

GEA supplies safe and effective

Ballast Water Treatment System



The Hurtigruten vessel MS Fram will install GEA ballast water treatment system (BWTS) before it embarks on summer 2015 voyages to Greenland. Copyright-Hurtigruten: Marsel van Oosten

The safe and effective treatment of ballast water is of utmost importance. And – due to the implementation of the International Maritime Organization Ballast Water Management Convention and United States Coast Guard regulations – it is now an absolute necessity.

Sea, brackish and freshwater are full of aquatic species, including bacteria, small invertebrates, microbes, eggs, cysts and larvae of various species.

Water ballasting in one ecological port and de-ballasting into another port can result in introduction and spread of aquatic invasive and nuisance species.

SERIOUS THREAT

“The spread of aquatic invasive species is now recognized as one of the greatest threats to the ecological and the economic well-being of the planet,” says Dag Moxnes, CEO of GEA Norway.

For nearly 40 years, GEA has been known as a reliable supplier of heavy fuel oil, lubrication and diesel oil separators for marine engines, formerly under the brand name **Westfalia Separator**. Over the past 15 years, GEA has established its position as well to become one of the marine industry’s

GEA FACTS & FIGURES

The German GEA Group has more than 18.000 employees and had 4.5 M€ in sales in 2014.

The group supplies complete process solutions, machinery and components to onshore and offshore industry, the marine sector, food industry and municipalities.

GEA is a world leader in industrial separation technology, products formerly known under the brand name Westfalia Separator.

premier suppliers of **Bilge Water** separators, and more recently, of ballast water treatment systems.

PURPOSE-BUILT, BALLAST WATER TREATMENT SYSTEMS

“GEA have the solution, regardless of ballast water capacity or vessel size from offshore crude carriers or chemical carriers where EX type approved equipment is normally required. We deliver a full range of systems that are able to treat any flow rate throughout all water qualities,” says Dag Torbjørnsen, Manager Marine.

EXTENSIVE NETWORK

GEA has more than 65 offices worldwide, supporting marine installations on board vessels. GEA logistics centers in Germany, Singapore and the United States are the main distributors of spare parts to customers an international service network.

COMPACT FOOTPRINT

Particularly onboard sailing vessels, it is always challenging to find suitable space for new equipment. GEA has partnered with **Canadian-based Trojan Marinex**.

The Trojan Marinex ballast water treatment system provides filtration + UV in a single, compact unit, enabling an extremely compact footprint. In addition, systems have been tested and approved in freshwater, brackish water and marine water, and to one of the

lowest UV transmittance values in the industry (under full flow conditions).

The systems are now part of the GEA ballast water treatment product line, under the product name **GEA Westfalia Separator BallastMaster marinex, powered by Trojan Marinex**.

IN POLAR WATERS

For world-famous Hurtigruten – a coastal passenger and cargo service covering the west coast from Bergen northwards –, safety of passengers, ships and the environment is of utmost importance. Naturally, this also applies to Polar water operations. The Hurtigruten vessel MS Fram will have the BallastMaster marinex system installed before it embarks summer voyages to Greenland 2015.

“In this case, we chose GEA as our partner because we believe in the logical simplicity of their system. Also, we have good experience on existing products such as separators and with the GEA service organization in Norway,” says Frode Hernar, Technical Director at a Hurtigruten ASA in Tromsø.



GEA

www.gea.com

Nordic Research and Education get empowered by Cloud

All users connected to the Nordic university network will soon be able to buy cloud-based computing power and data storage based on their specific needs. The service is just one example of how IPnett contributes innovation and automation for its customers.

IPnett is a Nordic system integrator specialized in delivering innovative communication, network- and security solutions. The company serves customers with business-critical Networks all over the globe, and is responsible for operating some of the most complex networks in the Nordic region.

INNOVATION TOGETHER WITH THE CUSTOMER

“Having a modern and flexible IT operation is a key success factor if you want to stay competitive. Today, companies need to be responsive to all the fast changes in the market. You need to be able to adapt quickly, and launch new services on the fly,” says Fredric Wallsten, Director for Cloud Services in IPnett.

