

We have

Equipped

more than

30 000

Vessels

Intelligent critical communication expert

www.zenitel.com



Because

Communication

is Critical

Reference:



SCENIC ECLIPSE | Rijeka, Croatia

Luxury Exploration Cruise Vessel for up to 228 passengers. Vessel is designed and built according to Polar Code Rules – Polar Class 6.

Systems Installed:

- EXIGO A+B PAGA System
- ICX AlphaCom PABX system with interface to UHF Safe Return to Port (SRtP)
- LAN System (passive)
- IP CCTV system
- VSP Batteryless Telephone System
- Masterclock system

70

We have offered integrated, type-approved and certified systems for Critical Communication, Data, Safety and Entertainment for more than 70 years.

We're specialists in maritime and energy segments

Zenitel has a long and robust presence in the maritime and energy-secure communications markets. For decades, we've been at the forefront, providing integrated, type-approved, and certified systems for critical communication, data, safety, and entertainment.

Today, our solutions are trusted on over 30,000 ships worldwide, ensuring crystal-clear communication and operational efficiency.

Our journey from the early days to becoming a global leader in intelligent communication solutions has been marked by continuous innovation and a commitment to excellence.

As we look to the future, we are unifying our product brands under the Zenitel name, further strengthening our identity, and enhancing our offerings to meet the evolving needs of the industry.

Our Maritime & Energy Communication Systems

Svein Erik Waskaas, Captain at Bastø Fosen

«As captain, it is critical that I can communicate with everyone on board. The system from Zenitel allows me to speak to both passengers and crew from the bridge. Even with my colleagues in the noisy engine room, I can always hear, be heard and, most importantly, be understood.»

We have a wide range of communication systems for the maritime environment, and, with our long history in the market, we have earned our reputation as a supplier of the most flexible, reliable and advanced Maritime Communication Systems available.

Product Areas:

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Special Maritime & Energy Solutions:

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Public Address

& General Alarm Systems



Zenitel delivers two flexible and scalable PA/GA systems for the Maritime & Energy segment to meet the requirements for alarm and message distribution: SPA-V2 and EXIGO.



EXIGO PA/GA Systems

EXIGO is Zenitel's most advanced Networked IP Public Address and General Alarm (PA/GA) system, ideal for maritime and offshore applications.

This solution integrates past and modern communication systems, offering flexibility, scalability and programmability.

With advanced monitoring, remote operation, and maintenance, EXIGO centralizes operations efficiently, ensuring robust control and reliability for all types of vessels and installations.



SPA-V2 PA/GA System

The SPA series is an integrated, type-approved PA and GA solution.

SPA is cost-effective, especially when SPA loudspeaker loops are used with integrated ACM units.

Designed to meet SOLAS Rules and Regulations, the SPA series ensures a reliable PA and GA system onboard.

The SPA-V2 system meets the MED-B and D requirements, making it a trusted solution for maritime applications.



New EXIGO Amplifiers



The NEW Exigo ENA2200 or 2400-AC2 amplifiers come in either 2x200W or 2x400W with max 800W when one loudspeaker loop is used. They are power efficient Class D Technology amplifiers.



The Phontech 1670 is a high performance, high efficiency 400 watt power amplifier designed to meet the needs of the most demanding PA/GA applications. The amplifier is designed to operate from a 48VDC power supply. It is only 1HU* high, weighs only 6.5kg and power consumption is only 480W at rated power output.

Loudspeakers

We offer a wide range of loudspeakers, including EX (Explosion-proof) and IP (PoE powered IP speakers), for a variety of uses.

Zenitel's IP Speaker range is scalable, with flexible zoning features. These help to mitigate security risks faster than ever before. Self-check and Automatic Volume Control functions limit the need for manual maintenance, which minimizes service costs and system downtime.



Telephony

& Intercom Systems



Zenitel provides fully integrated telephony and intercom systems, all type-approved and certified to marine standards. Our systems seamlessly integrate with PA/GA, two-way radios, and other critical communication and safety systems, ensuring comprehensive and reliable connectivity on board.



