



UBIQUITOUS CONNECTIVITY

Delivering 100% Uptime for a New Megayacht



**AUTHORIZED
INTEGRATOR
& RESELLER**

How Speedcast and Videoworks Deliver Premium Network Services

THE CHALLENGE:

Videoworks, headquartered in Italy, is one of the biggest integrators of digital network and entertainment systems for megayachts. The company provides complete design, systems integration, installation, commissioning and remote management of TV, audio, Wi-Fi and onboard networks. They partner with Speedcast to deliver trusted global connectivity services utilizing the latest technologies to meet the distinctive demands of yacht owners and crew, wherever they are in the world.

For this 44m newbuild megayacht, Videoworks was tasked with integration of up to 40 TV screens in a complex IPTV solution, plus communications and internet service. With the connectivity piece arose a challenge: Videoworks planned to use the new LEO networks of Starlink and OneWeb for their low cost, low latency and high bandwidth; but the high frequencies used by these constellations tend to be vulnerable to weather and they are not licensed in every port the megayacht may visit. The onboard systems serve up to 10 demanding guests in five suites as well as a crew of 9 and must deliver an exceptional experience throughout the voyage.



THE SOLUTION:

Videoworks is an authorized reseller of Speedcast services and turned to the partner to provide a network that met the demand for 100% uptime onboard, regardless of where the megayacht would voyage. Speedcast turned to SIGMA, its cloud-based network management platform, to ensure that all connectivity paths could be incorporated to deliver a seamless solution for the yacht.

SIGMA provides network optimization and intelligent path selection, load balancing, link prioritization and monitoring, and application steering. SIGMA's enterprise-grade SD-WAN software continuously monitors every network path for availability, throughput and quality of service and – prioritizing by factors from cost to latency – automatically routes traffic through the best path. In addition to ensuring the best performance regardless of location or weather, SIGMA makes the most efficient use of bandwidth and enables reduction in total capacity while cost-effectively meeting requirements.



One OneWeb antenna and two Starlink antennas were installed on the megayacht. Using SIGMA, Speedcast combined OneWeb, Starlink and LTE paths, creating a single virtual widearea network for the megayacht. The satellite connectivity serves the yacht while at sea, while bonded LTE meets its needs near shore and in-port. Through this route diversity and SIGMA automation, the network can deliver 100% uptime, even when the yacht faces challenging conditions such as harsh weather or incomplete licensing in a particular area. That virtual WAN connects with the physical LAN installed by Videoworks, which manages separate virtual LANs for the entertainment systems, ship systems, IoT and crew welfare applications.

"This megayacht is a modern, custom-designed vessel that was one of the designer's most advanced projects. We are proud of the partnership with Videoworks that involved us in the project and of the more than 50 Starlink and OneWeb terminals we have integrated for them over the past 18 months."

- Brent Horwitz

Speedcast's SVP of Passenger Maritime