As an example of how IPnett contributes to innovation, Wallsten highlights the Nordic university environment. Based on technology



IPnett supplies mission-critical communication solutions for mainly medium to large companies.

from various partners, including Juniper Networks, EMC and IBM, IPnett offers processing power, storage, backup and archive in the cloud. Another example is the Norwegian health sector where IPnett rolled-out a virtual networking solution that link hospitals together – the first of its kind in Europe.



Fredric Wallsten.

INSTANT ACCESS TO DATA POWER

IPnett is now on the verge to launch the new cloud services for the university sector. Staff, students and researchers can access the services through a unique and flexible service portal. Instead of buying hardware, the users can rent capacity for the time needed – for instance 30 servers for a few hours or weeks.

The solution is encrypted and secure, and it is easy to share and store information across faculties and universities.

“A central component in the solution is Juniper Networks Contrail – a technology that is in the forefront and adds great network virtualization functionality for the users,” Wallsten says.

A NORDIC CLOUD SOLUTION

It was NORDUnet who chose IPnett as partner. NORDUnet is responsible for operating the international network and e-infrastructure for the entire Nordic Research and Educational community, and consists of the member countries Denmark, Iceland, Norway, Sweden and Finland. Sweden is the first country to launch the service.

BUSINESS AREAS

- **NETWORKING:** Providing an array of network and security solutions, IPnett helps its customers to embrace new possibilities and leverage the resources made available through the cloud. IPnett know how crucial networks are and how business continuity may suffer even from minor disruptions.
- **UNIFIED COMMUNICATION:** Successful collaboration gives more time to focus on core competencies. IPnett solutions for Unified Communications help eliminating barriers of time and space and integrate voice, e-mail, conferences, video and instant messaging. The solutions prevent vendor lock-in and eliminate device and media dependencies.
- **SECURITY:** An ongoing challenge that requires involvement on all levels in an organization. IPnett can help to establish security strategies, develop risk / cost analysis and find solution that suits any specific challenges in a company. IPnett addresses challenges caused by a constantly growing number of devices.
- **DATA CENTER/CLOUD SERVICES:** Powerful market trends as mobile, cloud, social and big data is forcing innovations to the Data Centre. IPnett offers innovative Data Center Solutions based on the latest technologies from market leading partners. By virtualizing and simplifying data centers, the customers will gain significant competitive advantages and radically lower operational costs.



Gatsoft delivers IT solutions and consulting services for HR management and workforce planning. Together with 80 per cent of Norwegian hospitals, Stockholms Läns Landsting v/Karolinska Institutet is on the Gatsoft reference list.

SOLUTIONS

for coordinated work and resource planning

Gatsoft provides solutions for daily staffing management and planning. Typically, customers are large personnel-intensive organizations such as hospitals, municipalities, logistics companies and media.

Work planning is a core task for all businesses with rotation schemes and many professions represented. Also important frameworks for such organizations, are complex working arrangements and agreements.

WORK AND RESOURCE PLANNING

Managers on all levels use Gatsoft systems in both long-term planning and daily monitoring of work time and resources usage.

“Resource access and work planning is closely related. Therefore, our solutions also facilitate resource management,” says Atle Schei, Marketing Manager of Gatsoft Norway.

“With our solutions, organizations can build a correct and predictable work schedule which

is essential for both employers and employees,” says Haakon C. Storm, Marketing Manager of Gatsoft Sweden.

TASK-ORIENTED PRODUCTION PLANNING

Presently, Gatsoft is experiencing a growing orientation from traditional rotation planning to task and production oriented planning.

“Many clients are imposed comprehensive new efficiency requirements and tasks. Our solutions satisfy the need for long-term task planning and decision support. With Gatsoft in and early stage, management can predict what impacts the requirements will have for operations, staffing and resources,” Schei says.



“Gatsoft software and knowledge will help ensure the best possible quality, efficiency, employee satisfaction and compliance with laws and agreements,” says Atle Schei (left) and Haakon C. Storm (right).



www.gatsoft.no

SECURING BUSINESS AS USUAL

“Our offerings have one thing in common: to secure our customers long-term business continuity. Coromatic is safeguarding everything from datacenters, power solutions and network” says Morten Christiansen, Managing Director in Coromatic.

