



PRESS RELEASE

06th March 2009

Reliance Yacht Management Launches Satellite Tracking Service

World leaders in yacht deliveries and logistical support, Reliance Yacht Management are please to announce their partnership with MarineTrack to provide Tracking and Monitoring systems the leisure marine market. A simple and inexpensive method of remotely tracking your yacht, powerboat or rib, and displaying the information via the internet on your computer at home or office.

Reliance Yacht Management is continually hunting for new ways to improve their exemplary service to their clients. Through this partnership with MarineTrack, Reliance Yacht Management will soon be providing this service to the leisure marine market. Several charter fleets looking to improve efficiency and security have already committed to the system and several major yacht builders are expected to follow. The system will also be available to private owners looking to remotely monitor their yacht through the internet.

The system operates on a dependable communication network using GPS and Inmarsat satellite constellation. It is a simple and low cost system for the fleet manager and private owner who needs current information on their yachts status. A valuable tool for those yachts are on delivery as well as those under management. Reliance Yacht Management continues to lead the market and the company always strives to extend the capabilities of their services so that boat builders, manufacturers, owners, operators, organisers or crew can be sure that an investment in MarineTrack's systems will offer security, safety, cost savings, operational efficiency and most importantly – peace of mind.

Reliance Yacht Management

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Track800D - For Power Boat, Yacht, Race and Charter Fleet Global Tracking



The 800D is the choice of thousands of boat owners, charter operators and event organisers looking to secure and monitor their marine assets or entrants. The small discreet unit can be fitted and active within 30 minutes.

The unit has a built in GPS receiver and INMARSAT D+ global satellite transceiver, so there is no additional antennae connections or configurations. The unit can be programmed to report from 30 secs to once a week.

This small configurable device has an in built memory chip that can be loaded with predefined geofences to alert owners of their assets authorised or unauthorised movements in or out of the preset limits.

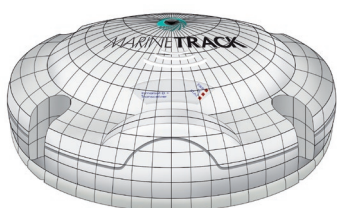
Reporting is comparable to SMS or

GPRS equivalents without the loss of service outside coastal areas and does not receive any additional roaming charges normally associated with cellular solutions.

The units are supported by our industry leading web application. When combined they present the owner with a complete tracking and monitoring solution at a very competitive price. The system comes with an unsurpassed 5 year warranty supported by engineers 24/7/365.

Hardware Benefits

- **5 Year Warranty**
- **No Additional Antennae**
- **Fast Activation**
- **Rugged Design**
- **Zero Maintenance**



Software Benefits

- **Secured Online Access**
- **Fleet & Vessel Views**
- **ECDIS & Satellite Imagery**
- **AIS Data Integration**
- **Low Reporting Costs**



Track 800D Technical Specification

Internal Components

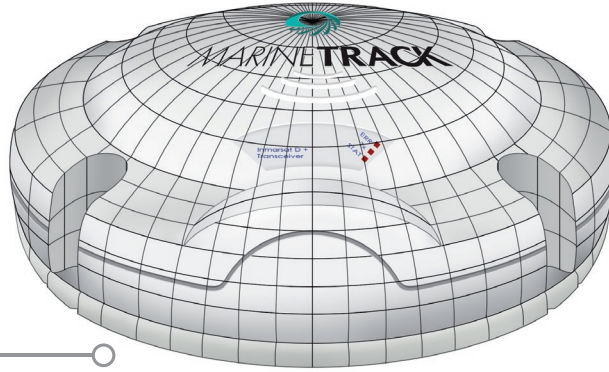
- GPS Receiver
- D+ Satellite Transceiver
- Clock
- Timer

Connections

- 10m Cable
- Connectors

Physical Properties

- Size: 160mm x 51mm
- Enclosure: Weather Proof -40°/+70°
- External LED Displays



Power Supply

- Permanent 12v - 24v
- Battery Pack
- Solar Power

Communication Ports

- Input/Output
- RS232

Dispatch

- Installation Instructions
- Location & Fixing Kits
- Activation Procedure
- Certification

COMPONENTS:	SPECIFICATIONS	FEATURES	BENEFITS
GPS Receiver	U-Blox receiver, 16 channels, 2.5m accuracy.	Continuous and global GPS coverage; coordinates are calculated every 2-10 seconds with an accuracy of 2.5m.	Accurate asset location.
D+ Transceiver	Global coverage Short Burst Messages.	Payload (size limit): • From terminal: 64 bits • To terminal: 200 bits (133 characters) • Standard reports • Custom reports • Alerts: Triple burst (sent 3 times to ensure communication), Alerts sent to the user pre determine emergency services within 2 minutes	Reliable, real-time communication. Customised reports in emergency situations.
Clock		Reports can be set to report at requested time.	Accurate, real time reports.
Timer		Reports are sent at regular intervals of time depending on the script (from 1 to 96 reports per day).	Reports received with very accurate timing.
POWER SUPPLY: Permanent	Continuous power 9VCD and 32VCD.	12V. Low power consumption 0.8W when receiving data and 10.2W when transmitting.	Cost-effective solution.
Battery	Sleep or Shut down modes.	The unit will continue reporting if the power supply is cut. Also used in: Idle Mode: The unit switches itself on to report at pre determined times. The clock keeps operating during idle periods. The power consumption on this mode is 0.25W. Sleep Mode: Using the minimum amount of energy, until it receives a wakeup command. The power consumption on this mode is 0.05W.	Energy-efficient modes.
Solar	Additional solar battery.	A solar power charger can be installed.	Eco-friendly and economical.
COMMUNICATION PORTS: Input/Output	4 input/output ports.	Alert buttons, sirens, lights and sensors then can be connected to the unit via ports.	Different applications available.
RS232	1 input, 1 output ports.	The unit is plugged into a PDA which allows text messages to be transmitted and received.	Quick, short text messaging.
PHYSICAL PROPERTIES: Size	160mm (diameter) x 51mm (height) 520g (weight)	Very compact and light, it can be installed almost anywhere on the asset in a inconspicuous and unobtrusive way.	Compact and discreet.

