



**SERCEL**

A Viridien Business



# Marlin™

SAFER AND SMARTER MANAGEMENT  
OF YOUR MARITIME OPERATIONS

# Marlin

## YOUR DIGITAL TWIN FOR IN-FIELD MARITIME OPERATIONS

Marlin empowers energy companies to build a dynamic digital twin of their offshore and nearshore operations. Whether close to shore or far away at sea, this all-in-one platform offers an innovative suite of solutions for real-time vessel monitoring and alerts while streamlining offshore logistics and port management processes with precision and ease.

As an operational hub – available in the cloud or on-premises – Marlin seamlessly integrates with your existing systems to ensure unified and efficient workflows.

### WHY MARLIN?

#### Industry Challenges

##### Fragmented Data

Disconnected systems cause inefficiencies, miscommunication, and errors.

##### Inefficient Operations

Poor scheduling leads to underutilized vessel, delays, and higher costs.

##### Lack of Transparency

Inadequate tracking limits visibility, leading to missed opportunities for optimisation.

##### Maritime Safety & Security Risks

Need for continuous vessel monitoring to prevent collisions and security risks.

#### The Marlin Solution

##### Integrated Data Platform

Centralises fleet, material, and operational data in one system.

##### Optimized Efficiency

Provides intelligent and automated tools to streamline operations, enhance safety, and reduce environmental impact.

##### Enhanced Transparency

Offers real-time tracking and reporting, enhancing operational awareness, safety, and ESG compliance.

##### Vessel Safety Management

Prevents and detects maritime accident hazards with automated alerts, ensuring safety of life and assets.



# Marlin Solutions

## SAFER AND SMARTER OPERATIONS

Our goal is simple: support the industry with state-of-the-art, customer-focused solutions.

Marlin's solutions are designed to break down operational silos, improve processes, and protect your assets. Identifying risks and inefficiencies in real time enables teams to respond quickly, ensuring operations remain safe and efficient.

### MARLIN SOLUTIONS

#### ■ VESSEL TRACKING AND ALERT (VTA)

Marlin VTA provides a 24/7/365 common operational picture for offshore managers, vessel masters, marine safety professionals, and operational teams. Collisions are a major risk to operations; Marlin equips offshore teams with advanced tools to enhance safety and situational awareness.



#### ■ OFFSHORE LOGISTICS

Marlin Offshore Logistics offers an efficient, easy-to-use solution that gives schedulers, logistics managers, vendors, quay-side personnel, and asset operators full transparency into the logistics process. Marlin enhances offshore logistics by improving processes, eliminating operational silos, and enabling real-time, faster decisions.



#### ■ MARLIN SMARTPORT

Marlin SmartPort digitizes and streamlines port operations, enabling harbour masters, agents, and vessel operators to monitor activities in real time. Marlin helps teams plan movements safely, optimize processes, and ensure efficient port call management.



# Marlin Case Studies

## EXPERIENCE YOU CAN TRUST

### Delivery of a real-time monitoring system to an E&P customer

*How project management supports each phase of the lifecycle.*

Delivering the Marlin Vessel Monitoring & Alert System required a strategic approach to project management, especially within the high-stakes oil and gas sector. Sercel's strategy was to apply Agile for software development and Waterfall for hardware installation to ensure the project's agility while also maintaining accuracy and reliability.

Efficient stakeholder communication as well as risk and resource management, were key to our success, further aided by tools such as Azure DevOps and Microsoft Teams. A structured feedback loop ensured continuous improvement, while proactive planning kept the project on track. The success of the project reinforces the importance of effective leadership, flexibility, and strategic planning in guiding intricate projects to a successful conclusion.



### Defining and Delivering the Product Roadmap

*Vision to Execution: Defining and Delivering the Product Roadmap*

When the opportunity to create a map-centric, web-based application arose, it perfectly aligned with our expansion into cloud solutions. The collaboration became an opportunity to redefine industry standards while addressing a critical market need.

Our journey began with a shared vision. By engaging in candid discussions, we distilled customer needs and business goals into a cohesive strategy. Marine collision avoidance and asset protection were identified as natural extensions of our existing capabilities.

Through clear communication and mutual understanding, we aligned on a product roadmap that combined targeted functionality with future scalability. Starting with a focused objective – real-time vessel monitoring and zone incursion alerts – we laid the foundation for a product with transformative potential. As the project evolved, so did the scope, ultimately positioning the solution as a comprehensive, market-leading offering.



# Marlin's potential ROI



15% to 30% reduction in  
**Costs**



10% to 20% reduction in  
**Fuel usage**



20% to 40% reduction in  
**Time**



20% to 40% improved  
**Quayside activities**

**As a trusted Solution & Service provider for over 40 years, we deliver innovative, reliable, and efficient solutions that empower your maritime operations ensuring long-term success.**

**MARLIN - OVER 200 DEPLOYMENTS WORLDWIDE**



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