SECURING IT CONTINUITY

Critical facilities, power, emergency power and services are the four offering pillars of Coromatic. The aim of critical facilities solutions is to secure IT continuity and physical IT security. “We have built close to 1,000 different datacenters as well as serving around 3000 critical facilities

in the Nordic region,” according to Christiansen. Being responsive and able to understand each individual organizations needs is vital to establishing the correct level of security. Its not just about IT requirements, you have to understand business needs as well.

AVOIDING POWER OUTAGE

If a power outage occurs in the office building, what will happen to your business operations? Imagine the consequences if the cash register in the shop stops working or access to the computer network is down. Coromatic can ensure that the physical infrastructure in your



building is robust, and therefore lower the risk of incidents. To ensure reliable critical power is one of the most important actions you can take.

With Coromatic as your partner we secure business as usual.



Morten Christiansen, Managing Director in Coromatic.

ABOUT COROMATIC
Coromatic is the Nordic market leader for providing critical facility solutions to ensure business continuity. Coromatic has 418 employees in four countries, a turnover of approximately 1.2 billion SEK in 2014.



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XaitPorter Document Collaboration Solution:

DOCUMENT PRODUCTION

efficiency improved up to 70 percent

"Help! There must be a better way than traditional word processors." This request from BP laid the foundation for the development of XaitPorter by Xait, named Cool Vendor for Content Management by Gartner in 2013. Xait's document collaboration solution, XaitPorter streamlines document-centric business processes from production to publishing and contributes to increased quality, efficiency and security.



"With XaitPorter, some customers experience 70%-80% time savings in document production," says Ove Lie-Bjelland, CEO, in Xait AS (left) and Kris Saether, Chief Commercial Officer.

XaitPorter's target market is businesses writing many comprehensive documents who frequently reuse content. Typical document types include bids and proposals, contracts, tenders, license applications, operating plans, technical documentation, procedures, manuals, and reports including quarterly and annual financial reports.

COLLABORATION

"Working with so many high profile companies, we understand the need for multiple authors to contribute to these complex documents and the quality of the finished product must meet the highest of standards," says Kris Saether, Chief Commercial Officer for Xait AS.

Typical word processing, with file server stored documents, is the most common tool for this type of document production. Unfortunately, using server stored documents often leads to cumbersome work processes including meetings, version clarifications, and unnecessary emails of the "latest version." XaitPorter's database driven solution gives you a live version of the document, ensuring the document you are working on is always up-to-date.

SIX-IN-ONE

XaitPorter includes document creation, document co-authoring, document assembly,

document review, document automation and document publishing.

"The six-in-one combination is possible because the solution is database driven. Our solution ensures top of the line integrity, confidentiality, availability and security," Saether says.

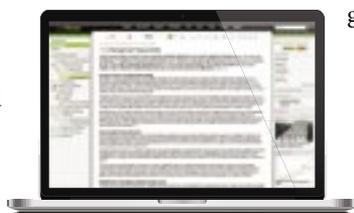
The company was founded in 2000. An inquiry from the oil and gas company, BP, led to the development of the precursor to XaitPorter, which launched in 2003. In 2013, XaitPorter 5 was released and received the Best Web Collaboration Solution award from UP-CON Awards 2014.

The system produces beautifully designed documents. "Many customers use XaitPorter-generated PDFs for their glossy annual reports," he says.

STRONG GROWTH

Xait's customers are mainly large enterprises, but their pricing structure makes the system affordable for smaller businesses.

The petroleum industry represents around 80 percent of the customer base. Xait is experiencing strong growth in other industries such as life sciences, construction, IT, telecom and corporate legal and finance.



The document collaboration solution, XaitPorter enables simultaneous document editing while maintaining formatting, layout and numbering.

DATABASE INTEGRATION

XaitPorter integrates with many business intelligence (BI), Enterprise Resource Planning (ERP) and customer relationship management (CRM) systems to ensure their customer's information is continuously up to date. Integration with CRM systems such as Salesforce and Oracle Fusion facilitate automation of common prices, information security and better content management across an organization.

XaitPorter can be delivered on premise or as a Software as a Service (SaaS) from the cloud. In order to comply with information governance, XaitPorter allows for the use of security rules to ensure complete control from a top down perspective.

BROAD MARKET COVERAGE

Xait currently has 40 employees, with offices in Stavanger, Norway and Austin, Texas and will open a branch in New York during the first half of 2015. Xait also has an extensive partner program with partners in Norway, UK, Malaysia, Australia and USA. Xait continues to expand its presence into a broad array of industries.



