

Case study



Eaton

Exterity IP video enables Eaton to deliver TV and film entertainment to crew in the middle of the sea

Eaton is a global technology leader in power management and solutions for many industry sectors including marine and offshore. Ship builders turn to Eaton's Hazardous Area Communications Group (HAC) to provide them with robust and efficient power management systems to build increasingly sophisticated vessels. These include commercial marine vessels, cruise ships, oil & gas vessels and naval frigates that need to meet the highest levels of on-board safety, security and reliability.

The challenge

Crew on marine vessels often work long hours and spend weeks away from home at a time. To keep their morale high and provide some home comforts, employers need to provide on-board staff entertainment, including TV and movie content.

To meet these requirements, Eaton wanted an IP video system that could deliver multiple satellite TV channels and also integrate with a number of critical technologies already in place on their ships, such as radio and satellite communications, navigation and CCTV systems.



“Our customers in the marine and offshore sectors are away from home for long periods of time, which means that they need entertainment to keep their morale up while out at sea for weeks. By deploying an Exterity system, we offer live TV streaming to crews while ensuring that critical features such as ship-to-shore communication with coast stations, port or harbour authorities and other vessels remain top of mind. This way, we ensure that our customers’ crews are safe and happy, even during long trips.”

Maurizio Cannella, R&D Manager of Gitiessie business unit of HAC

The solution

The Exterity IP video system delivers TV and video, including foreign language channels for crew members of all nationalities, premium sport and movie content to communal areas and every staff bedroom. In addition, Exterity IP video enables Eaton to offer safety-related content, such as an alarm system, as a separate video channel, providing the highest level of security for members of the crew. Minimal hardware also reduces the number of cables on board, ensuring the best use of space.

On working with Exterity, Maurizio Cannella, R&D Manager of Gitiessie business unit of HAC, said: “Our customers in the marine and offshore sectors are away from home for long periods of time, which means that they need entertainment to keep their morale up while out at sea for weeks. By deploying an Exterity system, we offer live TV streaming to crews while ensuring that critical features such as ship-to-shore communication with coast stations, port or harbour authorities and other vessels remain top of mind. This way, we ensure that our customers’ crews are safe and happy, even during long trips.”

The result

Combining hardware and software components, the Exterity system reduces the number of third party integrations on board the ship, while facilitating the management of all activity by utilizing the existing infrastructure for both Internet and IP video. The system also enables the ship to receive live TV channels from satellite sources to offer constant entertainment, even in remote areas such as the middle of the ocean.

“We are living in a world where constant connectivity has created a demand for content to be available everywhere, even offshore,” said Colin Farquhar, CEO at Exterity. “This was a key requirement for Eaton as their vessels have sensitive technological ecosystems in place. Exterity’s IP video technology has been designed to deliver content from any source, to any location and any device, making it a perfect solution for an environment like cargo or cruise ships. We are delighted that our end-to-end video system has been deployed by Eaton, and is providing high-quality content whilst working with technology and processes already in place to ensure the safety of crew on board.”

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Colin Farquhar, CEO, Exterity

About Exterity

Since 2001 Exterity has been designing, developing and manufacturing technically innovative products that deliver video over an IP network to some of the leading organizations across the globe.

Enabling distribution of HD quality TV and video over enterprise IP networks to an unlimited number of end points, Exterity solutions support large volumes of content and receiving devices without compromising system performance or availability.

Highlights

- Deployed in over 40 countries
- Scalable solutions for organizations of any size and across any sector
- Unique industry leading features and market specific application

Headquartered in Scotland UK, we extend our global reach through our offices in Atlanta, London, Paris, Melbourne, Munich, Dubai, Hong Kong and Johannesburg. Localized knowledge and expertise is enhanced through the Exterity StreamForce program of credible, technically innovative partners, plus an extensive network of in-country resellers and distributors.