ICX AlphaCom Platform



This solution provides a complete communication platform where people, devices, and systems are seamlessly connected.

The ICX-AlphaCom system offers unified management, crystal-clear audio, and outstanding interoperability. It ensures carrier-class system availability, security, and full compliance with the highest safety standards.

ICS 6200 System



The ICS 6200 Integrated Communication System is a digital platform designed for all aspects of internal and external communication and information exchange onboard vessels, offshore installations, and between onshore operation centers. It conforms to SOLAS, IMO, and IEC regulations.

With its modular design and flexible configuration, the ICS 6200 system can handle a wide range of installation complexities.



Analog Station Range

The Zenitel analog station range includes Vingtor-Stentofon and Phontech analog telephones for extensions on ICX AlphaCom and ICS systems. These telephones are perfect for bridges, control rooms, crew and passenger cabins, and outdoor locations on a vessel. Built to withstand harsh marine environments, they ensure reliable communication throughout the ship.



IP/VoIP Station Range

Zenitel's IP Intercom Stations from Vingtor-Stentofon and VoIP Telephones from Phontech are designed for easy connection to almost any audio system. Delivering exceptional audio quality up to 95 dB, these rugged devices are built for harsh environments, including marine and offshore installations, ensuring reliable communication under challenging conditions.



Powerful and Flexible Platforms for Onboard Communication



Telephony

& Intercom Systems



Talk-Back Systems



Command Intercom System (CIS) is designed for important communication links onboard marine vessels. Its design is very compact, and the performance is enhanced through the use of microprocessor techniques. The CIS Talk-Back comes with master stations for 5, 10, 15 and 20 lines, together with a number of substations and accessories.

The systems are type approved and tested according to EN60945 and certified by DNV GL, RMRS, CCS and CRS.



Batteryless Telephone Systems



This is Vingt-Stentofon's version of the traditional Sound Powered telephone (VSP). Independent of the vessel's power supply, it fulfills the demands for emergency communication between vital positions onboard. By using a dynamic microphone and receiver inserts, the VSP system can achieve speech and listening levels that are four times as loud as those found in a purely sound-powered system.

The system components have a versatile range of lightweight but robust and corrosion-resistant stations for all onboard environments. Additionally, the VSP system can be delivered with Intrinsically Safe stations, certified for both Zone 1 (EXII-2-G) and Zone 0 (EXII-1-G). Units are available for panel, desktop or bulkhead mounting.

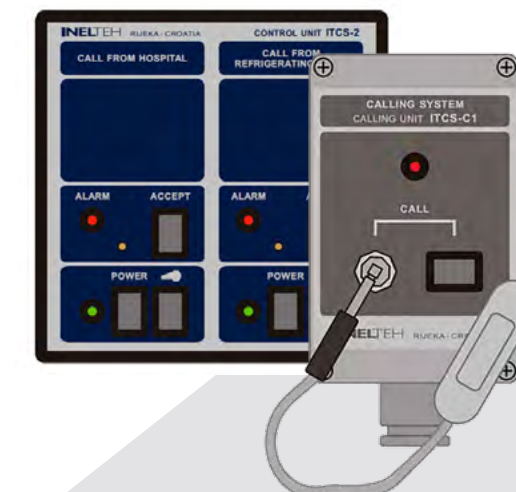
Certified by: DNV GL, LR, CCS, RINA, RMRS, CRS, ABS.



Refrigerator & Hospital Alarm

Our hospital and refrigerator alarm system is designed for use onboard ships for calling from hospital and refrigeration rooms. It can be delivered as "Call from hospital", "Call from refrigeration room" or "Call from hospital and refrigeration room".

The hospital and refrigerator alarm system units include control units, repeater units, hospital call units, general call units, refrigerator units and additional signal units.



Info and Entertainment Systems



Your trusted name in critical communication for over 70 years is now also providing high-quality entertainment for an integrated audio experience.

Whether in restaurants, cabins, conference rooms, bars, the TV room, or guiding systems for small ferries, your audio is always high quality and crystal clear. Together with IPTV, the speakers will provide a complete high-quality entertainment experience with 4K and Superb Sound.