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Engineering tools

improve communication and collaboration



CCS GROUP has offices and partners all over Scandinavia, and more than 40 employees that possess a high level of technical competence. The company provides world leading software tools, which together support the entire lifespan of a company's design process:

- SOLIDWORKS 3D software tools for design, simulation, design verification and data management from Dassault Systems (US/FR).
- E³.series. Electro/Process/IS ECAE software from Zuken E3 (Germany)
- GibbsCAM. Production/CAM software from 3DSystems (US).

Several product news lift SOLIDWORKS from desktop to cloud computing, and helps to maintain the CAD solution's lead 3D design position. The Norwegian company InflowControl is satisfied through more than 10 years experience with the solution and with the Scandinavian reseller CCSgroup.

Since 2000 as a Norsk Hydro engineer, Bjørnar Werswick has been using SOLIDWORKS. In Hydro as at his present employer InflowControl, the tool was used for 3D design and visualization.

QUALITY AND EFFICIENCY

«In Norsk Hydro, we were 3D innovators. In many ways basic benefits then equal those of today. From design to production, our business involves people and companies

with vastly different backgrounds. Three-dimensional shapes tell far more than two-dimensional drawings. SOLIDWORKS facilitates communication, strengthens quality and contributes to efficiency through good production drawings,» says Werswick, COO in InflowControl.

InflowControl is a growth company with nine employees. The company has developed and patented a solution for autonomous inflow control in oil wells.

SATISFIED WITH CCS

In modern petroleum extraction, water or gas is injected to push forward oil deposits into the steel tubing.

«There may be hundreds of our valves in a production tubing. When they register water or gas inflow, the valves close to limit production of unwanted fluids,» Werswick explains.

«As with any sophisticated computer program, you will on a regular basis need assistance to optimize the usage. The CCS employees have broad practical experience with the SOLIDWORKS tools and is of great support,» he says.

In the clouds

InflowControl appreciates the annual CCS User Forum where SOLIDWORKS news are presented. This year technical manager in CCS, Gunnar Olsen, has several up his sleeve.

SOLIDWORKS consists of a core system supplied with modules for specialized tasks. Recently, the SOLIDWORKS owner Dassault Systems launched a MBD module (Model Based Definition). As an alternative to printing 2D production drawings, the MBD module presents all data on a 3D model that can be read on an iPad or PC in the workshop.

The modules SOLIDWORKS Conceptual Design and SOLIDWORKS Industrial Design take SOLIDWORKS to the clouds. «Cloud computing is all new in the CAD world which so far have had its foundation in the desktop world, says Olsen. «Cloud data is easy to share and made for the collaboration that most production processes involves. With cloud stored data, backup is a simple task. Also, renting software gives you economical flexibility compared to license purchasing.»

Dassault 3D Experience tool binds SOLIDWORKS cloud applications and desktop solutions into a unified experience with other Cloud tools including office packages and social collaboration tools.

