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Media Kit

We are the Maritime Industry's preferred partner for health and safety solutions and services. We live up to our name derived from the Swedish phrase "Vi Kan" meaning "We Can".

## Position, Vision and Mission

VIKAND is a leading global maritime healthcare best practice partner and solutions provider. We offer a wide range of services and product solutions to help ensure optimal levels of care and comfort for seafarers. Our clients and partners trust in VIKAND's commitment as fellow mariners with experience and expertise to help them aim for and achieve ever higher levels of care.

*VIKAND's vision is to be the world's leading expert in Maritime Health Care and VIKAND's mission is to provide the highest quality, timely and most cost-effective Maritime Health Care possible. VIKAND strives to provide reliable services by skilled professionals with maritime experience supported by the most current technology.*



## Services & Solutions

- **Medical Management:** Wide range of services involved in the running of on-board medical facilities including staffing, audits, development of policies and procedures, emergency support and more.
- **Medical Program Consulting:** Any of VIKAND's medical services may be customized to a company's needs for improved risk management and cost-effective solutions.
- **New Medical Build and Design:** For functionality and efficiency, VIKAND offers planning and layout design for new-build vessels or updates of existing facilities.
- **Crew Wellness:** Health risk assessment, fitness and nutrition counseling, chronic condition support and other assistance to support on-board crew members' physical and mental wellness.
- **Medical Escort / Companion:** For passengers or crew members who need medical assistance.
- **Health and Safety Materiel:** Provides innovative equipment and technologies for public health with air and surface disinfection, bed bug eradication and bio-medical equipment services.
- **Passenger Care & Comfort Products** including motion sickness mitigation.

# Cruise

The global Cruise Industry trusts  
VIKAND to deliver medical and safety  
operations services globally, seamlessly  
and cost-effectively since over 10 years

## Best Practice Leaders

VIKAND works across the majority of the world's cruising fleet via a wide range of services and product solutions to help ensure optimal levels of care and comfort for passengers and crew. Clients often look to VIKAND to help meet challenges and support their long term success.

*"Our doctors and nurses across the world continue to be involved 24/7 in helping to resolve many of the situations you hear about on cruise ships globally. The feedback from clients, crew and guests to their continuous hard work makes us proud. I would like to thank our onboard colleagues and specifically the medical teams who continuously show an unwavering commitment to our clients, their guests and seafarers globally."*

*Peter Hult, CEO April 2020*



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# Yacht

Expert solutions and service for best practice yacht sanitation giving owners and guests complete peace of mind

## Safety and Peace of Mind

VIKAND is increasingly recognized as an innovative solutions provider to help ensure optimal levels of care and comfort for owners, guest and crew on some of the world's most recognized yacht. The leading product for this segment is the complete air and surface disinfection of our Hygensea technology>

"Hygensea makes a cost-effective complement to the ongoing and commendable efforts of cleaning and sanitation crews. It enhances their efforts by ensuring 99.999% rapid elimination of all pathogens, including those suspended in the air and hiding on any hard-to-reach surfaces such as corners, gaps and even fabrics".

*Steve McAfee, Senior Director*



## Services & Solutions

- **Air and Surface Purification:** Delivering our Hygensea suite of products to easily and efficiently integrate with existing HVAC systems for better sanitation. It's a natural technology which is "safe, green, effectively clean".
- **Crew Wellness:** Health risk assessment, fitness and nutrition counseling, chronic condition support and other assistance to support on-board crew members' physical and mental wellness.
- **New HVAC Build and Design:** For functionality and efficiency, VIKAND offers planning and layout design for new-build yachts or upgrades to existing systems.
- **Medical Escort / Companion:** For passengers or crew members who need medical assistance.
- **Health and Safety Materiel:** Provides innovative equipment and technologies for health safety with air and surface disinfection, bed bug eradication and bio-medical equipment services.
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# Commercial



Certified Application Partner in health and wellness to Inmarsat Maritime, the world's leading satellite provider.

## Managing All Medical Risks

VIKAND is bringing its maritime medical management leadership also to the Commercial with Inmarsat as its strategic partner, allowing state-of-the-art connectivity to deliver a complete solution backed by telemedicine in a product suite named HealthNet. VIKAND HealthNet empowers modern vessel owners to care for and maintain their investment in Human Resources in the same sophisticated ways they care for and maintain their investment in Vessel Capacity.

Clients using VIKAND HealthNet will enjoy advantages of a proactive approach to crew health and see direct cost reductions of disembarkations, diversions and medical spending as they apply new healthcare standards for all seafarers.



