



SAIL BOAT



MOTOR BOAT



SUPERYACHT



WORK BOAT



SPORT FISHING



COMMERCIAL FISHING

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NEW Product

LANLINK

NMEA to Ethernet Gateway

Digital Yacht's LANLink is a NMEA to ethernet gateway which enables the boat's NMEA data to integrate onto an existing router network using just a simple patch cable connection.

It's available now for both NMEA 0183 and NMEA 2000 networks.

Find out more inside...



DIGITAL UPDATE

January 2021

NEW Product! LANLink NMEA to Ethernet Gateway

NEW Office! Digital Yacht Europe opens new logistics facility in Rouen

NEW Video Channel! Find us at www.digitalyacht.tv and on YouTube

Stay Safe! We're Open & Working Safely Despite The Covid Pandemic



LANLINK

NMEA to Ethernet Gateway

Get boat NMEA data onto an existing router network

Digital Yacht's new LANLink is a NMEA to ethernet gateway which enables the boat's NMEA data to integrate onto a local area router network.

More and more boats now have a wireless router fitted or utilise devices like our popular 4G Connect for internet connectivity. Installing LANLink via a simple ethernet patch cable to the router allows connected devices and apps to take advantage of the boat's NMEA data without switching between networks.

LANLink is available in two versions suitable for NMEA 0183 and NMEA 2000 respectively. It features an easy to use web interface allowing any device with a browser to configure NMEA baud rates and IP/Port information.

It can support multiple TCP/IP connections and is bi-directional. Once connected to the onboard network via a simple CAT 5/6 patch cable, you can setup apps like TZ iBoat, iNavX, NavLink, iSailor, Imray, Weather 4D etc by simply entering the IP address and port for streaming NMEA data.

Available Now:

NMEA 0183 Version \$199.95

NMEA 2000 Version \$299.95



- Available in two versions:
ZDIGLANLINK – NMEA0183 TO ETHERNET GATEWAY &
ZDIGLANLN2K – NMEA 2000 TO ETHERNET GATEWAY
- 12/24v DC low power operation
- Connects to router or devices via simple RJ45 Cat 5/6 patch cable connection
- Web user interface for easy setup from connected device via browser
- TCP/IP or UDP connection modes – support for up to 5 connected devices with TCP/IP
- Bi-Directional
- NMEA 2000 variant can offer raw mode with encapsulated PGNs or conversion mode (for apps) supporting AIS, instruments and GPS
- RS232 port for PC apps too
- Status indicators for power, data in-out, network link and server status

At a glance

LANLink is the perfect solution to integrate NMEA data into a 4G Connect system. Simply interconnect via a LAN cable and the boat's NMEA data can be made available on the wifi network together with internet data - one multi function network





Brexit Issues Sorted

New Office For Digital Yacht SARL

New Rouen Office for Digital Yacht SARL Mitigates Brexit Supply & Delivery Issues

The UK left the EU Customs Union on 31 December 2020. While there was a last minute agreement on tariffs, it does mean that every shipment to and from the UK will be subject to a customs declaration which has a cost, cash transaction and delay - physical barriers that are the last thing we want for our EU Customers & Partners.



**Digital Yacht SARL
now has logistics capability
for all our EU customers with
a new Rouen (N France) facility
www.digitalyacht.eu.com**

"We celebrate our 10th year in business this year and now export to over 100 countries. The EU accounts for around 40% of our sales and our business model is to have a direct dealer and boat builder policy so we have nearly 500 active accounts across Europe rather than a national distributor in each state. All these customers are valuable and some may be small placing sub €1000 orders on a regular basis so any bureaucracy in terms of import VAT, paperwork or fees would make us untenable as a supplier" commented Nick Heyes, CEO of Digital Yacht. "We already billed all our customers in Euro to mitigate any currency issues and offered fast overnight delivery using DHL. We knew the only solution to ensure frictionless trade was to open a logistics facility within the EU"

Digital Yacht France had been set up in 2018 as a sales operation and is headed up by Nic Guerin. "The French market is very important in Europe and we'd been successful with boat builders, the central retail chains and also French military and government procurement.

However, the logistics and shipping for France were all handled by the UK factory as it was efficient and cheap – and seamless. In September, it became clear that we would need to build a EU based shipping and warehousing facility. DHL were already warning that there would be delays on ground services. Despite Covid, we managed to locate a suitable facility in Rouen and agreed that we'd use this as a temporary measure until we could find a custom facility in 2021 as the pandemic recedes. We put in place a cloud based accounting solution so sales administration can multi task across the two companies and all we had to do is ask our customers to set up Digital Yacht France as a new supplier before the end of 2020. Pricing will remain the same and we'll still offer next day delivery options across the EU from France."

"As a manufacturer, the concept of a lean process is a fundamental – touching goods twice in shipping from the UK to France and then onwards to the final customer isn't ideal but outweighs the disaster of delays, customs fees and import paperwork. It means slightly more cost to us too but this is a small price to pay to ensure our EU customers are able to receive the products and support they need. What's important is there is no extra cost to you, our customer."

"Interestingly, costs in France are broadly similar to the UK with property costs slightly lower but gross employee costs higher because of higher French social security contributions" advises UK Nick, while French Nic added "It's 4-0 to France in the jobs market as 4 new positions are created in France and probably 10-0 later this year!"

We look forward to welcoming all our EU customers onboard.

DIGITAL UPDATE January 2021



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Digital Yacht UK and Digital Yacht SARL work side by side so you can continue to reach out to your original sales, service and support contacts. We'll advise you of how to place orders efficiently and seamlessly.

Product & Partner Updates On YouTube



We've been working on a series of short two minute videos on all our products, partner updates and new product solutions and making sure they are easily available on YouTube and at www.digitalyacht.tv

Check out our latest videos [HERE](#)

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