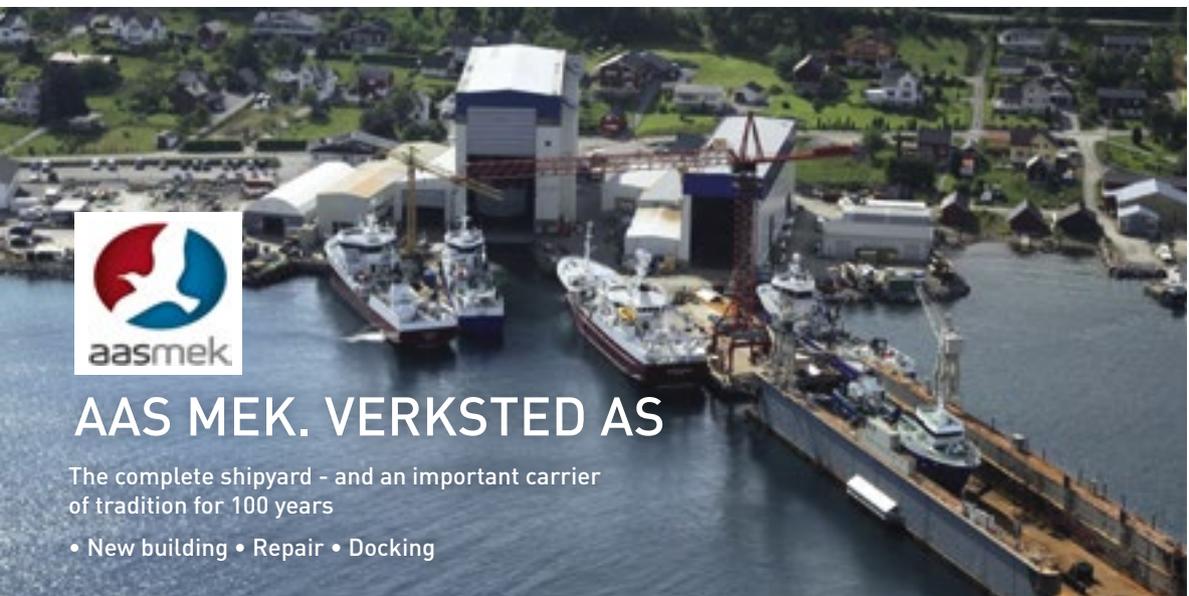




Delivering maritime competence since 1996

Seagull Maritime AS is the leading provider of computer based training for seafarers. We deliver a full range of assessment and management tools to ensure that shipping companies meet and exceed STCW and IMO standards. Our training solutions have been delivered to 9000 ship and office installations worldwide. We continue our commitment to be the world leader for seafarer maritime training solutions.

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AAS 2500 TSV
Seismic support vessel



AAS 1502 ST
Wellboat



AAS 4502 ST
Wellboat



Aas Mek. Verksted AS has extensive experience and expertise in designing, constructing and building of effective and reliable vessel. With a well thought out design and arrangement, and closely cooperation with shipowners, we create practical and efficient solutions. Traditionally activity has been newbuilding of fishing vessels for coastal and ocean fleet, the recent years specialized in the development and construction of well boats for live fish transport. Our shipyard can offer newbuilding, rebuilding and service of vessels up to 100 meters. We also provide indoor outfitting of newbuilding and repair work, for vessels up to 65 meters.

Our target is customer satisfaction and delivery of quality products, and we have a significant number of regular customers who come back to us for efficient and economical vessels.

Aas Mek. Verksted AS – Your natural partner for shipbuilding, shiprepair and docking!

**HARDING SAFETY**

Leading manufacturer and supplier of lifesaving equipment.

- Broad range of lifeboat solutions for the offshore and shipping industry.
- Complete range of rescue boat systems for offshore applications, merchant and passenger vessels.
- Davits systems for ships and rigs, including the unique Totally Enclosed Davit concept.
- Supplies a complete range of high quality generation hooks that come directly from the frontline of product development, techniques and regulations.

GLOBAL MARKET LEADER OF **marine life-saving systems**

Harding Safety is the global market leader of marine life-saving systems, with a solid track record of innovations and deliveries to offshore installations and vessels worldwide. The customers are served through a global network of 28 offices in 16 countries. Harding was formed in 2013 when Schat Harding and Noreq merged.

The company history, however, goes all the way back to the 1920's. Through many decades of innovation, Harding has been dedicated to contribute to safer lives for sailors on board offshore rigs, fixed offshore installations, ships and cruises.

FREEFALL LIFEBOATS

"In the 70s, we were the first to supply free-fall lifeboats in fiberglass (GRP). Another example of innovation, is our closed davits system which has been a shipping and offshore success. Innovation is and will always be a core element in our culture, says Bjoern Sturle Hillestad," Global Sales and Marketing Director in Harding.

When merged in 2013, the companies Umoe Schat Harding and Noreq matched perfectly. The Schat Harding product range complied with demanding North Sea offshore operation requirements. Noreq had a strong market position in the merchant and offshore fleet, rigs excluded.

UNIQUE PRODUCT PORTFOLIO

"Through the merger, we have a solid and unique product portfolio, which also can compete on price," Hillestad says.

The Harding product range covers life boats, rescue boats, davits and hooks. In several areas, the company is at the forefront of product development.

SHIPPING REHOOKED

One example is the FF1200 free-fall lifeboat. The FF1200 was the first ever to comply with the DNV E406, which became North Sea standard in 2010.