Software Technical Specification

Home Page

- World View • Notices • Fleet View
- Reporting Statement



Vessel Page

- Select Vessel • Maps • Alert
- Tracking History • Geofence



	ICON/SECTION	FEATURES	BENEFITS
SECURE LOG-IN PAGE	Username/Password	Username and password have to be at least 6 characters long. Set as default to start with but can be changed by the user.	Secure, protected login.
HOME PAGE	World View	<ul style="list-style-type: none"> • View of fleet (boat names) on World map Place mouse on a vessel to see last report: • Vessel name • Time of report • Lat/Long • Course • Speed Status: • Normal • Alert (flashing) • Low voltage (power cut, battery being used) • Fault (incorrect installation) • Click and drag on the map to zoom in • Map on top right corner shows selected area on the World Tool bar: • Back to previous view • Zoom in • Zoom out • Pan (click and drag to move map) • View entire map (to go back to World map) • Query Features (querying what is on the map: country, river, etc) • Distance tool (click on boat and drag to another point to see distance) • Show/Hide legend • Print 	<ul style="list-style-type: none"> • Easy to use • Simple layout • Boats located and alerts identified immediately • Alerts highlighted by flashing
	Reporting Statement	Shows the user the balance for their credit account and how and when the credits have been used.	Easy to manage account.
VESSEL PAGE	Toolbar Assistance	Overview of icons in Vessel Page toolbar.	Self-explanatory and understandable layout.
	Select Vessel	<p>Click on drop down. Select vessel menu and the world icon to select an individual vessel from the list. A map with the location of the vessel is shown as well as the course history. Click on the arrow icon on the map to see information of last report.</p> <p>There are also different tabs:</p> <p>Vessel: • Display of boat's details: name, picture, IMO number, MMSI number, DCC number, type, call sign and tonnage</p> <p>Tracker: • Manageable accounts, 3 year vessel history available</p> <ul style="list-style-type: none"> • Polling (amount of polls available) • Alert 	<p>Easy to view information for individual vessels.</p> <p>Change to vessel's details can be made at any time.</p> <p>Manageable accounts, you can follow your vessel's whereabouts for up to 3 years.</p>
	Maps	Map can be displayed in the following formats: • C-Map • Multi Map • Satellite view • Map view • Hybrid view • Demis	Unique, optional map layout.
	Alert	<p>Alert status: • Ok: Normal status • Alert: Boat flashes on world map • Trial: When the system is being tested • Reset: After the system has been tested the unit has to be reset to OK status</p> <p>Self diagnosis: • When the battery level is low this icon changes colour</p>	

““ We had absolutely no problems with the switch over from our old system. We had originally used a system which was really for the trucking industry, but the system was unreliable and kept failing. MarineTrack has been terrific, the sales team have been easy to work with and the support staff are available at a moments notice. We’ve been very impressed.””

William M Driver, Director, Virgin Traders Motor Yachts

““ As you can imagine towing a \$250,000 asset to every port of call has proven to be somewhat problematic from an insurance point of view! After fitting a MarineTrack satellite based tracking system, and demonstrating its capabilities to an insurance surveyor we were able to secure a sizeable reduction to the excess payment on insurance premiums. Our management team were so impressed by this that all of the vessels Tenders (even her race-tuned Jet Skis!) are now protected by MarineTrack units. At all times the UK based Marinetrack team have provided an efficient and professional service to the vessel and I am happy to recommend them to others who may require an effective tracking solution.””

James Greig, Chief Engineer, MY Kiss the Sky, 52m Superyacht

““ We recently switched to MarineTrack and the feedback I get, is that the system works well and is much more flexible than our old system.... We get a significant reduction in our insurance premium and we have been able to head off many boats disappearing down island because we get alerts as soon as they break the geofence. We definitely would recommend this service to you, and we find it inexpensive compared to the benefits it offers.””

Sylvia, Horizon Yacht Charters, BVI

““ After looking at the market we selected MarineTrack to provide our fleet tracking information. The installation of the equipment was very simple and the technical support we received during the race was excellent... The result was a big step forward not only in the tracking of ocean going racing yachts and the increased excitement for race fans but also in the media coverage received and the remote handling of medivacs and emergency situations.””

Jonathan Bailey, Race Director, Clipper Round The World Yacht Race

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