



Dossier du BHI No S3/8152

LETTRE CIRCULAIRE 05/2012  
24 janvier 2012

### DESCRIPTION OPERATIONNELLE DES RENC IC-ENC ET PRIMAR

Madame la Directrice, Monsieur le Directeur,

- 1 Les Etats membres de l'OHI ont adopté le concept de Base de données mondiale pour les cartes électroniques de navigation (WEND), lequel est résumé dans la Résolution 1/1997 de l'OHI - *Principes de la base de données mondiale pour les cartes électroniques de navigation*.
- 2 Les Principes de la WEND encouragent les Etats membres à distribuer leurs ENC *via* un Centre régional de coordination pour les ENC (RENC) afin de mettre en commun leur expérience et de réduire les dépenses, ainsi que d'assurer une standardisation, une uniformité, une fiabilité et une mise à disposition des ENC les plus grandes possibles. Les RENC sont également destinés à faciliter la coopération entre les Etats membres en vue de résoudre chevauchements et lacunes dans la couverture, d'assurer la conformité avec les normes de codage, de fournir un niveau mondial cohérent de données ENC de grande qualité et d'appuyer la fourniture de services ENC coordonnés aux utilisateurs finaux.
- 3 Toutefois, le modèle opérationnel d'un RENC, y compris les services qu'il fournira et les dispositions financières à prendre, ne sont pas expliqués en détail dans les principes de la WEND. C'est une information importante, particulièrement pour les Etats membres qui ne sont pas membres d'un RENC.
- 4 Lors d'une récente réunion du groupe de travail de la WEND à Wollongong en octobre 2011, les représentants des organisations RENC - IC-ENC et PRIMAR - ont présenté des briefings comparant leurs deux modèles opérationnels.. Ceci s'inscrit dans leur programme plus vaste de travail en commun en vue d'assurer une coopération plus étroite et une meilleure harmonisation des politiques des RENC.
- 5 A la réunion du groupe de travail de la WEND, les deux RENC ont convenu de publier des descriptions sur leur fonctionnement de manière à ce que les Etats membres, et en particulier, les Etats qui ne font pas encore partie d'un RENC, puissent mieux comprendre les similarités et les différences entre les deux RENC. Les descriptions opérationnelles fournies par IC-ENC et par PRIMAR répondent à dessein aux mêmes questions, de manière à permettre une comparaison aisée entre leurs deux modèles opérationnels.
- 6 Un résumé des progrès réalisés en vue d'harmoniser les politiques des deux RENC et d'assurer une coopération plus étroite sera présenté par les présidents des RENC à la XVIII<sup>ème</sup> Conférence hydrographique internationale en avril. Les deux RENC partageront également un stand à l'exposition de la CHI, où des représentants des deux RENC seront disponible saux fins de fournir de plus amples détails sur la coopération et le fonctionnement des RENC aux délégués des Etats membres.
- 7 Des exemplaires des descriptions opérationnelles présentées par IC-ENC et PRIMAR sont jointes à la présente.

Veuillez agréer, Madame la Directrice, Monsieur le Directeur, l'assurance de ma haute considération.

Pour le Comité de direction,

A handwritten signature in blue ink, appearing to read 'Robert Ward', is placed above the printed name.

Robert WARD  
Directeur

Pièces jointes (*en anglais seulement*):

- 1 Description opérationnelle - IC-ENC
- 2 Description opérationnelle - PRIMAR



## RENC Description Document - IC-ENC

Date of document: January 2012 (Issue 1)

### Purpose of Document

This document provides a high level description of the operation, governance and finances of the International Centre for Electronic Navigational Charts (ENCs) (IC-ENC). The intended audience is the Hydrographic Office (HO) community, particularly those International Hydrographic Organization (IHO) member states who are not currently a member of a Regional ENC Co-ordinating Centre (RENC). The format of the document will allow an easy comparison between the different RENC models, and provide clarity to a subject that is acknowledged as complex to those without a detailed knowledge of the RENC organisations.

### What is a RENC?

RENC stands for Regional ENC Coordinating Centre. A RENC is an organisation, conceptualised in the Worldwide Electronic Navigational Chart Database (WEND) principles of the IHO, through which IHO members can co-operate to resolve overlaps and gaps in coverage, ensure compliance with S57 and S63 encoding standards, provide a world-wide consistent level of high quality data and support the provision of co-ordinated end-user services for official ENCs.

