



IceCast Project

General Presentation

Short Version

5.5.2017
Janne Tolonen, Vice President
TestLab Finland Ltd

TESTLAB

Operations started on spring 2013

Owners Janne Tolonen and Arto Koistinen +95 privat owners

Steering group Eero Rantala, Mikko Niini, Janne Tolonen, Arto Koistinen



- Products: MareCast® and FuelCast
- Locations: Oulu, Helsinki, Narvik, Shanghai, Pune, Anwerp/Rotterdam
- Global data centers in Helsinki and Pune
- Employees 25 (+ subcontractors), high skilled and certified experts on architecture, system design and development for marine industry
- ISO 9001 certificate, Achilles certificate



FINNISH METEOROLOGICAL INSTITUTE

IceCast Project Background

Funded participation to the ARTES Integrated Applications Promotion (IAP)

Activities may be funded by ESA up to 100% of the cost of the project.

ACTIVITY	PROJECT COST FUNDING		FUNDING LIMIT	DURATION LIMIT
	ESA	Tenderer and /or third party		
Feasibility Study	50%	50%		
	100%*	0%		
Fast Track Feasibility Study	50%	50%	50 kEuro	6 months
Demonstration Project	50%*	50%		

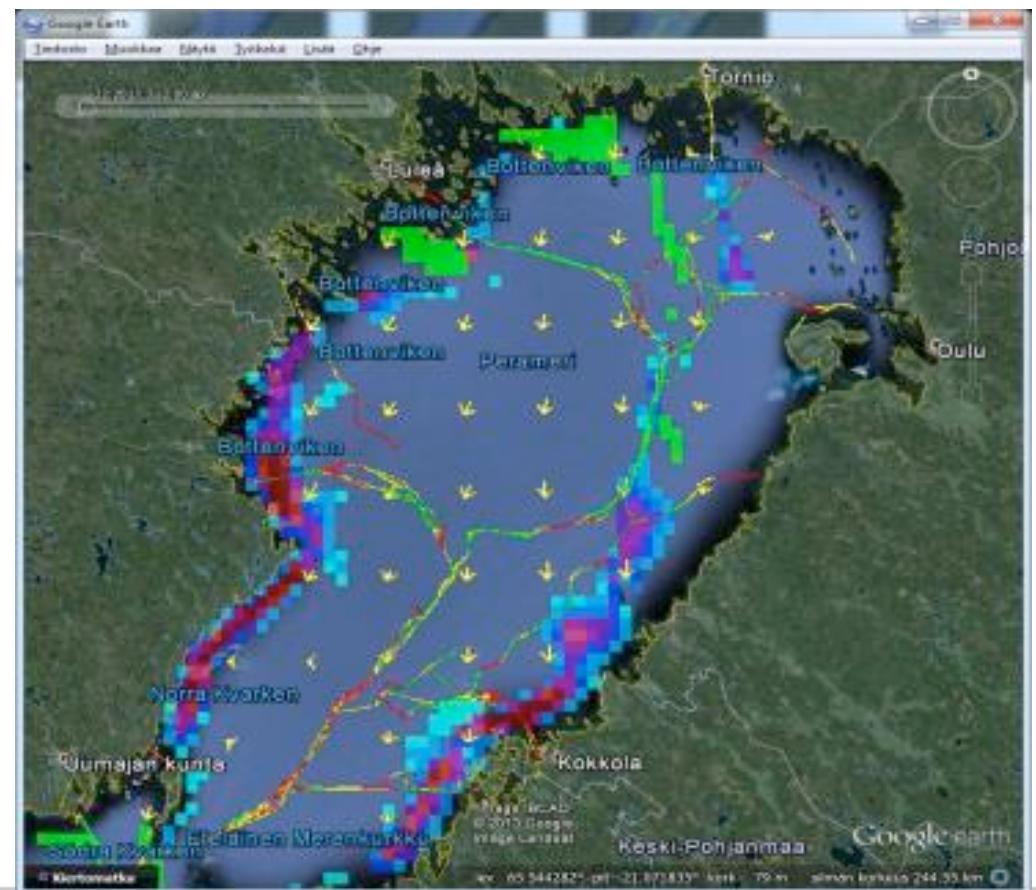
*For Feasibility Studies carried out by universities and research institutes involved as contractors or subcontractors and justifying no further commercial interest in the product may be 100% funded by the Agency.

IceCast Project Background

- IceCast project is a continuation for ISABELIA Feasibility Study done year 2014 under ESA ARTES IAP programme.
- The target of ISABELIA was to evaluate
 - 1) Technical feasibility
 - 2) Economic viabilityfor a better situational awareness to improve marine safety in ice conditions.
- In the study it was found that there is:
 - A need and business case for a related service in the Baltic Sea
 - No service provider exists at the moment
- After the study ESA representatives identified and contacted TestLab Finland

IceCast Project

- The ultimate objective of the solution is to help navigation planning of vessels in ice covered water areas in order to target for
 - improved safety
 - improved operations planning
 - improved fuel consumption optimization
 - In practice this means that IceCast will provide Information
 - about ice route locations and
 - condition of the routes



IceCast Project

- In the project this means designing, creating and piloting capabilities:
 - to fetch different types of data:
 - AIS data from different data providers (GPS based data)
 - automatic ice thickness map generated from SAR satellite images, and
 - ice waypoints given by icebreakers.
 - to analyse AIS data
 - to generate numerical and visual information objects from the data
 - for quick and easy to understand user interface

IceCast Project

- 1st contact with ESA on 20.4.2016
- Letters of interest from potential customers before sending Concept note
- Concept note sent to ESA 30.6.2016
- Funding of the individual Prime or subcontractors is subject to authorisation of the required ARTES IAP budget by the Tekes (support letter) with 50% financial support
- We left the Final Full Proposal version for the ESA Board on 9th of February 2017
 - 31 documents to delivered to ESA in final proposal (papers physically to them + electrical material) over 500 pages
- Now we are preparing for negotiation meeting and after that to start the project already during late May depending on the final decision from ESA
- The project takes thirteen months altogether including three months piloting

”Oppiraportti”

1. Älä oleta mitään, poista kaikki olettamuksset
2. Ymmärrä, että lukija ei ymmärrä kaikkea -> rautalankaa
3. Yritä itse ymmärtää ja sisäistää ESA projektinhallintamalli
4. Varaa riittävästi aikaa suunnitteluun, selvityksiin ja sopimuksiin (Tekes, loppu/pilottiasiakkaat, yhteistyökumppanit..)
5. Ratkaisun pitää oikeasti toimia, teidät tullaan koeponnistamaan useampaan otteeseen
6. Mene lopputulos edellä, kuka tarvitsee uudenlaista palvelua, minkä ongelman se ratkaisee, kuka siitä hyötyy, kuka on valmis maksamaan siitä -> sen jälkeen mietitään miten se toimii teknisesti ja miten se voidaan toteuttaa
7. Ideat ja palvelut kehittyv: uusia mahdollisuuksia tulee koko ajan lisää, uudet satelliittiteknologiat, IoT, sensorit, Big Data.. Aiheet kuten Crisis management, Water area surveillance, Infrastructure monitoring, Forest state monitoring on nyt pinnalla

TESTLAB

KIITOS!

janne@testlab.fi

044-5000651

TESTLAB