IPTV Entertainment System

Our IPTV System, with its comprehensive functionality in a highly HW-efficient setup, is ideal for marine vessels. Based on leading-edge technology, it is easy to set up and configure and provides customized interactive solutions in addition to traditional TV channels.

IPTV technology enables broadcast television via IP networks, with HD video and multichannel audio. The IP protocol enables two-way connections between head-end and set-top boxes.

With these features, users can enjoy interactive TV and other media features not available to conventional television subscribers.



COAX TV

AM & FM Antenna for receiving digital / analog terrestrial TV / radio signals. Systems available from a few TV / radio outlets and up to large systems.

Complete product range and systems with antenna, line amplifiers, outlets and accessories, tap-offs and splitters.



- Space-Efficient
- Terrestrial and Satellite Signals
- Video and TV on Demand (VOD & TVOD)
- 3D and 4K UHD
- Information Channels
- Interactive Services on TV
- Easy Integration with Other Systems

Master Clock Systems

The Vingtor-Stentofon's Marine Master Clock is an ideal solution for the distribution of both local and UTC time onboard ships. The system is delivered with a wide range of slave clocks, with options for time code, NTP, PoE, impulse or wireless signals. The system has easy cabling and calibration, signal receivers, RS232C/RS485 interface, alarm outputs and automatic summer / winter change-over.



Wireless

Communication



Two-way radio has been a successful communication solution for generations, and it proves itself every day in countless deployments around the world.

We are one of the few companies in our markets that can deliver fully integrated communication platforms that include intercom, public address and two-way radio systems.



Two-Way Radio Tetra & DMR

New digital platforms break through to new levels of performance and productivity and are revolutionizing the two-way radio communication and the options to integrate with other communication solutions. Regardless of the size, platform, area of coverage or technical requirements, we have the communications solution, equipment and radios to cover your needs.

Dect

DECT systems enable wireless communication between handsets, but they can also be interfaced with our other communication systems. We can deliver a combination of access points, repeaters and leakage cables to provide coverage wherever it is needed. Using a DECT handset together with a noise-cancelling headset is an ideal way to enable hands-free, full duplex communication in noisy areas such as engine rooms.

Paging

The UHF Wireless Paging System has been developed to increase the accessibility and security of the crew which is frequently on the move while at work. The system can be fully integrated with ACM Integrated communication systems to increase the efficiency of crew operation.



By integrating two-way radio with the onboard communication system, we provide flexibility to address passengers and ship crew from anywhere on a vessel, increasing onboard safety.

Based on our extensive in-house radio expertise, Zenitel is accredited as a platinum reseller for Motorola Solutions.



PLATINUM RESELLER

As a Motorola Solution Platine Reseller, we utilize Motorola Radio products for many applications and customer segments.

Distributed Antenna Systems

We are specialist in designing optimal solutions in accordance with requirements specified by you, the classification societies and from the vessel's layout. By installing DAS, we provide extended coverage of radio communications to areas of your ship that are not normally covered or very poorly covered, by direct simplex connections between radios. The components in a DAS system can be a combination of leaky antenna cables and various indoor and outdoor antennas.

- Outdoor antennas
- Indoor antennas
- Leaky Feeder Cable



CCTV System



Zenitel's CCTV solutions provide our customers with flexible, scalable, cost-effective, high quality area monitoring and video surveillance in the most challenging conditions onboard vessels or throughout offshore sites.

Our engineers design complete CCTV solutions, ready to deploy out of the box, and ensure all equipment and technologies seamlessly work together, enhancing the safety and security of the crew, cargo, and passengers.



Learn more about 5 reasons to install CCTV system onboard



Our CCTV systems cover the requirements for marine and energy systems, such as IEC 60945, and have approval by classification society.



We offer both cost-effective systems and solutions with an extended set of features, delivering high-quality area monitoring and video surveillance.

Our systems are perfect for deployment on the bridge, in the engine room, and throughout any area onboard a vessel or offshore platform.



Navigation Aid

Designed to receive and detect foghorn sounds from other vessels.