The IHO WEND principles encourage Member States to distribute their ENCs through a RENC in order to share in common experience and reduce expenditure, and to ensure the greatest possible standardization, consistency, reliability and availability of ENCs.

### What is IC-ENC?

IC-ENC is a RENC, and was formed in 2002. It is a low-cost, not-for-profit organisation controlled by its members.

IC-ENC is an association of national hydrographic organisations working together to harmonise the production and distribution of high quality ENCs. The common goal is to promote safe navigation at sea. IC-ENC has 10 members of staff, located in two offices; the main IC-ENC Headquarters in England and a regional office in Australia.

IC-ENC provides an independent ENC quality assurance service and supply path to market for its members' data. The validation feedback provided by IC-ENC is aimed at improving the individual ENC, improving consistency across the entire dataset, and improving the usability of the product. At all times the feedback is targeted advice designed to improve the product to the benefit of the mariner.

The IC-ENC business model allows for regional offices to operate to the same standards as the main office in England. IC-ENC developed the concept to create regional centres that manage:

- Validation of national or regional data
- Regional cooperation on ENC production
- Development of regional views on standardisation rules and representation of these at IC-ENC working groups
- Local distribution of data for the national market

The regional office model promotes consistency, efficiency and partnership within the region and fits neatly into the WEND concept. IC-ENC encourages the development of regional offices and provides support and training as required.

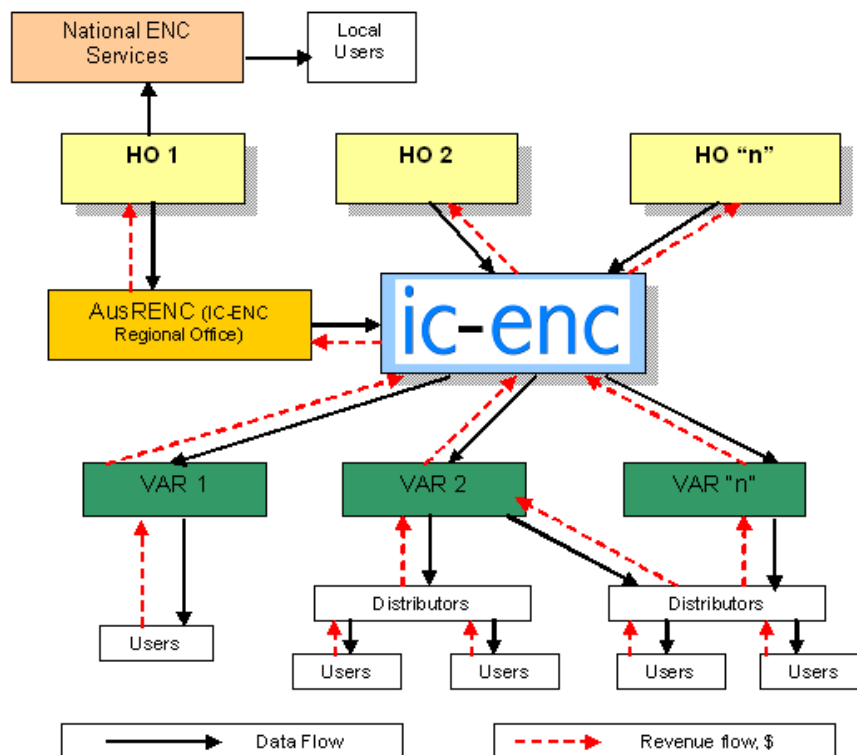
# ic-enc

In January 2005 Australia launched the second regional coordinating centre within the IC-ENC family. Hosted by the Australian Hydrographic Service (AHS), the office called "AusRENC" provides the same comprehensive and independent quality assurance services undertaken by the main IC-ENC office in Taunton.

When the ENC's have been validated and are ready for distribution, IC-ENC delivers each ENC file to its Value Added Resellers (VARs) as a complete Exchange Set. The VARs are companies that have practical experience in digital chart supply, and who are able to offer comprehensive ENC services for the mariner. By working with these assessed vendors, IC-ENC ensures the mariner has a choice between different styles of services each incorporating the wide range of ENC's, which are available through well known international distribution outlets.

