navarino

• Cover Page	• Events	• Market News	• Infinity News
• The Navarino Fleet Xpress event at the Acropolis museum	• The Inmarsat Partner Conference in Paris • Using Legacy services	• Inmarsat sponsors Volvo Ocean Race • Cyber security tips	• New Infinity security features among new functionality
Page 01	**Page 02**	**Page 03**	**Page 04**

The Navarino Fleet Xpress event at the Acropolis Museum introduces Inmarsat's new high speed service to Greece

In December, Navarino was proud to host more than 75 members of the Greek shipping community at the Acropolis museum, for a unique event to showcase Inmarsat's new Fleet Xpress service. Over the course of the afternoon, presentations from Navarino senior staff were complemented by speakers from Inmarsat, Cobham, Futurenautics and Intellian to provide the audience with the complete picture of Fleet Xpress. Subjects covered included commercial packages, technical aspects, installation advice and much more. What's more, audience members were able to participate in interactive polls and questions on the big screen, the results of which will be shared with all participants.

Dimitris Tsikopoulos, Navarino CEO, said 'I was personally very pleased to see so many of our long term partners and customers join us for this event. I would like to thank all attendees and especially our speakers from Inmarsat, Cobham, Intellian and Futurenautics for taking the time to help us make this such a successful event. Fleet Xpress is here and the service is already proving extremely popular. This is because it brings a new level of performance and reliability to the maritime satcom market and its fixed fee pricing makes it predictable and easy to choose.'

The FX event took place in the beautiful surroundings of the Acropolis museum, overlooking the Acropolis itself and Navarino also organized a guided tour of the museum for all participants. This event was so well received that this quarter we have included with the Newsletter a special edition which is filled with photographs from the day. We would like to thank all our speakers, and most of all, all our attendees who helped make it such a successful day. We will be holding similar FX events in Singapore, Hamburg and Norway, but I think we shall find it hard to find a more spectacular venue than the Acropolis museum!

Editor's note

by Christian Vakarelis

Welcome to another Newsletter! This quarter saw the first of our Fleet Xpress events, held at the Acropolis museum in Athens. We were very pleased with the number of attendees and it was those attendees, in combination with the extremely special location, that made this event one of the best I have ever been to. Attendees were able to vote in live polls and send in questions live thanks to a special application we had arranged, and we had presentations from Inmarsat, Cobham and Intellian in addition to Navarino senior staff. This gave the audience a full overview of the new Fleet Xpress service, covering commercial, technical and logistical considerations.

Also this quarter we report back on our participation at the Inmarsat Partner conference in Paris, which was a very well organized and informative experience.
As always, we include in this edition the latest updates on Infinity which is constantly developing based on feedback from the most important source - the users themselves.
Also included is important information on how to best use your older Inmarsat Legacy terminals and ensure you do not receive unwanted high invoices through them.

Finally we include tips on our industry's hot topic - cyber security. There are many complicated ways that we can protect our networks, but it is also important to remember the basic and our tips are designed to outline the simple things one can do.

I hope you enjoy this edition of the Newsletter!

Events and News

Navarino at the Inmarsat Global Partner Conference in Paris

We were delighted to attend this years Inmarsat Partner Conference in Paris during December. Several Navarino staff were there for an event that was dominated by the Fleet Xpress service and we had many informative discussions of current issues and topics within satellite communications with business partners and other providers.

With regards to topics of the conference, talks about the GX network and BRM were particularly interesting.