Sound Reception Sestems

Zenitel's Sound Reception Systems are an acoustic, electronic navigational aid. The systems enable the officer on watch at a "closed bridge" to hear sound signals from other ships or foghorns that are audible outside the ship – when standing inside a totally enclosed bridge space.

The system is manufactured according to SOLAS Rules and Regulations, tested according to EN60945 and certified by DNV GL, RINA, BV, RMRS, CCS, and CRS.



Networking

Zenitel has Cisco Certified service personnel and offers extensive LAN/WLAN knowledge.

LAN/WLAN Solutions

LAN/WLAN solutions cater to the increasing demand for highspeed communication. Coupled with high-availability and security optimization using products and technologies that offer scalability, cutting-edge features, energy efficiency and simplicity.

Safe Return

to Port

Reliable and secure communication – from engine room to command bridge.

- **Safe & Secure UHF Communication**
- **Redundant system to improve reliability and availability**
- **Distributed Antenna System for coverage of all locations on the vessel**
- **Complies with IMO / SOLAS SRtP requirements**

Maximize efficiency in critical operations

The Zenitel Safe Return to Port (SRtP) solution maximizes your operational efficiency on the vessel during critical situations by ensuring safe and secure wireless communication, no matter where coordination is required. In an emergency, the solution enables the ship's Safety Crew, Fire Fighters and Incident Commanders to communicate anywhere on the ship, fulfilling the SOLAS regulations on SRtP.



Clear onboard communication

Zenitel's solution utilizes digital radio technology, which provides clear communication even in noisy areas. This will prevent your vital communication from being lost, which is crucial especially in stressed and critical situations.

The use of digital radio technology increases your efficiency of the onboard radio communication system, as the capacity in these systems is double compared to analog systems, and the integration with other onboard communication systems such as Zenitel's PAGA or Intercom solutions is easier and cost saving at the same time.

Does your vessel comply with the requirements for SRtP regulations?

Cybersecurity

in the Maritime Market



In the maritime industry, cybersecurity regulations are increasingly stringent. The IEC 62443 standard sets security levels specifically for Operational Technology (OT), distinct from traditional Information Technology (IT). While IT focuses on data integrity and confidentiality, OT emphasizes system availability and safety, which are crucial for maritime operations.

IACS Requirement

The International Association of Classification Societies (IACS) mandates robust cybersecurity measures in the UR E26 and UR E27. These requirements focus on ensuring that maritime systems are resilient against cyber threats and that vulnerabilities are addressed promptly.

Defense in Depth

Zenitel aligns with the DNV rules and IACS UR by employing a defense-in-depth strategy. This multi-layered approach ensures that even if one defense mechanism fails, additional layers of security will continue to protect the system.

Zenitel and Cybersecurity

- **Secure Development Lifecycle:** Continuous improvement in security practices during product development.
- **CIS SecureSuite Membership:** Utilizing CIS benchmarks and controls to strengthen defenses.
- **Custom Solutions:** Providing tailored cybersecurity guidelines and hardening guides for our clients.
- **Employee Training:** Regular cybersecurity training to enhance awareness and skills.

IEC 62443-3-3 Overview

IEC 62443 provides a comprehensive framework for securing OT environments. It defines security levels and specific requirements to safeguard industrial control systems, ensuring they are protected from cyber threats throughout their lifecycle.

Retrofit

Upgrade to New Technology

Zenitel helps prolong the lifespan of communication systems for vessels and offshore installations. We install innovative solutions and state-of-the-art technological developments, replacing the outdated ones, to increase the reliability and productivity of critical communication systems and ensure their cost-effectiveness.