*IC-ENC members therefore benefit from being part of a centre of expertise that provides cost effective quality assurance, advice, distribution, and revenue management services.*

IC-ENC's data and revenue flow can be represented diagrammatically:



## Who are the current members of IC-ENC?

Argentina, Australia, Bahrain, Belgium, Brazil, Chile, Colombia, Cuba, Ecuador, Germany, Greece, Iceland, Mexico, Mozambique, Netherlands, New Zealand, Pakistan, Peru, Portugal, Russian Federation, South Africa, Spain, Turkey, United Kingdom, Uruguay, Venezuela.

Together, and with the support of IC-ENC, these 26 nations are producing and maintaining a sizeable ENC dataset, currently made up of over 4,200 ENC base cells and growing each week.

IC-ENC is currently in discussion with several other IHO member states who are considering joining.



## What services and benefits do IC-ENC members get?

### ENC Validation

The ENC standards are complex and at times open to interpretation. This has led to various ENC production software systems, HO production teams, and ECDIS systems each handling ENCs slightly differently. IC-ENC therefore conducts a full and independent quality assurance of all of the ENC files it receives.

It is the quality and consistency of the whole database which is important to the navigator, and for stable ECDIS operation. IC-ENC members therefore recognise that a consistent approach to validation is crucial, and this requires a central independent function.

IC-ENC is an ENC centre of expertise, with an experienced staff that has seen many different flavours and styles of ENCs. The IC-ENC team operates to validation policies which are based fundamentally on improving the ENC database for the mariner, rather than simply conforming to the standards. As such, IC-ENC's feedback reports go beyond the single ENC file, reporting on wider data consistency and usability issues. The assessment is made with the use of commercial validation software (7Cs ENC Analyzer and Designer, dKart Inspector), in-house software, and due to the need for install logs, at least one well known and widely used ECDIS system.

IC-ENC members receive a comprehensive feedback report for each processed ENC file, allowing the HO to easily focus on the issues that merit their further attention.

### Production Support

IC-ENC assists members with ENC production concerns, through email, phone calls and face-to-face technical support visits. This can range from initial advice on ENC production, chart schemas and internal validation routines for those members commencing their production, to detailed responses on specific technical encoding issues for the more established ENC production departments.

The validation tools are complex, ambiguous and can often report erroneously. IC-ENC members have full access to the *IC-ENC Errors Database*, a database of validation tool error messages, explaining their meaning, significance and action to take, to help support their own production and validation work. The IC-ENC team keeps this database updated as its gains further experience and validation work. The IC-ENC team keeps this database updated as its gains further experience from seeing more ENCs from a growing number of countries, and based on feedback it receives from other users of the same software and the validation software manufacturers.

### Distribution

IC-ENC coordinates and manages the wholesale supply of its members' ENCs to VARs. IC-ENC members then automatically have their data available through a range of competing integrated services in accordance with WEND principles. IC-ENC members retain the freedom to manage their own supplemental distribution, for example to local non-SOLAS markets and national administration.

### Revenue Management

IC-ENC manages all aspects of the VAR sales reporting, invoicing and revenue collection process. An itemised sales report is provided quarterly to each member, and the revenue generated from these sales is then paid by IC-ENC to the HO.

## Who is IC-ENC's host?

IC-ENC Headquarters is currently hosted by the UKHO, in Taunton, England. The AusRENC regional office is currently hosted by the AHS in Wollongong, Australia.



### What is the relationship between IC-ENC and the host?

UKHO provides all of IC-ENC Headquarters' infrastructure requirements, such as office accommodation, facilities, and information technology. The host also supplies members of staff to IC-ENC, who work on a full-time secondment basis. The UKHO charges IC-ENC for all of these services in order to recoup its expenditure, and these costs form the majority of the IC-ENC annual cost of operations. IC-ENC's budget is entirely independent from the UKHO.

The AusRENC is supported in a similar manner by the AHS with its overheads and direct staff costs making up the cost of operations.

IC-ENC Headquarters is clearly separated, both politically and physically, from its host. It is housed in a separate office building, has its own server network and IT systems, and the IC-ENC General Manager liaises directly with the elected IC-ENC Chairman. This avoids any potential conflicts of interest. As well as being the IC-ENC host, the UKHO is an ENC producer and thus a member of IC-ENC; and it is also one of the appointed IC-ENC VARs.

The AusRENC is situated in the AHS building and its overheads are calculated on a pro rata basis in relation to floor space and computer terminals.