## Services & Solutions

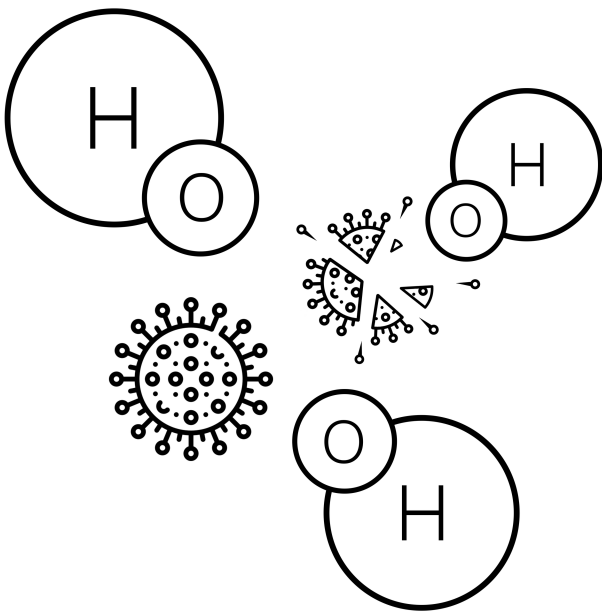
- **House-doctor approach** with access to specialists and ongoing expert updates on current topics
- **Telemedicine consultations** with 24/7 access to urgent and emergency care & referrals
- **Crew wellness and chronic disease management**
- **Medical chest management** including formulary supplies & certification
- **Full medical partner solutions** set-ups are available for staffing, AEDs, drug & alcohol testing, PEMEs
- **Consultative Long Term Partner** ongoing analysis and refinement of strategies for optimized results/ROI

Our proven maritime healthcare best practices, thought leadership, innovations, telemedicine, technology, communications, service and eventually data and analysis allow vessel owners to manage strategy and ROI for Crew the way they do for Ships.

Protects health of crew and passengers using safe natural processes for air and surface cleaning. Effectively complements manual sanitation and allows lower operational cost.

## ■ Redefining Disinfection for Protection and Peace of Mind

Hygensea technology produces Hydroxyls (Ho) to replicate and amplify Nature's process for cleaning and purifying our atmosphere. The solution proactively and continuously removes viruses, bacteria, mold, odors, and fumes on surfaces and in the air. It is customizable for any size vessel and offers the only proven technology for continuous cleaning to ensure optimal levels of disinfection while allowing significant ROI via recalibrated recirculation.



## ■ Safe, Effective Technology

Hygensea eliminates 99.9% of viruses and bacteria in air within 15-30 minutes (data from Study for FDA Approval Process for model MDURX). The technology is a Public Health Solution, providing an immune system for crew and passenger. It is also highly effective against mold, odors/ VOC, smoke and organic allergens.

Importantly, it works throughout the air where 80% of person-to person transmission takes place through aerosolization. As it reaches throughout a room, it also disinfects all surfaces and fabrics to help ensure the highest level of safe sanitation.

## ■ Product Leader Stephen McAfee

Stephen has more than a decade of OEM equipment and technical sales experience within the maritime industry. Stephen graduated with a degree in Mechanical Engineering from Northeastern University.

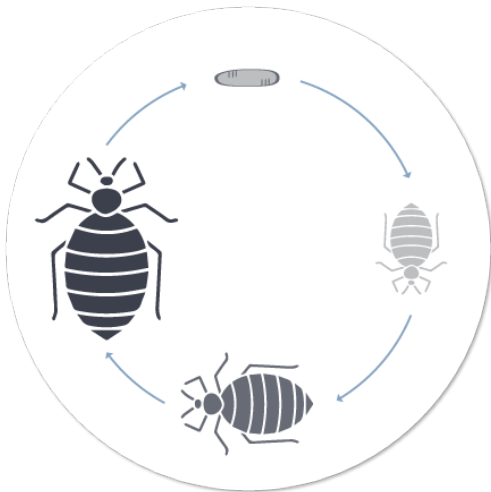
**[Stephen.McAfee@vikand.com](mailto:Stephen.McAfee@vikand.com)**



# BedBug Solution

## Bedbug prevention

A bed bug infestation is an unwelcome nuisance, but our solutions are fast and effective. Since many bedbugs are becoming resistant to commonly used pesticides, the problem is escalating worldwide and can be difficult to control once it takes hold. With our Bed Bug Solution, you can effectively wipe out any infestations before they take hold, using completely natural sustainable and cost efficient technology. This saves not only the concern of dealing with guest and crew health implications due to bites, but also the cost of mattress replacement and inefficient cleaning efforts.



## Killing all stages of the insects

Our bedbug solution efficiently prevents bed bug infestations where an infestation most commonly arises, i.e., in beds. The product is long lasting, functional, and easy to use. The solution has a combating effect, and all stages of the insects die from desiccation after coming into contact with the diatomaceous earth used in the product.

