



• Cover Page	• Events	• Market News	• Infinity News
<ul style="list-style-type: none"> <li>Almi Tankers S.A. talk about their new Fleet Xpress installations</li> </ul> <p style="text-align: right;"><b>Page 01</b></p>	<ul style="list-style-type: none"> <li>Singapore Infinity workshop</li> <li>Inmarsat FX workshop</li> </ul> <p style="text-align: right;"><b>Page 02</b></p>	<ul style="list-style-type: none"> <li>Navarino commits 1,200 ships to Fleet Xpress</li> <li>New cyber security packages to launch</li> </ul> <p style="text-align: right;"><b>Page 03</b></p>	<ul style="list-style-type: none"> <li>Infinity reaches 4,000 units</li> <li>New Infinity app available</li> </ul> <p style="text-align: right;"><b>Page 04</b></p>

## Navarino begins Fleet Xpress rollout. Almi Tankers S. A. is one of the first to implement new service at sea

We are pleased to present an interview with Almi Tankers S.A. in which IT manager Theofilos Vetsikas explains the thinking that led to Fleet Xpress being chosen for their vessels.



### Why did Almi Tankers S.A. choose Fleet Xpress?

- We had a big new building project, which started at the end of 2011. We undertook to oversee on behalf of owners the building of 10 suezmaxes and 2 VLCC Tankers at DSME Shipyard in S.Korea. In mid

2011 we had to select the primary communication method for these vessels based on the options we had at the specific period. We needed a reliable service that could provide global coverage to our vessels. We selected Inmarsat because they provided all of the above at a lower monthly rate compared to the other providers (V-SAT, C-Band). The other factor that made us proceed with Inmarsat was the FX project that was in progress and was expected to provide higher bandwidth and improved data services on board on top of the reliability of Inmarsat as a service provider. After the first installation of the FX system on board our vessel Almi Horizon we are very happy about our choice and plan to proceed with the rest of our vessels over the next 2 years.

### -What are the main features of Fleet Xpress that Almi Tankers S.A. will use?

- Here at Almi Tankers our people on board is our #1 priority. Our commitment to our people is further demonstrated by improving the conditions of their stay on board and making them feel more comfortable. Communication with their families is much easier and with many more options (video call, instant messaging with their own devices etc). Apart from our seafarers' satisfaction, we are going to use the bandwidth capabilities that the FX system provides, for the better monitoring of our vessel, and improve all the other services we already use (Electronic Charts & E-NP updates, File Synchronization etc).

### -What specific applications will Almi Tankers S. A. use with Fleet Xpress?

It is a transitional period for the market and many applications will be available to us either by the providers or many other vendors. For sure we are going to use an application for Cyber Security. We will soon evaluate all the options (Inmarsat UTM, Navarino Cyber Security app etc).

### -How is high-speed communications changing the operating of tanker vessels?

Now we can have remote access to our vessels and troubleshoot many issues without the involvement of the crew. We can easily transfer big amounts of data bi-directionally and avoid many delays on our projects. Higher speed of communications unfortunately includes many threats too. Vessels can be more exposed now and security measures similar to the ones we take on our premises must be applied on board also.

### -Please describe also some of your thoughts about Infinity, how it has improved communications for business and crew usage?

-We are a company that used the Infinity product from its first steps in the market. Through all these years we have followed all the developments of the product, which are impressive. People on board are feeling comfortable with the ease of use of the services that the product provides. It is also very important to have a team that will listen to your needs and develop them if they are reasonable. This flexibility of service is what made us invest further and also install Infinity Cube on our vessels.

### Editor's note

by Christian Vakarelis

Welcome to another edition of the Navarino newsletter, we appreciate your taking the time to read our latest news.

This quarter Navarino is really excited to announce that we have committed over 1,200 vessel to the Fleet Xpress service which launched recently. We already have started installations and they have been going well, with customers reporting very good speeds over all our Fleet Xpress terminals. We are very confident in this new service and delighted that it has started so well.

