

Stephane Monnier - GEOD® INTERNATIONAL SALES ENGINEER at CADDEN

In charge of developing worldwide the GEOD® brand of products created and manufactured by CADDEN.

CADDEN, company based in France, has 20 years of experience in developing precise navigation systems for hydrography, maritime navigation and industrial applications. CADDEN also sells its own brand of sensors, called GEOD, and including BANANAS PPU (Pilot Portable Unit) as part of the GEOD® line up: <https://caddenproducts.com/>

Educational Background

- ◆ 2011 Graduated from the International Chamber of Commerce – Nantes (France)
Master's Degree International Business – To help Innovative SME's to expand internationally
- ◆ 2002 Graduated from Bournemouth University – Bournemouth (UK)
Master of Arts - International Business & Administration
- ◆ 2000 Graduated from Coventry University – Coventry (UK)
Bachelor of Science – Engineering School

Professional Experience & achievements

- ◆ Experienced in managing cross-functional sales & R&D departments in geomatics.
- ◆ Provided technical and application support to accompany final clients.
- ◆ Identified and developed new market opportunities for innovative maritime products and services
- ◆ Supervised good command of project management and accompanied changes methods.
- ◆ Negotiation of international contracts in compliance with the laws and local regulations

Hobbies: Spending time with Family and Friends, Atlantic Ocean, Travelling, Barcelona, Football, Cycling, Formula 1, Wine, Cheese cake, ...

The title of my presentation is: **CHOOSE THE MOST SUITABLE PPU**

The choice of the « right » Portable Pilot Unit (PPU) is critical while operating safety related operations within channels and harbours from coarse navigation through berthing. The paper covers the very diverse nature of solutions as available from simple vessel dependent « pilot plugs » up to fully autonomous very precise navigation and berthing solutions. Throughout the range there are trade-offs needed between cost, portability and performance leading to meaningful alternative options. The pros and cons of each solution are explained, expanding into the most advanced options introduced lately thanks to the new satellite and communication technologies. Ultimately the paper is uncovering the wide range of options for the users beyond what they have been using to-date.