### How is IC-ENC governed?

IC-ENC is controlled by its members. All members belong to the IC-ENC Steering Committee which meets at least once a year to set IC-ENC's strategic direction and technical/commercial policies, agree IC-ENC's budget, and oversee the activities of the specialist team which manages IC-ENC's day-to-day activities.

All members are invited to attend the meetings, and decisions are reached by consensus, with a voting system defined if consensus is not possible. Between meetings, decisions can be taken through correspondence, via a circular letter to all of the membership. The Steering Committee is chaired by a representative from the membership (although not from the host HO), and is elected for a two year term. The elected Chairman also represents the members on general IC-ENC business outside of the Committee meetings.

IC-ENC has two bodies that report to the Steering Committee: the Technical Experts Working Group (TEWG) and the Commercial Working Group (CWG). These Working Groups are compiled from personnel from the membership, and are facilitated by IC-ENC. The Groups recommend technical and commercial policies to the Steering Committee, and respond to tasking from the Committee and Chairman.

### How are the ENCs distributed and marketed?

IC-ENC works with various companies who are able to offer comprehensive end-user services that bring together various navigational products into one package. These companies are referred to as Value Added Resellers (VARs). Any company can apply to become a VAR, and the application is assessed independently by the IC-ENC Commercial Working Group.

The IC-ENC VARs are:

- ChartWorld
- Datema
- Jeppesen Marine
- MARIS
- Norwegian Hydrographic Service
- Transas
- United Kingdom Hydrographic Office

By working with these companies, IC-ENC can offer the mariner a choice between different styles of services each incorporating the wide range of ENCs, and which are available through the variety of



well known international distribution outlets. IC-ENC acts as single point of supply offering consistent terms that give VARs the flexibility to offer a range of integrated services to meet the needs of the international mariner.

With the VAR model of distribution, IC-ENC members avoid:

- Cost of developing and marketing their own services for global distribution
- Managing extensive distributor networks
- Need for complex and expensive service delivery systems

IC-ENC members supply their ENC's to IC-ENC on a *non-exclusive* basis, and so each member can also, if they choose, distribute to other organisations, local markets, their Navy and so on.

### How are the ENC's protected?

IC-ENC supplies the ENC data to the VARs without encryption, but by using a secure file transfer process. This is to give the VARs maximum flexibility regarding service provision, permit generation and so on. The VARs then manage the ENC encryption process themselves, and from this point onwards distribution is of encrypted ENC's, using the IHO S63 Data Protection standard.

### What services do the VARs/distributors benefit from?

In order to allow a wide range of service developments and to encourage innovation, IC-ENC simply supplies each VAR with a basic exchange set of the ENC files for the week, and a central text document listing the IC-ENC cells now available, plus details of the weekly release. The VARs then integrate this new data into their services (which will also contain data from other sources) and make it available via their own catalogues and ordering systems and their own international network of distributors.

### How much does it cost to join IC-ENC?

There is no annual fee or standing charge to be a member. IC-ENC is financed from the sale of ENC, by retaining a fixed fee for each sale made (see 'How is IC-ENC funded?' below).

### How much does IC-ENC cost to operate annually?

IC-ENC's financial strategy is to keep costs as low as reasonably practical. Annual operating costs are in the region of US\$600,000 for the Headquarters, and US\$200,000 for AusRENC. The top level budget for the last complete financial (July 2010 – June 2011) year is presented below:

	09/10		10/11		11/12 Forecast	
Organisation	IC-ENC HQ	AusRENC	IC-ENC HQ	AusRENC	IC-ENC HQ	AusRENC
Staff	\$465,499	\$161,599	\$473,250	\$143,951	\$497,827	\$143,951
IT	\$74,100	\$12,571	\$73,420	\$12,481	\$105,592	\$12,481
Office	\$51,934	\$47,498	\$37,356	\$33,464	\$41,333	\$33,464
<b>Total</b>	<b>\$591,534</b>	<b>\$221,668</b>	<b>\$584,027</b>	<b>\$189,898</b>	<b>\$644,753</b>	<b>\$189,898</b>

Note: The costs are accrued in the national currency, and have been converted to US\$ for this document, using December 2011 exchange rates.



