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Navarino presents its unique Infinity advantage for Fleet Xpress at the Posidonia 2016 exhibition



The Greek Posidonia exhibition in June was one of the biggest shipping events of the maritime calendar, and Navarino was extremely proud to participate. Our stand was one of the most popular points of the show and we were delighted to welcome so many visitors and to introduce them to the brand new Fleet Xpress service, launched earlier this year.

Our stand welcomed our partners, Dell, GTMaritime, Intellian and Cobham which gave our visitors the chance to see live demonstrations of all our solutions including Infinity, Fleet Xpress antennas, and communication software.

We also hosted interviews at the stand with Korean television who spoke with Navarino CEO Dimitris Tsikopolous about our cooperation with Intellian.



Navarino's Christian Vakarelis was joined by Inmarsat and Intellian at a partner event in which we presented to journalists and customers the unique advantages and full redundancy that using Infinity brings in combination with the new Fleet Xpress service from Inmarsat. Intellian also presented on how their antennas are constructed, tested and displayed their ease of installation.

We would like to thank all our visitors and partners who visited us on our stand to make our Posidonia such an excellent week and we would like to share with you in this Newsletter some of our favourite images from the week.

Editor's note

by Christian Vakarelis

Hello all, and thanks for taking the time to read our Newsletter. The biggest news this quarter is of course the Posidonia exhibition which took place in Athens this June.

As you will read about, the exhibition enjoyed record numbers of visitors this year, and it certainly seemed that way to Navarino staff on the stand just next to the main entrance. It was an excellent opportunity to engage with our customers who visited from all over the world of shipping and we are grateful to the many people who stopped by to hear about our latest services.

In this edition you will also learn about a fun project we have been working on, the Infinity film, in which we interview customers on board their vessels and in their offices about how they are using Infinity for both their operational and crew welfare purposes. We are extremely grateful to all those who participated and intend to visit further companies to continue the film making.

We include in this edition the usual updates on what is happening with Infinity, this month we are pleased to have partnered with Jeppesen to offer their nautical maps via Infinity, which removes the need to send updates to vessels in physical format.

Our cyber security review is also complete and you can read about how Navarino is making this increasingly important aspect of our industry an ever higher priority. Thanks for reading, we hope you enjoy this quarter's edition of our Newsletter!

Events and News

Posidonia 2016 Photo Gallery



Navarino CEO Dimitris Tsikopoulos and Infinity Director Andreas Charalambopoulos



Navarino VP, Media Communications Christian Vakarelis talking with Digital Ship Editor Rob ODwyer



GTMaritime CEO Robert Kenworthy with Navarino Commercial Director Konstantinos Katsoulis



Infinity Director Andreas Charalambopoulos was kept busy during the exhibition doing live Infinity presentations at the Infinity section



Navarino CEO Dimitris Tsikopoulos with Daniel Warren and Summer Lee from Intellian after TV interview



Navarino was proud to host our strategic OEM partner Dell to our stand Dimos Droutsas pictured.



Our bar staff prepared impressive smoking cocktails the whole week



The view outside the exhibition, the blue skies of Athens helped make the event even better



Ioannis Brougiannakis and Andreas Charalambopoulos with Ioannis Ioannou of Athenian Sea Carriers



The Navarino stand was one of the most popular of the entire exhibition



Navarino's Kiriakos Striboulis with Lefteris Makaris of EfShipping



Operations Director Andreas Dimitriadis with Dr. Alex Zachariou and Mr. Grillas of Capital Ship Management



Thirsty work!



Nik Papanikolaou and Mr Theodorakopoulos of Diana Shipping Services



Navarino's Dimitra Likitsakou on the Navarino stand

Market News

Watch the Infinity movie to see how customers are using the service at sea and in their offices



We have been busy the past few weeks putting together an Infinity film. We took a film crew to customers offices and vessels in order to create a short video in which Infinity users discuss how they are using the service and the features they like best.

We visited Eletson Corporation, Spliethoff and Big Lift vessels for this video and our intention is to interview further vessels in the far east. We would like to thank all those who have participated so far, and to inform our readers that they can watch the short video here <https://youtu.be/8jmfyvruyc>

Infinity workshops held in Rotterdam, Oslo and Hamburg as interest in the Navarino solution skyrockets



The Oslo event held at the Thon Hotel Vika Atrium

Navarino's Infinity architects have had a busy quarter touring Europe over the past weeks to host Infinity workshops in several cities. We have held events in Oslo, Rotterdam and Hamburg, and each provided the opportunity for customers to come witness live demonstrations, learn about the latest developments and see the features of Infinity using real data. Inmarsat also participated in our events to present an update on the new Fleet Xpress service.

The link with Inmarsat and Fleet Xpress is important to highlight, as while the Fleet Xpress service is fully redundant in terms of using dual antennas on board and dual Satellite Access Stations on land in case of bad weather, the onboard below deck equipment is a single point of failure. And this is solved by Infinity Cube which offers dual nodes, and therefore is the only Fleet Xpress box which can bring full redundancy to the entire Fleet Xpress setup.

Each event was well attended and as always we received useful comments and feedback from many of those present and we were pleased that many

reported that they learned much from the sessions and found them really useful.

We would like to thank all our attendees, and to inform our readers that the next Infinity workshops will be held very soon, for information please check the 'Where we are next' section on our website or ask your account manager who will be able to inform you of the next event.



