timely data from ships has been a challenge," said Hanseaticsoft CEO Alexander Buchmann. "It is difficult and expensive to install and maintain a custom data collection network with hundreds of data points on each ship. Danelec overcomes that barrier with a universal interface that provides a seamless data flow into our advanced analytic tools, allowing us to do what we do best, providing decision-support tools for our customers."

The DanelecConnect Vessel Remote Server (VRS) module is a small electronic interface box that connects with the ship's Voyage Data Recorder (VDR), as well as other data sources. The VRS collects and processes the desired datasets for transmission through the ship's satellite communications system to a Danelec server, where it can be shared with authorized users. Datasets can be pre-selected for transmission at programmed intervals under software control. The intelligent software allows event-driven or condition-based rules to control the selection and frequency of data transfer. It can also provide immediate notification of alarms

or out-of-tolerance conditions in onboard systems. Authorized shoreside personnel can also request specific data files for on-demand downloads.

“DanelecConnect is the enabling technology for a wide range of IoT applications, including emissions monitoring, ballast water treatment, main engine performance, auxiliary systems and weather routing,” said Hans Ottosen, CEO of Danelec Marine. “We’re working closely with Hanseaticsoft and other third-party companies who are integrating our remote access management solutions into their systems. We will have several important announcements coming soon.”

Ottosen noted that DanelecConnect has been optimized to facilitate ship-to-shore data transmission over narrowband maritime satellite channels. “For typical large data transfer scenarios, the satellite costs are as low as one USD per day,” he said.

For a high-resolution image, visit:

<https://www.dropbox.com/s/t4leazhhw89tqai/DanelecConnect%20for%203rd%20Party%20Software.png?dl=0>.

**About Hanseaticsoft** | Founded in 2009, Hanseaticsoft supplies cloud-based software to manage inspections, purchasing, crew management and maintenance. Shipping customers include NSC, UASC, Peter Dohle, H. Schuldt and Rigel. The company plans to open three new sales offices in Athens, Copenhagen and Singapore in 2017. Hanseaticsoft received a significant investment from Lloyd’s Register earlier this year.

**About Danelec Marine** | Headquartered in Denmark, Danelec Marine is a leading supplier of Voyage Data Recorders (VDRs), ship-to-shore data communication systems and Electronic Chart Display and Information Systems (ECDIS). Danelec Marine was one of the first companies to bring to market VDRs and Simplified VDRs (S-VDRs) to meet the original IMO carriage requirements. More than 6,000 vessels today are equipped with a VDR or S-VDR designed and manufactured by Danelec Marine. The company has service facilities with factory-trained personnel in more than 50 countries and Certified Service Centers at strategic locations worldwide. To learn more about the Danelec difference, visit [www.danelec-marine.com](http://www.danelec-marine.com).

**Media Contact: Jim Rhodes, Rhodes Communications, Inc.**  
**+1 757.451.0602 [jrhodes@rhodescomm.com](mailto:jrhodes@rhodescomm.com)**