### How is IC-ENC funded?

IC-ENC is a low cost, 'not for profit' organisation which is financed out of ENC sales. Its costs are recovered by retaining a 'fixed fee' per sale of each ENC made by the VARs. The fixed fee amount is determined by the Steering Committee, and is set to a value expected to cover the forecast cost base, plus any changes to the services provided, and provide a contingency for unplanned operational expenditure. Once the fixed fee amount is agreed, each member is then free to set its own wholesale ENC price. This way, each HO knows for certain how much revenue it will receive for each ENC sold.

IC-ENC operates using a large, medium and small price band structure for each member. The member is free to set its wholesale prices, which remain in place for one calendar year. At the moment, the IC-ENC fixed fee is US\$4 per large cell, reduced proportionally for medium and small price bands. An example of the pricing structure of one of the IC-ENC members is included here:

	<b>Large cell</b>	<b>Medium cell</b>	<b>Small cell</b>
Wholesale price	\$14	\$7	\$3.50
IC-ENC fixed fee	\$4	\$2	\$1
Returned to HO	\$10	\$5	\$2.50

### How is the ENC revenue returned to members?

Every quarter, the VARs report their sales to IC-ENC. These reports are collated and processed centrally, and an itemised sales report produced for each member. Each member chooses their preferred method of receiving the revenue owed to them; by bank transfer, invoice, or cheque. These payments are made on a quarterly or an annual basis, again at the request of the member.

### What is the relationship between IC-ENC and PRIMAR?

Between 1998 and 2001, there was one RENC organisation, Primar, made up of 11 member nations. In 2001, these nations recognised that two distinct methods of operation were possible, each with their own benefits, leading to the formation of two separate RENC organisations; IC-ENC and Primar Stavanger (which changed back to PRIMAR in 2007).

This gave other prospective RENC members the option of joining the RENC that best suited their individual needs. During much of the 2000s, both RENC offices operated independently from each other, and at times in competition. However, over the last two years, significant developments have taken place in the working relationship between IC-ENC and PRIMAR at a political, operational and technical level.

With the full support of the existing RENC members, IC-ENC and PRIMAR are part way through a programme of work to:

- Promote closer co-operation between the two RENCs
- Harmonise RENC policies
- Increase RENC membership

The goal of the RENC-RENC co-operation programme is to improve the ENC services available through distributors and VARs to end -users. Many of the issues raised at the ECDIS Stakeholders' Forum (see IHO CL 82/2008) are being addressed, including greater flexibility and harmonisation of licensing options, the availability of ENCs, and an agreed approach to data quality and consistency issues. At the meeting of the IHO WEND Working Group in 2011, a sub-working group was formed to oversee the RENC-RENC co-operation programme and to make it visible and accountable to the IHO community.



### How do I find out more?

For further information on IC-ENC, please contact the General Manager, James Harper, by email, telephone, or post;

Address: Mr James Harper

International Centre for ENCs

Grenville Building,

Admiralty Way,

Taunton, TA1 2DN,

UK

Tel: +44 (0) 1823 723 341

Email: [james.harper@ic-enc.org](mailto:james.harper@ic-enc.org)

Website: [www.ic-enc.org](http://www.ic-enc.org)





## **RENC Description Document - PRIMAR**

Date of document: 9 January 2012 (Issue 1)

### **Purpose of Document**

This document provides a high level description of the operation, governance and finances of PRIMAR Regional ENC Co-ordinating Centre (RENC). The intended audience is the Hydrographic Office (HO) community, particularly those International Hydrographic Organization (IHO) member states who are not currently a member of a RENC. The format of the document will allow an easy comparison between the different RENC models, and provide clarity to a subject that is acknowledged as complex to those without a detailed knowledge of the RENC organisations.

### **What is a RENC?**

RENC stands for Regional ENC Coordinating Centre. A RENC is an organisation, conceptualised in the Worldwide Electronic Navigational Chart Database (WEND) principles of the IHO, through which IHO members can co-operate to resolve overlaps and gaps in coverage, ensure compliance with S57 and S63 encoding standards, provide a world-wide consistent level of high quality data and support the provision of co-ordinated end-user services for official ENCs.

The IHO WEND principles encourage Member States to distribute their ENCs through a RENC in order to share in common experience and reduce expenditure, and to ensure the greatest possible standardization, consistency, reliability and availability of ENCs.

### **What is PRIMAR?**

PRIMAR is a worldwide ENC service operated on a non-profit basis. The core aim is to provide the maritime community, through authorized distributors, with an ENC service recognized for its quality, user-friendliness and overall contribution to marine safety and efficiency on a global level.