## BedBug Scout

Our bedbug scout is a bed bug detection trap, which contains a unique blend of bed bug pheromones simulating a bed bug aggregation. The detection trap is designed to be used for early detection of a bed bug infestation and to verify a successful result following a bed bug treatment.

## Product Leader Stephen McAfee

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**[Stephen.McAfee@vikand.com](mailto:Stephen.McAfee@vikand.com)**





# Mental Wellness

VIKAND and Marine Profile bringing Marine Assistance Program (MAP), a Global Maritime Mental Wellness program to maritime clients worldwide.

## 24/7 access

This service ensures that VIKAND clients have 24/7 access to call VIKAND's expert staff for a work-based program that offers confidential assessments, counseling, referrals, and follow-up services to on-board seafarers with mental and emotional issues (stress, anxiety, depression etc.) impacting their ability to perform their work on-board and adjust to shipboard life. The program encourages communication and awareness of mental wellness, and is available for all officers, staff and crew from the moment they embark the ship.



VIKAND's MAP team with thorough understanding of shipboard life, in cooperation with a team of professional maritime psychologists work in a consultative role with on-board employees and are easily accessible 24/7.

## About Marine Profile

Marine Profile was founded in 1994 by industrial management and human resource consultants with experience and interest in the shipping industry, together with consultants with extensive competence in the maritime industry. Combining these competencies, Marine Profile focuses on providing companies with established and modern techniques for improving personnel and organizational efficiency and safety both ashore and on board ships. For more information visit <https://www.marine-profile.com>

## Expert health management for reduced complexity and cost of health care

### The closest thing to having your own onboard medical crew

VIKAND HealthNet™ integrates all aspects of healthcare and medical services for vessel operators, utilizing the latest satellite communication tools and medical technology, supported by an experienced maritime medical team. Approximately 1.5 million seafarers are employed by the global shipping industry. Every one of those are entitled to adequate, free and prompt medical care and health protection.

Expert health management for reduced complexity  
and cost of health care



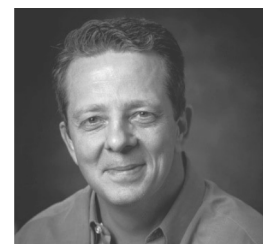
### Total Coverage

VIKAND HealthNet covers all aspects of the vessel operator's ongoing healthcare needs including urgent care, monthly house doctor calls, chronic disease management, crew maintenance + crew loss prevention = crew wellness, medical chest management, medical equipment technical support, a customized mental health program and a 24/7 medical emergency support hot-line. By managing the entire healthcare needs for a vessel owner, the attached cost to the owner will be reduced, risk management and efficiency enhanced with an overall winning ROI.

### Product Leader Len Quist

With more than 30 years of experience driving and managing businesses for both multinational and emerging companies in general management, marketing and sales, Len serves as the Sr. Vice President and General Manager of VIKAND.

[Len.Quist@vikand.com](mailto:Len.Quist@vikand.com)



# Biomedical

Annual maintenance program extends equipment life and ensures operational reliability

## Maintenance

To ensure critical equipment maintenance and operation our experienced staff provides a proactive approach to manage and anticipate service issues:

- Remote troubleshooting service support available 24/7
- Education for on board staff both in person, and via short video films
- Parts inventory management/ end of life management of all medical and x-ray equipment
- Providing updates to software according to Original Equipment Manufacturers (OEM)
- Proactive 3- year capital expenditure forecast, strategic planning and recommendation for equipment acquisition

## Annual Bio-Medical Calibration Services

VIKAND offers annual preventative maintenance, calibration and certification as required by law as well as detailed log of all equipment inspected with a full status report.

The calibration services also include:

- Equipment identified as functional or in need of repair/additional parts/replacement
- Development of replacement/repair schedule and appropriate maintenance strategy for all medical and x-ray equipment
- Advice regarding repairs to be made by vessel's engineering staff, or sent to the manufacturer for replacement, repair, maintenance, or service



## Product Leader Robert Wentworth

Robert is an experienced Field Service Engineer with a demonstrated history of working in the military, field service, and maritime industries. He is skilled in Biomedical Electronics, X-ray, CT, Medical Devices, Electrical Troubleshooting, and Pneumatics and has a strong quality assurance

[Robert.Wentworth@vikand.com](mailto:Robert.Wentworth@vikand.com)



# COVID19 -Hotline

VIKAND and Inmarsat bringing a COVID-19 information hotline to Inmarsat's global shipping and energy clients.