Inmarsat could confirm that more and more companies are showing interest in the GX network, and this is a trend we are seeing among our own customers as they begin their FX installations on their own vessels. Importantly, the feedback form these early installations has been overwhelmingly positive, with many crews and IT managers very impressed with the speed of Fleet Xpress.
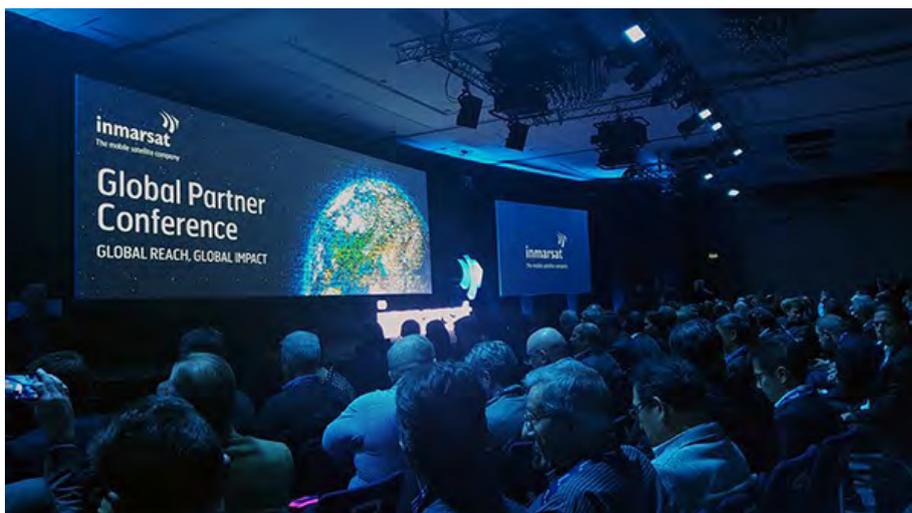
Avoiding billshock through your Inmarsat Legacy systems

As part of our proactive service to keep your communications efficient and straightforward, we would like to remind you how your vessels should use Inmarsat Legacy systems, such as Inmarsat C and Fleet 77, registered with Navarino. Note this information does not apply to FleetBroadband terminals.

Any of these Inmarsat terminal types which can select a Land Earth Station and which you have registered with Navarino under GR14, should use Stratos Land Earth Stations. This ensures that they will benefit from our discounted rates for their communications. It is very important to note

Ocean Region	Inm Fleet	Inm C
Atlantic West	002 or 012	002 or 012
Atlantic East	002 or 012	102 or 112
Pacific	002 or 012	202 or 212
Indian	002 or 012	302 or 312

however that if these terminals switch from Stratos to another Land Earth Station, they will be charged the default rates of that Land Earth Station which can result in very high communication costs. We have seen cases where non-Stratos Land Earth Stations can charge up to 10 times more than Navarino registered terminals using Stratos Land Earth Stations.

HISTORY

Inm A — Inm C — Inm B — Mini-M — Fleet

1981   1990   1994   1997   2003
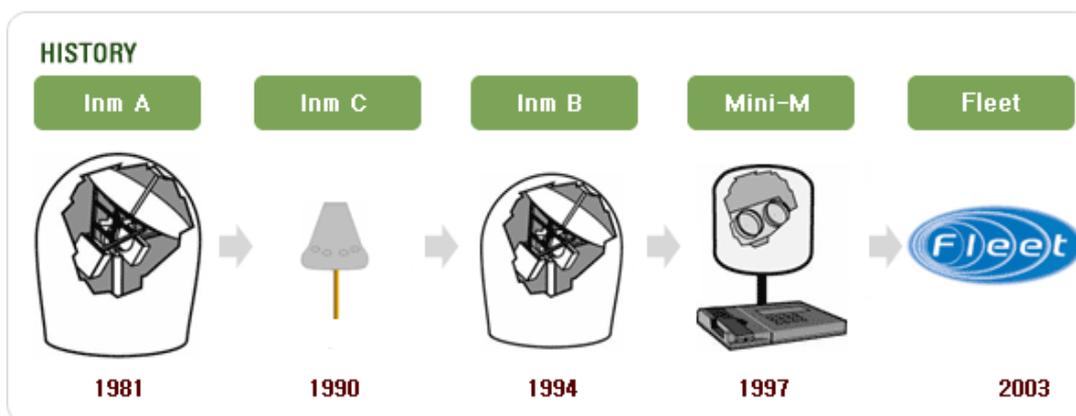
Accordingly please advise your vessels equipped with Inmarsat legacy terminals registered under Navarino using GR14 to ensure that they use only Stratos Land Earth Stations for their communications. The Stratos access codes to use on the terminals can be found in the table above.