On the cover you will see a piece from Almi Tankers, who are one of our first customers installing FX. We are very thankful for them to taking the time to write about their FX experience, and really pleased that the service is performing so well for them.

Also this quarter we passed the incredible milestone of 4,000 Infinity unit installations, about which we are immensely proud. We look forward to continuing the successful deployment of Infinity units in conjunction with all our customers, and especially with our customers who choose to combine Infinity with Fleet Xpress.

Lots to say but not much space in this column, so please read on in this Newsletter!

**Where we are next**

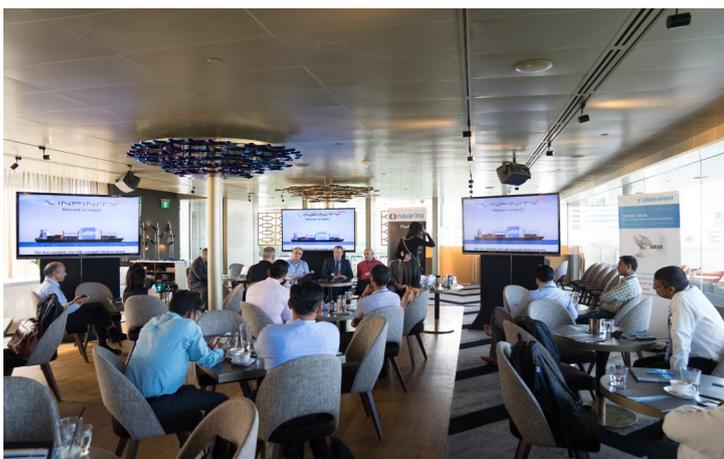
**The Navarino Fleet Xpress Event**

**The Acropolis Museum**

**13 December 14.00**

## Events and News

### Infinity workshop in Singapore at the Aura Sky lounge



The beautiful Aura Sky Lounge played host to the latest Infinity workshop in July. The event was held to show customers and prospects the latest features from the Infinity development program and to demonstrate how customers can use them to enhance their everyday business operations with their vessels. A case study on Infinity was presented by Seateam management showing how they use Infinity in their day to day operations.

Andreas Haralambopoulos, Infinity Director said ‘We were so pleased with the excellent turnout for this event in Singapore. It was a fantastic opportunity to hear our Infinity customers’ feedback and to put on show the latest features, and I would like to thank all of our customers who attended for making this such a worthwhile event.’

### The 2nd annual Ship IT conference in Athens in conjunction with AMMITEC



In September Navarino was proud to sponsor and attend the 2nd Ship IT conference, held in the stunning Benaki museum in Athens. The conference was organized by Netweek magazine in cooperation with the Association of Maritime Managers for Information Technology and Communications (AMMITEC), for the second year in a row. It was held to present and assess the importance of Information and Telecommunications Technology in creating best practices, innovative approaches, unique business models and tools leading to more efficient, safer, smarter and innovative operation of shipping companies.



Christian Vakarelis (pictured) gave a presentation in which he explained what, according to our experience, are the most important factors to consider and the features to look for when moving your vessels IT infrastructure into the new era of high bandwidth, in particular virtualization, redundancy and remote management capabilities.

We would like to thank all who attended this very well organized event.

### The Inmarsat Fleet Xpress workshop in Rotterdam details new promotions for FX

In September, Inmarsat invited all the Fleet Xpress Value Added Resellers (VARs) to a workshop in Rotterdam to discuss the latest Fleet Xpress developments and to introduce new promotional packages that apply for activations on the new service in 2016 and 2017.

Specifically, Inmarsat has doubled the Maximum Information Rate (MIR) on the FX Committed Information Rate (CIR) plans, waived the fee for FB 250 users on FX, and released new Fleet Xpress promotional plans which have a Maximum Information Rate (MIR) only, without a CIR, as the table shows. These plans are ideal for crew internet and come at a cost which is comparable to the FleetBroadband GB plans but through the new KA band terminals, at much higher speeds. Importantly, there is also no service or price differentiation between the 60 or 100 cm antenna size for these plans.