- Two solutions

 - Flowire Technology
 - IP2W switches

- All types of Vessels
- Offshore Platforms
- Offshore Wind

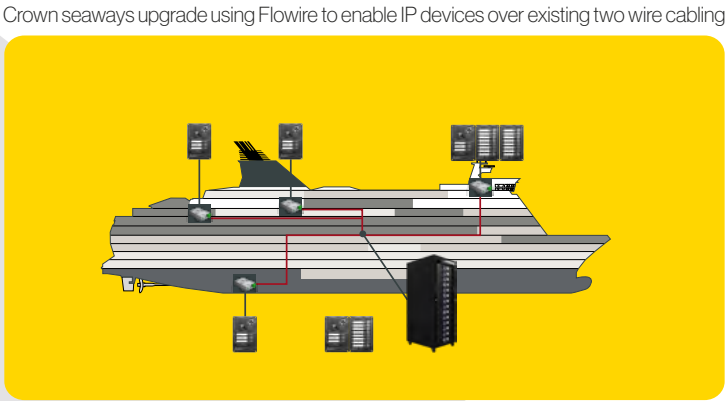


- Right through to on-the-go upgrades
- Full integration and short time of installation
- Maritime
- Approved Systems
- Unparalleled support and expertise every step of the way

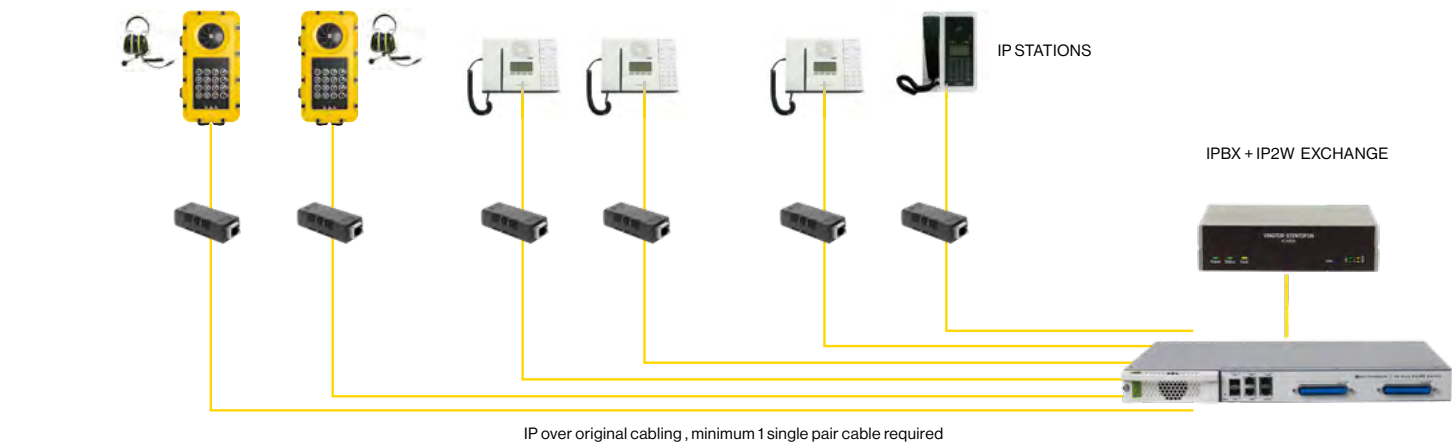
As technologies evolve and certain solutions phase out, upgrading a vessel's communication systems becomes crucial to maintaining productivity and security. Zenitel's retrofit solutions enable a seamless transition to advanced IP systems, reusing existing cabling for a cost-effective and time-efficient upgrade.

Our solutions offers improved audio quality, extended functionality, and increased flexibility, ensuring your vessel remains equipped with modern, reliable communication technology.