For assistance, call our technical support department +30 2104111311 or email on technical.support@navarino.gr.

The Navarino award for excellence goes to….

One of the fun parts of our Navarino annual conference was the Navarino Citizen of the Year Award. The idea behind this award was that all Navarino staff worldwide voted for the Navarino employee who best encapsulates and upholds the Navarino corporate values.

This was the first year this award program was run, and I am delighted to say that the winner was Mr Spyros Georgiou, who is the managing director for the Navarino Hong Kong office. Spyros was presented with a certificate by CEO Dimitris Tsikopoulos (pictured).

As someone who has worked with Spyros closely for many years I can truly say he is a pleasure to work with, a great friend and we are very proud to have him working for Navarino!

Market News

Navarino Fleet Xpress installations build momentum worldwide as more and more companies choose FX

We are delighted to inform readers that our customers have already started Fleet Xpress installations and that the demand has been impressive, with over 60 Fleet Xpress installations complete. Our customers all over the world are signing up to the service and are really impressed with the results. Some have compared the move to FX like changing from Edge to 4G on mobile phones which is encouraging!

Navarino CEO Dimitris Tsikopoulos said 'We are extremely proud that our FX installations are off to such a strong start. There are exponential benefits to installing this high speed, fixed fee service and I'm very pleased with the early results of the Fleet Xpress network on our customers' vessels. We look forward to continuing to help our customers enhance their maritime satellite communications both via FX and by combining the FX service with Infinity.'

Navarino has been training more service technicians, anticipating the demand for FX and will continue to build its installation team throughout the year to ensure that we can assist with installing as many Fleet Xpress units as needed. Our service staff have all been trained by both Inmarsat and the hardware manufacturers of the antennas, so they are able to cope with both the service side and the hardware side when troubleshooting is needed.

Fleet Xpress installations require quite a lot of coordination and logistical preparation, and Navarino' s orders and service departments have been fully trained with new procedures to ensure that each Fleet Xpress attendance goes smoothly. Our commercial department is also in a position to oversee the entire project in conjunction with our new sales coordination staff who can assist customers with completing the necessary paperwork and coordinating delivery schedules.

For detailed information on the FX installation process please ask your account manager.

Inmarsat selected as the Volvo Ocean Race's Global Satellite Communications Partner for 2017-18 Race

The 2017-18 Volvo Ocean Race is pushing the boundaries not only in terms of racing conditions and locations, but also in the delivery of safety services and creating an 'on-board' digital experience. For the first time, sailors will be able to post on social media during every leg. More content than ever before will be able to be beamed ashore using the Inmarsat satellite network. In addition to Inmarsat C safety services and tracking devices, each of the Volvo Ocean 65 boats will also carry an IsatPhone 2 satellite phone in their life raft packs.

'Inmarsat is absolutely thrilled to provide onboard connectivity to the Volvo Ocean Race for the fifth consecutive time. Once again, we will provide support for the sailors in terms of safety, communications and advanced broadcasting,' said Rupert Pearce, CEO of Inmarsat. 'The partnership with Volvo Ocean Race allows Inmarsat to showcase our cutting edge, reliable technology that connects sailors to the rest of the world, even from the most isolated locations.'

Since 1973, the Volvo Ocean Race has set the standard for modern ocean racing, with the world's best sailors facing extreme conditions over a 45,000 nautical mile race track. The next race will depart from Alicante, Spain on October 22, 2017 and will visit a total of 11 cities across five continents. The organizers of the race said 'We're delighted that Inmarsat will once again supply the network and services to power multimedia reporting from the boats throughout the Race, as well as the maritime safety systems to ensure we can track the boats across the world's oceans, from where they will offer live video and audio communications, plus, for the first time, social media interaction. During the last edition, our partnership with Inmarsat helped to deliver some of the Volvo Ocean Race's most memorable moments, such as broadcasting live from Cape Horn as the fleet rounded, and enabling satellite connection to the Team Vestas Wind crew grounded on an atoll in the middle of the Indian Ocean.'