Download MIR	Uplink MIR
2,048	512
4,096	1,024
6,144	1,536

For those considering offering crew internet or trying out the potential of FX, these plans are the most cost effective starting point.



Andreas Haralambopoulos with Ronald Spithout of Inmarsat

# Market News

## Our new Navarino website goes live, let us know what you think of [navarino.gr](http://navarino.gr)



We have been busy the past few months putting together our new website and it is finally live! It has been designed to bring a modern, clean look to our online presence and we encourage you to take a look at [navarino.gr](http://navarino.gr) and let us know what you think. Besides information about our products and services, customers can login to our online portal via the site to check invoices, order crew calling cards and more.

We hope you enjoy browsing through the new site, and it will be continuously updated with news, events and information about where we will be presenting and conferences we attend. We always enjoy receiving feedback from customers about all aspects of our company, so please do give the site a visit and let us know what you think!

## Navarino commits over 1,200 vessels onto the new Inmarsat Fleet Xpress service

Navarino, one of the world’s leading providers of satellite communications solutions to the merchant marine market, has entered into a new agreement with Inmarsat to integrate Fleet Xpress into Navarino’s existing service portfolio. Through the agreement, Navarino will bring more than 1,200 vessels to the Fleet Xpress service over a six-year period.



“This is a significant agreement for Inmarsat and our new Fleet Xpress service,” said Ronald Spithout, President of Inmarsat Maritime. “As a major Inmarsat partner, we are delighted that Navarino shares our vision for Fleet Xpress. Together with our partners, we are making the concept of the ‘Connected Ship’ a reality; delivering operational and crew welfare benefits that can make vessels more efficient, competitive and profitable. Today’s announcement deepens our valuable partnership and underscores Inmarsat’s position in the global maritime business.”

“Extending our strategic alliance with Inmarsat to bring Fleet Xpress to our portfolio represents a natural progression in a cooperation positioning Navarino at the cutting edge of maritime satellite communications,” said Dimitris Tsikopoulos CEO Navarino. “Both companies are committed to growing maritime broadband for diverse customer requirements, and to the investments and support needed to nurture this exciting market.”

## Navarino to launch cyber security package for shipping

In the current technology environment, cyber security is being put under the spotlight to a greater and greater extent and the shipping industry is really beginning to engage with the topic. Today’s threats have expanded from viruses and hacking to include ever more advanced forms of threat. Keylogging, which involves recording the keys struck on a keyboard while the person using the keyboard is unaware that he is being monitored allows the keylogger to easily acquire sensitive information of both a commercial and personal nature.



Furthermore, machine to machine attacks are expected to increase as the internet of things continues to interconnect the world ever deeper. In 2016, 6.8 billion devices are interconnected and this is going to increase to 20 billion by 2020, which represents a huge opportunity for hackers, as many of those devices do not prioritize security as much as they could.

In response to these growing threats, Navarino is launching its own cyber security package in order to put as much security as possible on board our customers’ vessels, and to minimize the threat of security issues for vessels at sea, which can often be targets for various types of attack. The package will be rolled out in two stages, with a first lite version arriving in Q4, and a more complete package early in 2017.

CEO Dimitris Tsikopoulos said ‘As vessels’ IT infrastructures become more complex and integrated, the threat of exposure to cyber threats increases. This is why more and more people are talking about this topic and why the threat of cyber attack is one of the most challenging issues in shipping today. Navarino will roll out its cyber security package in Q4 of 2016, which will be provisioned via the Infinity platform. Among other things it will contain firewalling, port monitoring and an anti-virus service, and these will be joined by Intruder Detection and Intruder Prevention systems shortly thereafter. We consider this to be an essential element to protect ships from cyber threats, which may originate either on shore or on board.’

