



/ Sailing Vessel Ingenium



Learn how having an Internet connection at sea is essential for John and Boni Wagner-Stafford; two passionate sailors who are living on their boat while continuing to work as if at the office.

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We're doing video conference calls, we're running our website, my wife is very active on social networks, we use a myriad of apps online... We completely depend on NeptuLink.

John Wagner-Stafford
Co-owner of the sailboat



// The challenge: Allow John and Boni to work at sea

John and Boni Wagner-Stafford left Canada 3 years ago. Since 2015, they have been living on **Ingenium**, their 40-foot cruising sailboat.

As they aimed to establish a new life onboard while travelling by sea, John and Boni needed a good Internet connection in order to continue doing business no matter where they would be sailing.

Boni is a writer and in 2017 created her book publishing company, **Ingenium Books**. The company offers a complete self-publishing service to business leaders, authorpreneurs and writers of non-fiction who have a unique and game changing story to tell.

Boni and John came to understand quickly that developing a business while at sea requires a reliable Internet connection. In today's world, it is impossible to do business without the Internet. In order to communicate with clients, suppliers, and partners, or for promoting their business, organizing logistics, and to simply navigate while sailing from bay to bay, town to town, they needed a constant and reliable Internet connection. Also, since the launch of **Ingenium Books, Inc.** they have been busy planning digital marketing campaigns to reach their new audience and generate new sales opportunities. They needed the Internet. *"Boni is also very active on social networks,"* says John, *"so she needs that human connection too."* Overall, they imagined that every single task she would have to do would require Internet access.



southern Mexico, sailing from one favorite anchorage to the next. They connect to the Internet using different cell carriers, such as **TelCel** or **Flash Mobile**, depending on their location and data usage.

Therefore, the couple sought out an affordable and reliable system that would provide an Internet connection. The stability of the connection was crucial to run their corporate website, participate in video conferences, and remain active every day on social networks.

The couple travels most often between the east coast of Baja California in the Sea of Cortez and the western Pacific coast of

// The Solution



"In 2015, we decided to spend more time at sea while still needing to work. I started researching how we could manage it," says John. After comparing the top competitor solutions, they chose to equip their boat with **NeptuLink** by MVG, the 4G antenna system for their Internet connectivity needs. John was convinced that the technical specifications of NeptuLink would provide them with everything they would need while working at sea: the distance from the shore at which the NeptuLink 4G antenna could pick up a cell tower signal, 20 nautical miles, was much farther than its competitors (8-12 NM on average). They installed NeptuLink near the wind vane at the rear of the boat and at the recommended height above the water.

They then made a few tests at different distances from the coast. With excellent results, the couple was more than pleased with the performance, and confidently set sail with NeptuLink permanently in place.

Two years later, they are so happy to have invested in the NeptuLink. In addition to the excellent connectivity capabilities that met all their needs, they are thoroughly satisfied with its robustness. Indeed, having been designed for the marine environment, hot sun and stormy weather, their NeptuLink has withstood the harsh conditions at sea for more than 2 years now. *"The device is in great shape. After 2 years of sailing in the hot sun, the NeptuLink is still in the same condition,"* explains John.

They have most definitely reached their objective to ensure business continuity according to John: *"We're doing video conference calls, we're running our website, my wife is very active on social networks, we use a myriad of apps online... we completely depend on NeptuLink."*

They relish in the fact that they can connect whenever they want! *"When we are 20 miles from shore (quite often) our cell phones are not picking up the signal, but NeptuLink is; and our computers are on and we're working."*

Boni highlights the fact that her friends who sail in the same region don't have the same experience,

"We are always connected, while our friends are still struggling to find a marina, restaurant or harbor with Wi-Fi."

John realizes to what extent having NeptuLink on board has changed everything for the better: *"Boni's desire to become a full-time writer actually turned into a brand-new publishing company. It's pretty fantastic."*

"Connectivity is not only a commodity, it's a key security feature while sailing."

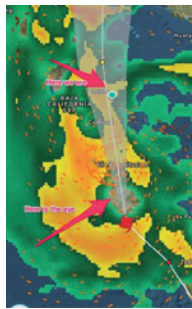


In the fall of 2016, John and Boni were sailing from La Paz, Baja California Sur, to their favorite sailing grounds near Loreto, BCS. They had their eye on Hurricane Newton, a category 1 hurricane developing south of Cabo San Lucas.

"We were hunkered down waiting to see where the storm would end up," explains John (see **the red arrow on picture 1**).

Thanks to the Neptulink, John picked up the TelCel 4G signal and was able to download the weather forecasts.

They could see that Newton was heading right for them, travelling due north from Cabo San Lucas. They prepared Ingenium the best they could and found a safe hotel to ride out the 70 knot winds and imminent torrential rains. They left Ingenium and the Neptulink to fend for themselves while Newton passed overhead. Next morning, with the sun shining and a new freshness in the air, they boarded Ingenium to find she weathered the storm wonderfully as did the Neptulink. Neptulink was unscathed despite the devastating winds and rain.



"At that moment, our mobile phones were not working but the NeptuLink was still allowing computers to connect to the Internet in this heavy storm with high winds and waves." says John.

This experience demonstrates how NeptuLink is also useful in emergency situations.

If John and Boni had been in serious danger, they could have used their Internet connection to communicate with the Coastguard.



THE BENEFITS:

According to John, the benefits of choosing this MVG test system are:

- Ease of installation and first use
- Good technical support
- **Longevity:** The product has proven its capability to withstand the harsh marine environment.
- **Efficiency:** The system ensures connectivity up to 20 nautical miles from a cell tower.
- **Safety:** reliable means of communication when mobile fails.

Next steps

"As our business is growing, we are very interested in buying the NeptuLink Version 2 so that we can use the antenna with the integrated Wi-Fi to connect all our devices directly," concludes John.

Ingenium, equipped with the NeptuLink V2 will not only keep us connected while at sea but also allow us to automatically connect to the marina Wi-Fi systems thanks to its smart-switch app.

Product information

What is NeptuLink by MVG?

NeptuLink by MVG delivers high-speed Internet connectivity (100 Mbps) up to 20 nautical miles (~37km) offshore. It's specifically designed with harsh maritime conditions in mind and suitable for all vessel types. The streamlined design takes into account the specific characteristics of wave propagation over the sea in order to maintain optimal communication regardless of the pitching and rolling motions on board. V2 has a built-in dual SIM capability that allows users traveling between different countries to choose the best network and avoid roaming costs.



NeptuLink - Stay connected 4G at sea

NeptuLink by MVG satisfies the communication needs of maritime travelers by delivering continuous high-speed Internet connectivity (100 Mbps) up to 20 nautical miles offshore.



Contact your local sales representative for more information

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