

Bernhard Schulte Shipmanagement installs Blue Ocean Wireless across 300 vessels

Dublin, Ireland & Southampton, UK | 02 December, 2008: Blue Ocean Wireless (BOW), an Irish company delivering GSM communication capability for the merchant maritime sector, today announced that Bernhard Schulte Shipmanagement will install the BOW GSM solution across its 300 [full managed] vessels. Bernhard Schulte Shipmanagement (BSM) is a highly integrated maritime services company and a market leader in ship management.

Installation by Telaccount Overseas

The communications of the vessels within the BSM fleet are handled by Telaccount Overseas Ltd., an integrated maritime communications services company and one of the leading Accounting Authorities delivering value added services, customer technical support, and competitive rates.

Telaccount Overseas has, to date, installed BOWs GSM solution on two BSM vessels, the CAP BRETON (ex. Christiane Schulte) and HAPPY BIRD. BSM and Telaccount were among the first customers to install and evaluate the BOW global communications solution. The success of these installations, both from a technical perspective and from a crew usage and feedback perspective, has resulted in the move to install across the entire BSM fleet.

Using the BOW service, seafarers can, for the first time, make & receive voice calls and send & receive SMS messages using their existing mobile phones in deep ocean water where, traditionally, no GSM network has existed. BOW provides a cost effective solution for maritime officers and crew which enables them to remain in touch with work colleagues and family throughout their time at sea – all from the privacy of their own quarters. In addition, BOW also now provides a dedicated crew email facility: *BOW-Mail*.

The success of the installation and evaluation of the BOW was welcomed by CEO of Bernhard Schulte Shipmanagement Group, Mr Andreas Droussiotis and by Mr Adonis Violaris, Director, Telaccount Overseas.

Mr Andreas Droussiotis added *“We are very pleased to announce the installation of the Blue Ocean Wireless service on 300 of our vessels. The technology represents a step change in the welfare and working environment for our crew members. The ability to make and receive voice calls and use SMS from an individual’s mobile phone, and from the privacy of one’s own quarters, has already proven to be significant in the lives of our crew”*.

Mr Adonis Violaris commented *“We are very pleased to announce that we will embark on a major installation of the BOW GSM solution on behalf of our client Bernhard Schulte Shipmanagement. The solution has proved to be reliable and has already become an invaluable service for many of BSM’s officers and crew. Blue Ocean Wireless is, without doubt, the most innovative communications solution available in the maritime industry today.*

Blue Ocean Wireless CEO, Robert Johnson commented *“This is a major milestone for Blue Ocean Wireless. Following a successful evaluation by BSM and Telaccount, they are now rolling out our service to over 300 vessels. This is the clearest validation we have had since our launch that Blue Ocean Wireless offers the most innovative communication solution for the merchant maritime industry. We are proud of this endorsement by Bernhard Schulte Shipmanagement and Telaccount Overseas and continue to achieve customer installations ahead of our expectations.”*

Captain Mendoza of, Happy Bird, one of the BSM evaluation vessels, concluded *“Blue Ocean Wireless has proven to be of great benefit to the crew, helping them keep in touch with their families and loved ones - both through SMS and voice - even when we are in the deep ocean water. The service is easy to use and BOW SIM cards can be inserted into the crews own mobile phones.”*

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About Blue Ocean Wireless

Blue Ocean Wireless is a Southampton-based Irish company focused on expanding communication capability in the merchant maritime sector. Blue Ocean Wireless, founded in March, 2007 by Irish private equity firm, Claret Capital, provides, for the first time, GSM connectivity for seafarers in deep ocean water, where no other network exists. This allows users to make and receive voice calls, send and receive SMS text messages and, in time, browse the internet using their existing handsets. Blue Ocean Wireless works in partnership with communications industry leaders including, Altobridge, JRC, Seacom, Smart Communications and Stratos to provide the best products to its customers. BOW shareholders include Claret Capital, NTT Docomo, the world's leading mobile communications company, Smart Communications, the Philippines leading mobile telecoms company, Bank of Scotland (Ireland), a subsidiary of HBOS plc and Altobridge, the Irish remote communications company. For more information, please visit www.blueoceanwireless.com