The service incorporates the Regional ENC Coordinating Centre (RENC) based on bilateral agreements with several nations as well as direct license and distribution agreements with other hydrographic offices for the distribution of their ENCs through PRIMAR ENC service.

PRIMAR is operated in accordance with the WEND principles (Worldwide Electronic Navigational Chart Database) of the International Hydrographic Organization (IHO).

### **Who are the current RENC members?**

Brazil, Croatia, Denmark, Estonia, Finland, France, Greece, Latvia, Mozambique, Norway, Poland, Russia and Sweden

### **What services and benefits do PRIMAR members get?**

#### **Validation services/ Quality assurance services**

Virtual PRIMAR Network (VPN) . The VPN is a web tool with internally developed functionality for secure administration of national ENCs by the issuing hydrographic office. This includes upload of ENCs to the PRIMAR database, download and release of ENCs. When ENC data are uploaded to the PRIMAR database a set of minimum checks are performed on the data. Integrated in the validation process is a quality check of data using the internally developed software Validation Report Checker



(VRC), the 'S57 Advisor' and Overlap checker and also tools for checking of horizontal and vertical consistency. All members use the same commercial validation software, dKart Inspector and ENC Analyzer as a basis for the validation process. Necessary support is provided to members as required. All ENC's are checked in 2 ECDIS systems. Member nations can in addition monitor their sales via the VPN. Full information on sales development and vessels in service are available on-line.

### **Navy Supplier Service**

PRIMAR RENC members are offered a Navy Supplier service, for delivery of ENC's to national navy. It is a national discretion to appoint a supplier for ENC delivery to its own navy. This arrangement is dealt with in a separate Navy Supplier Agreement between NHS and the appointed Navy Supplier.

### **National services (Pilots/VTS/other governmental users)**

PRIMAR RENC members are offered a service for their Pilots, VTS and governmental organisations. The national services are delivered through a separate agreement with NHS. It is the discretion of the member nation to decide the policy and mechanism for delivery of ENC's to pilots, VTS or other governmental users.

### **PRIMAR Web Chart Service (wms)**

PRIMAR Web Chart Service uses internet to deliver chart images derived from the content of updated electronic navigational charts (ENC) made available by cooperating hydrographic offices. The service is available for RENC member's governmental organisations.

### **PRIMAR Inspector service**

PRIMAR RENC members are offered access to Inspector - a tool for port state control of ENC status on vessels. Inspectors responsible for enforcing port state control can by using this service access real-time chart information, ENC coverage and update status for all vessels using PRIMAR ENC services.

### **Who is PRIMAR's host?**

PRIMAR is hosted by The Norwegian Hydrographic Service (NHS), located in Stavanger, Norway.

The NHS uses a Norwegian state owned company, ECC AS, to deliver services within database operations/validation, sales and distribution, infrastructure and R&D to PRIMAR through a service provider agreement with the NHS.

### **What is the relationship between PRIMAR and the host?**

NHS is responsible for the daily operation within the framework of strategies and policies decided by PRIMAR Advisory Committee.

The daily operational includes:

- Administration and signing of agreements (bilateral agreements for RENC cooperation, licensing agreements, distributor agreements, navy supplier agreements and national agreements)
- Receive and quality assure (QA) ENC's
- Support and follow up HO's in all issues related to QA
- Coordinate feedback from the market to the relevant member nation
- Make available ENC's via a network of authorized distributors (CD, web, ftp)
- Support and follow up distributors
- Maintain and develop infrastructure in order to meet customer requirements (HO's and distributors)
- Organize and chair PRIMAR Financial Working Group, PRIMAR Marketing Working Group and Technical Experts Meetings



### How is PRIMAR governed?

The formal framework of the RENC cooperation is the PRIMAR Advisory Committee (PAC) as defined in the PAC statutes. The cooperation is aimed at providing guidance and advice on the RENC operation and to exchange opinions on related topics of mutual interest. PAC members are invited to an annual meeting. Decisions can be made on:

- Strategy issues
- Technical issues (encryption, non-navigation services, etc.)
- Marketing issues (pricing and distribution models, etc.)
- Information, communication
- Financial issues (cost and revenue sharing, etc.)

### How are the ENC's distributed and marketed?

Standard distributor agreement allows all PRIMAR distributors to resell encrypted ENC data from PRIMAR.

Approved SENC distributors receive the data unencrypted and distribute it in their proprietary SENC format.