## Infinity News

### A new milestone for Infinity as sales pass 4,000 units



Navarino is proud to reveal that its market-leading Infinity solution has shipped more than 4,000 units, just 5 years after launch. 'The year 2016 is proving to be yet another historic milestone for us, where we managed to set successful benchmarks in all areas of our Infinity business' said Konstantinos Katsoulis, Navarino Commercial Director.

In addition to strong demand for the Infinity Standard, Katsoulis attributes the excellent performance to the shipping markets' increasing demand for the virtualization capabilities of Infinity Plus and Infinity Cube. 'We see to a greater and greater extent that shipping companies are choosing our Infinity virtualization platforms, as they appreciate the value that virtualization and full remote management of applications onboard can bring.'

He added 'By focusing and by strategically developing Infinity and its capabilities to suit the market needs which we encounter among customers, we see that we are gaining significant sales momentum in the maritime marketplace. Our development initiatives drove our performance for the year and moving forward, we fully intend to continue to deliver on our strategy of delivering the most advanced, feature-rich applications platform to the shipping industry.'

Andreas Haralambopoulos, Infinity Director, added 'We are delighted to have seen such strong demand for Infinity. It really makes us feel very proud to develop the solution chosen by so many of our partners in the maritime world. We would like to thank all of them and we look forwards to continuing to work with all our Infinity users to keep developing the solution according to their needs and to surpass their expectations.'

The 4,000 units are installed on merchant marine vessels, and the solution's development is tightly focused on that sector of the maritime market. Infinity comes in three versions, the Standard, Infinity Plus and Infinity Cube. The Plus and the Cube offer all the services of the Standard, while the Plus includes remote access and virtualization. The Cube is in effect 2 Plus nodes, making it an active-active cluster environment with full redundancy via these twin nodes. Infinity is available from Navarino direct, and also from several resellers globally including Inmarsat, Radio Holland, Jason Electronics, Argenton, Precision Satcom and Station Satcom.

### The new Infinity application is now live in the Appstore



The brand new mobile application for Infinity, 'Infinity4U' is live! The app brings the Infinity crew Internet web interface to Android and Apple mobile devices by offering to the crew an easy way to log in and manage their internet sessions from the palm of their hands.

By connecting to the Infinity network on board, crew can browse the Internet with best-in-class compression, check their balance through the dashboard and buy credits.

Once they have successfully logged in to an Infinity's WIFI access point they'll be redirected to Infinity4U's main page, where they will be able to see the device's current IP address, how many users

are online, the current active interface, the current profile and at the bottom of the page a menu with the following options : Log out, Browse the Internet, Buy Credits and Dashboard.

Browsing sessions with Infinity are easy and efficient in terms of consumption as the very high compression downloads content faster while using up less megabytes. Moreover, Infinity4U offers the Lite Surfing option, meaning that the smartphone, tablet or computer being used will always fetch the mobile version of a website, which is always much less megabyte heavy than the full website version. There is however the option to toggle to the full version of websites if required.

It is also very straightforward for the crew to buy credits, in just 2 steps they can top up their account. They simply enter their user name and password, then select the amount in dollars they wish to purchase and click Buy. Upon successful purchase they will be redirected to the Dashboard which provides valuable information in regards to amount of time, money and data left in their account and also displays the compression gain via Infinity's compression.

Infinity stores requested web pages, including images, locally via caching which means users are not generating any additional traffic when visiting the sites they regularly use. This is very important for users as they can spend much more time on line and on the web pages they prefer.

Infinity also offers time restriction options that can be set by the administrator. This gives full control to the shipping company over how long and at what times of day their crews on vessels can use the internet, an important consideration in a working environment such as a merchant vessel.

Don't hesitate to download the app in your smartphone's app store and see all the advantages of browsing with it yourself. We would be happy to arrange training or guidance on how to make the most of it, please just contact your account manager.