The Rotterdam event held at the Hotel New York



The Hamburg event held at the Renaissance Hotel



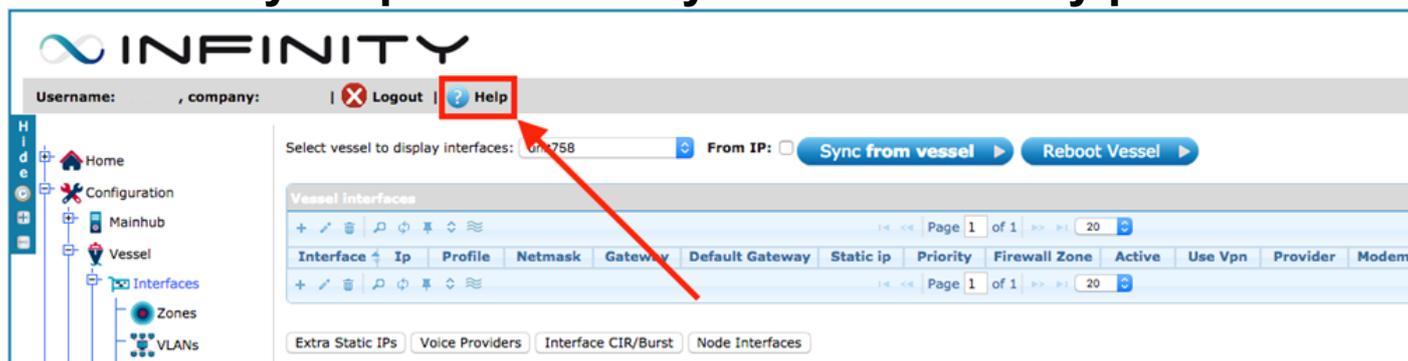
International Day of the Seafarer

The 25th of June was the IMO's International Day of the Seafarer. IMO's Day of the Seafarer campaign celebrates seafarers and lets the world know how and why seafarers are indispensable to everyone. The campaign theme this year was "At Sea For All" and emphasizes that seafarers serve at sea not just for the shipping industry or for their own career purposes but for all of us, consequently, they are also "indispensable to the world".

To the 50,000 seafarers using Navarino services, and to seafarers worldwide we would like to thank all of you for keeping world trade moving safely!

Infinity News

New Infinity Help functionality added to Infinity portal



The Navarino Infinity department has added a useful Help function to the Infinity portal. Now, whenever customers need help or instructions in using the features of Infinity they can click on the Help icon (see picture) and will be taken to the help page for whichever feature they are using automatically. This Help section also contains full documentation and instructions on how to setup, configure and utilize all the rich features of the Infinity service. It is also a fully searchable database, allowing users to quickly find exactly the instructions they are looking for.

Furthermore, there are also soon going to be available a series of 'how to' videos which detail how specific features of Infinity can be used, and these videos will be available to all Infinity customers. The short 2 minute videos provide a simple step by step guide on how to configure the most commonly used Infinity functions and can be requested from your Navarino account manager.

At Navarino we are dedicated to making the use of our services as trouble free and straightforward as possible, and these tools are part of our continuous efforts to enhance the way Infinity users work with the service.

Navarino steps up cyber security in all areas



At Posidonia, Navarino announced that its latest cyber security review had been completed. The company regularly evaluates its security measures to maintain a high level of defence against cyber threats, both as an organization and for its portfolio of services.

The current cyber security framework is being expanded to enhance and ensure the company's compliance with international cyber security standards. This framework relates in particular to how the company itself is secured and how it secures its offices, workforce and data from cyber attack.

As part of Navarino's security policy, Infinity is fully security-assessed by external cyber security experts. Its defences are continuously monitored and undergo aggressive testing in order to assess and implement new security measures on a regular basis, as part of the solutions' constant maintenance and development.

Finally, Navarino is also preparing a commercial cyber security package that will be available for customers. This package will constantly screen customers' vessels (and optionally their offices) for cyber threats, using both Intrusion Detection Software and Intruder Prevention Software. This will make sure that any malicious software or cyber threats are detected wherever they may be on customers IT networks and stopped before they become a problem.

Navarino and C-Map combine for chart data delivery



The Maritime satellite communications provider Navarino and digital navigation specialist C-Map have jointly created a platform for delivering electronic chart data to ships. This is the first step in a long-term collaboration, which is focused on strengthening digital navigation and operations offerings over L-band and VSAT satellite connections. This will involve updates for electronic navigational charts (ENCs) from C-Map being delivered to ships through Navarino's Infinity platform.

Navarino project manager Nikolaos Papanikolaou said this would replace the use of memory sticks and DVDs for installing chart updates on ecdis. He added that the service will be offered initially over Inmarsat's satellites, with inference that this will include Fleet Xpress Ka-band services. "The partnership with C-Map is another step in our strategy of providing high-quality integrated satellite communications solutions via the new generation of Inmarsat satellites," he said.

C-Map managing director for commercial marine services John Klippen said this would support shipowners that are deploying ecdis across their fleets to meet IMO regulations. He said around 35,000 vessels need to be equipped with ecdis that are using the latest ENCs by 2018. "Our partnership with Navarino will help ship operators comply with the ecdis mandate, and support them in achieving the operating efficiency needed to create competitive advantages," he said. Both companies expect more digital navigation solutions will be developed due to the growing technology trends of the Internet of Things, data analytics and the use of maritime cloud services. C-Map expects to offer more navigational and operational services for improving navigation, efficiency and safety at sea through Navarino's connectivity.