Qualified Distributors receive the unique cell keys from PRIMAR which enables them to generate their own permits files. This is meant to be an interim arrangement pending full implementation of the S-63 regime by all OEMs.

Real Time Reporting (RTR) with 24 hours frequency is required for SENC and QD.

By the end of 2011 the distributor network comprises:

- 66 distributors, where
  - 3 are SENC distributors
  - 4 are Qualified Distributors

### How are the ENC's protected?

Data is encrypted using the IHO S-63 Data Protection standard. SENC distributors, who receive the data unencrypted, are required to obtain certification from a notified body and demonstrate compliance with the NHS SENC specifications.

### What services do the VARs/distributors benefit from?

#### **PRIMAR ENC CD and Permit Service**

PRIMAR delivers a weekly ENC Base and Update CD service. The content of these CDs are encrypted in accordance with IHO S-63 and can only be viewed by compatible systems and with a valid permit file/license.

#### **PRIMAR FTP and Web Service**

The Distributor has secure access to download the weekly PRIMAR CD content (Image) on an FTP server through the PRIMAR FTP Service. The Distributor will be informed via e-mail when the weekly CD content (Image) is published.

#### **PRIMAR Chart Catalogue**

The PRIMAR Chart Catalogue is an ordering and vessel chart management tool. The catalogue is used by distributors to manage sales and distribution of ENC services to the commercial market and is available 24-7 for appointed distributors. It provides a graphical interface to the ENC coverage available from PRIMAR. Registered distributors can also access on-line ordering of ENC permit files, allowing them to manage their own customers directly via the PRIMAR server.



### **PRIMAR Online Services**

PRIMAR online service can be used in addition to or as a supplement to the PRIMAR ENC CD and Permit Service. PRIMAR Online is an internet-based service for maintaining a vessel's ENC portfolio and is provided by the distributor.

### **PRIMAR B2B Service**

PRIMAR B2B Service integrates a distributor's business systems with PRIMAR ENC Service. The secure interface is designed to support online customer & vessel registration and management.

### **Pay As You Sail (PAYS)**

PRIMAR offers a service that will allow PRIMAR ENC data to be passively installed on a navigation system. The data can be freely viewed and accessed for planning purposes.

The distributor must establish a mechanism whereby the use of all ENC data accessed during navigation is registered accurately and the ENC usage information is transmitted automatically to the distributor. The service will ensure that the user has immediate access to additional ENC coverage in case of re-routing due to operational or contingency purposes.

Only authorised PRIMAR distributors can become Pay As You Sail (PAYS) distributors.

### **How much does it cost to join PRIMAR?**

PRIMAR RENC members set the wholesale price of their own ENCs and receive royalties in accordance with the agreed financial arrangement. The current financial arrangement returns a flat and equal percentage of the individual nation's sales. The rest is retained to cover the cost of the operation. For 2012 the target of the return percentage is 45% of the individual nations' sales. The budget and the royalty percentage is subject to discussion and decision by the annual PRIMAR Advisory Committee meeting. The annual changes are updated in the bilateral agreements for RENC cooperation.

### **How much does PRIMAR cost to operate annually?**

Contact PRIMAR management for this information.

### **How is PRIMAR funded?**

PRIMAR operation is based on a not-for-profit model. The cost is covered by the ENC sales and no governmental funding is received.

PRIMAR Financial Working Group proposes a financial model that must be approved by PAC. The current financial arrangement decided for the period 2011 - 2013 is based on a flat and equal percentage of the individual nation's ENC sales with a target of a yearly increase of the percentage.

### **How is the ENC revenue returned to members?**

PRIMAR RENC member nations receive royalties at six month intervals. All sales information for the individual nation is available online. In addition the NHS provides reports as a supplement for invoice or payment.

### **What is the relationship between PRIMAR and IC-ENC?**

Between 1998 and 2001, there was one RENC organisation, Primar, made up of 11 member nations. In 2001, these nations recognised that two distinct methods of operation were possible, each with their own benefits, leading to the formation of two separate RENC organisations; IC-ENC and Primar Stavanger (which changed back to PRIMAR in 2007).



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- Promote closer co-operation between the two RENCs
- Harmonise RENC policies
- Increase RENC membership

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#### **How do I find out more?**

For further information on on PRIMAR visit PRIMAR at [www.primar.no](http://www.primar.no)