Another example is the company's range of hooks. The product range meets the IMO directive MSC.1/Circ 1392 of May 27, 2011 which implies all ships to be rehooked by 2019.

"Our products have long lives. For instance, a lifeboat life cycle is typically 30 years. Therefore, being a close and reliable partner is crucial, from the design process to keeping

equipment operational throughout its entire life span.

GLOBAL SERVICE NETWORK

The company's service network with 28 offices in 16 countries is an key element in this. Harding is represented in main maritime hubs all across the globe.

"We are present where our customers belong or operate," says Hillestad.

SERVICE AGREEMENTS

Before a ship is cleared to sail, the equipment onboard must be approved.

"Through Fleet Service Agreements (FSA), we offer to take full responsibility for lifeboats during their life cycle, including inspection, parts replacement and testing," he says.

HARDING™

www.harding.no

Backup isn't the real concern, restoring normal business is

Online backup for all types of businesses

To get the data quickly back again: that is the moment of truth within all backups. KeepItSafe takes backup from all types of environments and shows up at your doorsteps with the backup when disaster strikes. Its customer list consist of over 20,000 businesses globally.



KeepItSafe Norway AS was established in 2005, as a Norwegian entrepreneurial company under the name The Online Backup Company AS. Recently the company became part of J2 Global listed on NASDAQ and is growing rapidly



SECURES VALUES

KeepItSafe takes encrypted (256 bit AES) backup to their data centers. The backup is local. It means that data is stored in the home country of the customer, which for certain types of businesses is an absolute requirement. Customers are met by a personnel who between them speak Danish, Swedish, Icelandic and Norwegian.

- According to the Limited Companies

Act the general manager is obliged to take responsibility for shareholders values. Today for many businesses it is more about production data than about assets and fixed assets, says General Manager Sigve Torvik.



Sigve Torvik
- General Manager.

OPERATIONS STOP WITHOUT BACKUP

Brand Manager Sverre Dejgaard states that businesses without good backup solutions are in danger of suffering large losses or even

go bankrupt if disaster strikes. "The whole business may stop. In many cases, data is accumulated over many years and is not possible to re-create manually. It will require to start from scratch," he says.

The entire backup business has become more challenging in recent years as a result of tremendous growth in volume of data, storage in many different locations including cloud, use of mobile devices, the internationalization of organizations and the general use of database systems.

One can quickly forget details when backup routines must be set. Many have their CRM or ERP systems in the cloud, whilst all production data must be secured in the same way as in their own environments. It is easily done to risk a disaster, therefore very important to have a partner who knows backup business, says Torvik.

RESTORE MUST BE TESTED

- The really big question is whether the backup works when the need arises. A backup counts as a backup only when restore is also tested, adds Dejgaard firmly.

Another really important thing many forget is the security and routines of the backup company itself. KeepItSafe is ISO certified (ISO 27001:2005)

The customers are all types of companies - from very small companies to enterprise level companies. The customer contact is made directly with KeepItSafe or via a network of 500 highly qualified IT partners. In Norway KeepItSafe was approved as the backup supplier for to the Norwegian health net, which means that doctors, dentists, etc... allows KeepItSafe to take responsibility for sensitive personal data.

ONLINE AND HYBRID

- We backup all types of environments and set up every conceivable disaster recovery plan.

Some customer hand all their backup and disaster recovery solution over to us so that we can initiate recovery and restore failed elements in our environment.

- Online Solutions is the core of our business. We also create hybrid solutions. This means that we set out hardware in the customer's environment and combines this with online backup. Restore then happens both from local backup and from our server's farms. Often we show up at the customer's doorsteps with the restored data. When talking terra bytes it is rarely effective to run data back over a broadband line, explains Torvik.

- It is only once you have tested restore that the backup solutions are safe, mean Sigve Torvik and Sverre Dejgaard at KeepItSafe Norway.

ABOUT J2 GLOBAL

KeepItSafe@parent company j2 Global®, Inc. (NASDAQ: JCOM), is a leading provider of cloud services, helping improve business performance and efficiency for over 12 million customers worldwide. Our growing family of brands provides essential business tools such as online faxing, unified communications, hosted email services, email marketing, virtual phone systems, and online backup. j2 Global's network spans 49 countries over 6 continents. For more information about j2 Global®, please visit www.j2global.com.



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