

# A winning team sets sail: Allnet.Italia and TECNEL provide SAIPEM seamless communications in tough maritime environments with Spectralink



Allnet.Italia is a value-add distributor that is committed to working with the highest quality technologies and a select network of experienced partners.



The partnership with TECNEL Wireless Communication and Spectralink Corporation in the complex, tailored deployment of a maritime DECT environment for leading Energy and Utility company SAIPEM, clearly demonstrates this commitment.



SAIPEM is a leading Italian oil field multinational providing an advanced technological and engineering platform for designing, constructing, and operating safe and sustainable complex infrastructure and plants. SAIPEM handles and transports fuels overseas via its large and technologically advanced drilling, construction, heavy lift, and pipelay naval fleet.

Due to the highly hazardous nature of the materials that it handles, SAIPEM takes safety very seriously and relies heavily on top-class technology to support this objective, “We manage our assets using the highest health, safety, and environmental standards,” reports Valeria Calvaruso, Operational Connectivity Manager in the Asset Based Services Vessel Division at SAIPEM.

They were required to equip eight of their main ships with a communication system that would enable reliable, seamless, crystal clear voice communications between all those aboard the ship, without blackout spots or the risk of signal reflection and loss. SAIPEM also needed to ensure that devices were ATEX certified so there would be no risk of ignition on board due to sparks within devices. SAIPEM was also looking to virtualize some of its servers to reduce hardware and related maintenance costs and standardize DECT communications across the fleet.

As a result, in 2018, SAIPEM called on its long-term partner, TECNEL, a leading company integrating wireless solutions and advanced systems for mobile alarm reporting. SAIPEM requested TECNEL’s support for the custom design and implementation of DECT connectivity within the various naval units.

Driven by Allnet.Italia’s distribution experience and TECNEL’s value-add system design expertise, the partners identified Spectralink as the ideal solutions provider for this

complex environment. “Spectralink is our go-to partner for DECT, and we have integrated the protocol within our mobile alarm reporting systems,” explains Franco Boero, Product Marketing and Account manager, “The partnership between Allnet.Italia and Spectralink gave us access to technical and logistics information that allowed us to optimize support during the design, installation, and supply of the solution”.

The rollout now covers six physical Spectralink 6500 servers, two VIP-DECT Server One servers, and 130 handsets. The selected handsets are a mix of Spectralink 7212 and Funktel FC4 ATEX handsets, certified by Spectralink for interoperability in an explosive environment. TECNEL has developed a casing called “SRB-IP-ATEX” for DECT base stations which allows them to be positioned in hazardous areas and is compliant with ATEX regulations.

In addition to this, to ensure coverage throughout the ship, 300 Spectralink IP-DECT Base Stations were supplied. To eliminate the risk of voice call interruptions or blackouts, TECNEL and Allnet.italia ensured that the base stations were distributed effectively, overcoming the obstacles posed by thick iron doors.

“Servers and base stations are all connected via IP and are powered over ethernet, but we also synchronized base stations via LAN to ensure that there is complete continuity of service and voice quality is always prioritized even if one of the cells goes down. In addition to this, the metal environment could put the synchronization between bases at risk, so additional reliability is provided via the LAN sync,” continues Boero.

In addition to this, Spectralink DECT solutions offer the maritime environment additional benefits, “Because licensed DECT frequencies change in different territories, ships, traveling from waters under one jurisdiction to another may find themselves in an area where their DECT frequency is occupied or prohibited/off-limits: for example, in Europe, a 1.8GHz carrier frequency is used, while in the USA it is a 1.9GHz carrier frequency. By using Spectralink DECT solutions, ships can switch DECT frequencies usage as they change territory and continue using their DECT frequencies seamlessly as they sail,” concludes Cherchi.

“We selected TECNEL’s Spectralink and Allnet.Italia- based solution as it stood head and shoulders above competitors in terms of DECT experience and support levels both pre-sales and after-sales,” confirms Calvaruso.

---

“We felt confident providing Spectralink handsets along with their top-class infrastructure because Spectralink provides total interoperability; their enterprise-grade devices are the best suited to tough environments. Thanks to their rugged design, they can resist falls, compression, and the negative impact of metal dust particles, for example.

– Roberto Cherchi, Business Development Manager at Allnet.Italia

## About Spectralink

As an award winner in mobile technology, Spectralink has been transforming the way our customers work and communicate for 30 years. Through our determination to do extraordinary things, we enable mobile workforces and empower our customers and partners to explore what’s next, what’s possible. With our enterprise grade, best-in-class mobile solutions, we are with our customers wherever they work, however they need us. Our people, commitment to innovation and our passion are our foundation for success.

[spectralink.com](https://spectralink.com)  
info@spectralink.com  
+1 800-775-5330 North America  
+45 7560 2850 EMEA