## 24/7 Access

This service ensures that Inmarsat clients have 24/7 access to call VIKAND's expert staff for information to help navigate COVID-19 related, medical questions. By facilitating access to timely information for a vessel, client uncertainty will be reduced, their decisions will be more informed, and actions can be taken faster by clients to help mitigate and resolve risks. The hotline video call functionality is powered by proprietary AI Edge collaboration technology from FrontM who like VIKAND are a Certified Application Provider (CAP) to Inmarsat



## About Inmarsat

Inmarsat is the world leader in global, mobile satellite communications. It owns and operates the world's most diverse global portfolio of mobile telecommunications satellite networks. Inmarsat's long-established global distribution network includes not only the world's leading channel partners but also its own strong direct retail capabilities, enabling end to end customer service assurance. For more information visit [www.inmarsat.com](http://www.inmarsat.com)

## Product Leader Camilla Bock

Camilla has a diverse knowledge in cruise operations and hospitality human resource management. She's recognized for developing and implementing a strong global shipboard HR function for various luxury cruise brands with world-wide.

[Camilla.bock@vikand.com](mailto:Camilla.bock@vikand.com)



# Affiliations

Closely aligned with medical and regulatory organizations

## Affiliations

VIKAND works in alignment with the Centers for Disease Control and Prevention (CDC), American College of Emergency Physicians (ACEP), Cruise Lines International Association (CLIA), SHIPSAN and all relevant maritime medical regulatory bodies. VIKAND also has close connections to the UK health authorities and are fully acquainted with related flag state requirements.



## Affiliations contact Sven Thorslund

Sven has deep and wide expertise across marketing, sales, product strategy and account management. His experience includes 20 years with global leaders in the cross-border travel assistance and medical management fields. Sven works as Head of Marketing, PR and Strategic Partnerships.  
[Sven.thorslund@vikand.com](mailto:Sven.thorslund@vikand.com)



# Advisory Board

An industry leading expert team with unmatched depth and breath of experience and contacts supporting the continued success of VIKAND's mission.

## Advisory Board Team Members

- **Paul Morgan, Chairman.** Vice President Maritime Compliance and Analysis at Carnival Corporation. His wide and deep maritime experience from roles at Princess and Carnival includes in compliance, quality assurance and health, environmental, safety and security management systems (HESS).
- **Nicholas (Nick) Kuchova, Vice Chair.** Former Counselor for Commercial Affairs for Sweden and the Regional Commercial Officer for the Nordics, the United Kingdom, Ireland, Estonia and Latvia.
- **Anna Bjurstam, Senior Consultant IHG (Raison d'être and Sixth Senses)** Global Expert in Health, Spa and Wellness.
- **Frederick Burman, Senior Vice President, Skanska Asset management**
- **Andrew Carricarte, President and Founder – Tritan Software Corporation**
- **Michael Crye, independent public and regulatory affairs consultant** focused on maritime industry. Military career including shipboard, legal, regulatory, and Congressional assignments and 15 years of representing the dynamic and complex global cruise industry
- **Jerry Hamilton, Managing Partner for Hamilton, Miller & Birthisel**
- **Dr. Jan Lessem, Senior Medical Consultant and previous Chief Medical Officer and Executive Vice President for Biomedical and Pharma companies**
- **Christian Sauleau, Former Executive Vice President at Silversea, Radisson Seven Seas, Crystal Cruises.**



# Executive Media Contacts



## Peter Hult

As a global maritime expert with a passion for innovating and cultivating win-win partnerships, Peter Hult founded VIKAND Solutions in 2010. Peter is a founding board member of the Swedish American Chamber of Commerce, Fort Lauderdale and Palm Beach and previously served as their President. Hult's background includes more than 20 years in human resources, crew management and insurance.

**[Peter.hult@vikand.com](mailto:Peter.hult@vikand.com)**

## Bill Heymann, MD, FACEP

Dr. Heymann, is VIKAND's Chief Medical Officer. During the past 30 years, he has served as a medical director or consultant for numerous cruise lines. He is co-founder and a past Chairman of the Cruise Ship and Maritime Medicine Section of the American College of Emergency Physicians and remains an active member. He participated in the CLIA Medical Working Group development of Health Care Guidelines for Cruise Ship Medical Facilities.

**[Bill.Heymann@vikand.com](mailto:Bill.Heymann@vikand.com)**



## Len Quist

With more than 30 years of experience driving and managing businesses for both multinational and emerging companies in general management, marketing and sales, Quist serves as the Sr. Vice President and General Manager of VIKAND. Originally from Sweden, he received his undergraduate degree from University of Washington and his MBA from Columbia Business School in Finance and Marketing.

**[Len.Quist@vikand.com](mailto:Len.Quist@vikand.com)**





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