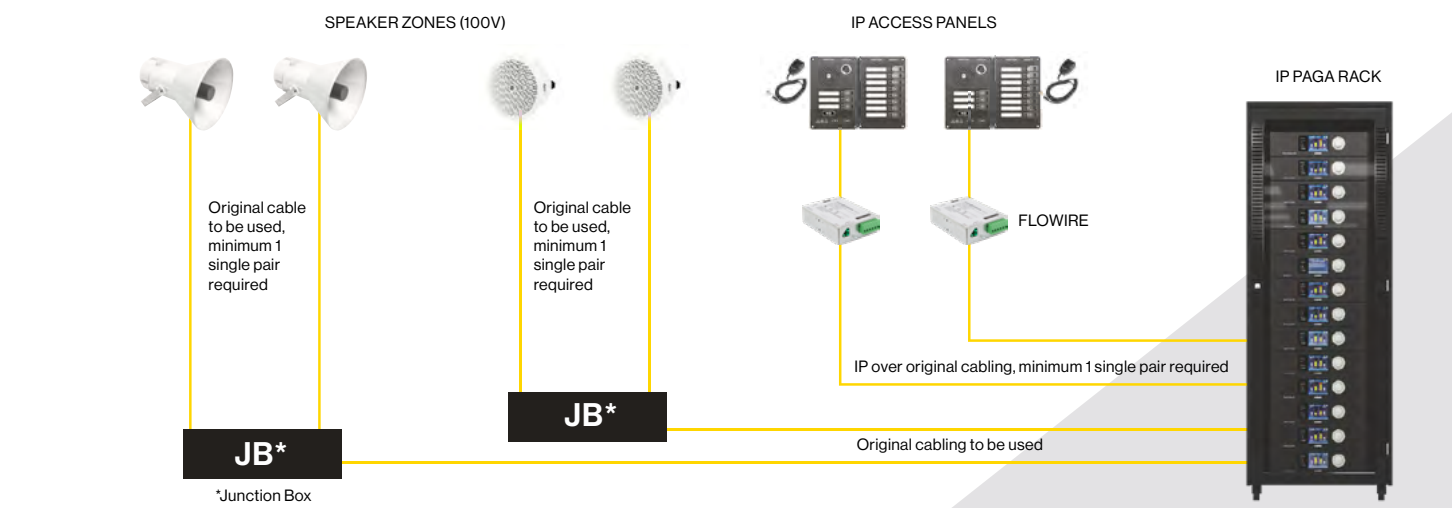
References:



IP2W (IP over two-wire) technology will provide economical and efficient retrofit solutions while vessels are still sailing.



All original and existing cabling onboard can be kept and re-used.



Meet All

Your Maritime

Communication

Needs

From Maritime PABX and PA / GA systems to Infotainment / IPTV Systems and Analog or VoIP Telephony Systems, Master Clock Systems, CCTV and much more, Zenitel products and solutions can meet your maritime communication needs.

Our systems conform with the rules of all major classification societies, tested according to IEC 60495, IEC 60533 and IACS among other standards and comply with SOLAS regulations and codes.



Future-Proof

&

Scalable

As a provider of intelligent critical communications, Zenitel's technology is an integral part of the solutions that are driving growth in key markets around the world. Zenitel identifies with the communications needs in all areas of business. Our solutions help to improve efficiency, drive optimization and deliver a high value proposition for our customers.

Zenitel's core business practice of innovation and quality ensures our solutions meet the most stringent requirements of IT departments by delivering the high availability scalability, maintainability, reliability and cyber defensibility required for mission-critical applications in both onshore and offshore environments. By reducing hardware to a minimum, while maintaining the benefits of centralized server management, our customers gain more flexibility in scale and performance.

Our Vision:

«The world leading provider of intelligent critical communication solutions.»



Worldwide Distribution Network

Our extensive worldwide distribution network includes our head office in Horten, Norway, and sales and service offices in 12 different countries. We have more than 90 highly qualified engineers around the world, ready to serve your needs.

After Sales Support and Benefits



System "Remote Control" via VPN



Training



24/7 Service



Service agreements



Type-Approved systems



Innovative technology



Monitoring of system solution with follow-up on sailing ships



Spare parts policy



Extended warranty terms



Crew training program

Why Zenitel?

You need systems that work. Every time. We provide reliable and resilient integrated communication solutions. We understand that the safety and efficiency of your most valuable resource – your employees – is key to your success.

We're specialists in the maritime and energy segments: we know the ocean industry, and we speak your language. Our innovative solutions for critical and intelligent communication deliver reliable performance in all conditions. We also understand your need to safeguard your assets, whether it is an ocean going vessel or energy plant. That's why we offer integrated communication solutions that enable seamless information sharing, so you can make better decisions more quickly.

Our systems and solutions provide high availability, scalability, reliability, maintainability and cyber defensibility. Our flexible and innovative solutions for intelligent communication, data, safety and entertainment systems deliver reliable performance in all conditions.

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