

CASE STUDY

Danelec

INTERSHIP

**Danelec VDR Fleet Upgrade by
Raytec Marine on 40 Intership
Vessels**

WWW.INTERSHIP-CYPRUS.COM

THEME: 'SWAP' TECH OPTIMISES VDR INSTALLS

Costly repairs and obsolete technology in its existing VDRs installed over 10 years ago were the main reasons for Intership's decision to upgrade to Danelec Marine's new, high-tech, DM100 VDRs and S-VDRs

In addition to the technical benefits of the latest generation VDRs, Danelec Marine's global reputation as the leader in VDR technology, worldwide servicing availability and experience were key factors in Intership's decision to choose Danelec as its VDR provider.

Furthermore, the local support provided by Raytec Marine, a long-term service partner for Danelec products in Cyprus, convinced Intership that Danelec was the logical choice of provider for the challenging upgrade project.

Raytec Marine, established in Cyprus, Limassol in 2004 is a navigation and communication equipment provider representing leading manufacturers of bridge equipment, and is the in-house service partner of Intership.





UPGRADE HIGHLIGHTS

"Our choice of vendor was based on an analysis showing that Danelec equipment gave us the lowest cost of ownership and maximum return of investment. The elements forming part of the TCO analysis were price, product quality (highest MTBF in the industry), ease of installation, SWAP technology, remote diagnostics feature, extensive global service network, lifetime support and maintenance cost savings."

- Mr. Dieter Rohdenburg,
CEO, Intership

- Inclusion of conversion kits ensuring minimal installation time when replacing another brand VDRs with Danelec VDRs
- Remote data access solution to the VDR allowing download of VDR data in case of an incident, remote Pre-APT as well as remote configuration updates saving significant service costs
- Cloud-based dashboard solution allowing monitoring of equipment connected to the VDR
- State-of-the-art product design including SWAP technology allowing instant hardware exchange onboard
- Extensive global service network with 600+ factory trained and certified technicians



Smooth and Efficient Conversion kits

Danelec Marine offers a range of conversion kits to facilitate the replacement of more than 30 different models of VDRs and Simplified VDRs (S-VDRs), including all major existing and legacy brands. Retrofit kits can reduce the installation times by 25-50 percent, saving time and money and minimizing downtime for the ship.

Unique SWAP technology

With the unique Danelec SWAP technology, all system software and configuration, as well as programming data, is automatically saved on a hot-swappable memory card that can easily be removed from the old unit and inserted into the new one. Relocating the repair from ship to shore saves hours of time in re-installing software and re-programming the unit.

DanelecConnect – using VDR as remote gateway

Part of the Danelec retrofit package is a Vessel Remote Server (VRS) module that enables the DanelecConnect web-based remote management service. As a value-added interface, DanelecConnect allows selective transmission of data from the VDR to the onshore office, where operational experts and managers can leverage it for insights that help to improve efficiency as well as reduce a vessel's carbon footprint. Remote management provides a range of benefits such as:

- Streamlined troubleshooting with remote monitoring and support
- Ship performance optimization to save on operational costs and reduce greenhouse gas emissions.

About Intership

www.intership-cyprus.com

Intership is a member of the Hartmann Group headquartered in Leer, Germany. Principally a shipowning company, Intership has also expanded into third party management for a small number of European, American and Asian owners. Intership's owned fleet consists of different series of vessels; Bulkcarriers from 5.500 mt dwt to 180.000 mt dwt, General Cargo vessels from 8000 mt dwt to 27.000 mt dwt, Container Feeders of 700 TEU as well as Handy, MR and LR1 tankers, totalling in excess of 80 vessels.

"Danelec's Remote Management Tool enables instant access to the vessel's VDR from a PC on shore for transfer and replay of recorded VDR data in case of an incident or emergency situation. For the mandatory VDR Annual Performance Tests (APT), access can be provided to a VDR service technician in order to perform diagnostics of the system or to run a pre-APT while the vessel is at sea, speeding up the actual APT when the ship arrives in port."

- Mr. Dieter Rohdenburg, CEO, Intership

PROJECT EXECUTION

Raytec, the local Danelec service partner in charge of the retrofits, has worked with Danelec products since 2014, and is therefore very familiar with the Danelec product quality, reliability and simplicity in regards to installation and setup. As of February 2019, 12 Intership vessels had been retrofitted with Danelec VDR and S-VDR solutions.

The new rollout of additional 40 ships is proceeding according to the Intership timeframe with Raytec technicians installation planned during other service/maintenance jobs. Installations include challenging locations such as Angola, Madagascar and Oman. The entire upgrade project is to be completed before 31st December 2020.



The Danelec Difference



Safety is priority number one



Enhance fleet operational efficiency



Maximize return on investment

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