Infinity News

# A raft of new features added to Infinity functionality

There are several important new functionalities for Infinity added this quarter -

The Infinity Email service has been upgraded with enhanced filters. Also, we have added the ability to back up mailboxes onboard hosted in the Infinity platform. These backup files are keeping incremental changes only, in order to save space.

The Infinity file synchronization tool has also been upgraded with the addition of broadcasting, which speeds up file transfer and means that many files and many vessels can be synchronized simultaneously, instead of the previous linear way, which consisted of a file transfer to a vessel taking place, and once it was done, it moved to the next one.

There are new developments for the office unit version of Infinity also, as we have created an active-passive cluster office unit which brings high availability to the shore side Infinity offering, making it the shoreside 'Cube'.

And finally, **Infinity security has been strengthened** with the addition of 2 step authentication which increases security to the Infinity Hub and uses Google authenticator to provide those wishing to log in a security code which expires after a short time.
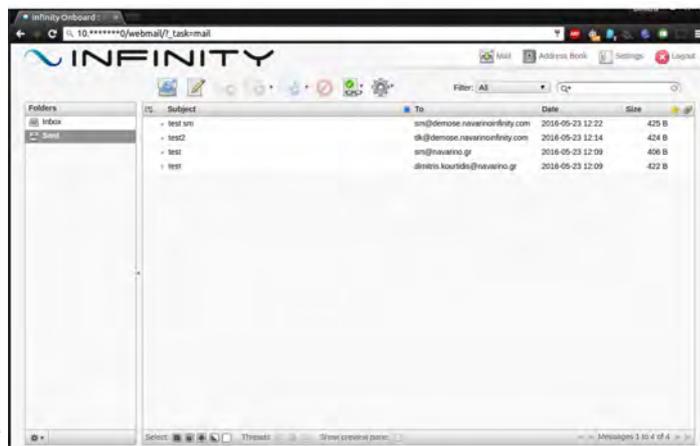
When it comes to cyber security, remember the simple basics in order to avoid the most common threats

These tips are designed to help maintain a secure environment for your vessels and your offices IT networks. While not comprehensive, by following these guidelines you can ensure that exposure to cyber threat is minimized and we highly recommend that your organisation takes these tips into consideration.

KEEP A CLEAN MACHINE
1) Keep security software current: Having the latest security software, web browser, and operating system are the best defenses against viruses, malware and other online threats.
2) Automate software updates: Many software programs will automatically connect and update to defend against known risks. Turn on automatic updates if that's an available option. For vessels on smaller airtime plans, note that these automatic updates can be quite large, and therefore such vessels updates should be carried out in a controlled manner.
Rather than automating updates from the internet directly, you can create a batch of updates, then use for example Infinity's file synchronization module to deliver them onboard, and from there distribute the update to your servers on the ship.
3) Protect all devices that connect to the internet: Along with computers, smart phones and gaming systems, other web enabled devices also need protection from viruses and malware.
4) Plug and scan: USBs and other external devices can be infected by viruses and malware. When connecting such devices to your onboard infrastructure, use security software to scan them.

CONNECT WITH CARE
1) Get savvy about wifi hotspots: Limit the type of business you conduct and adjust the security settings on your device to limit who can access your machine.
2) When in doubt throw it out: Links in email, tweets, posts, and online advertising are often the way cybercriminals compromise your computer. If it looks suspicious, even if you know the source, it's best to delete or if appropriate, mark as junk email.
3) Protect your $$: When banking and shopping, check to be sure the site is security enabled. Look for web addresses with "https://" which means the site takes extra measures to help secure your information. "Http://" is not secure.

PERSONAL INFORMATION IS LIKE MONEY, VALUE IT, PROTECT IT
1) Remember me not: Make sure the "remember me" function is not enabled when you are using a public computer.
2) Delete your browsing history: Simply use the browser tools available to delete your cookies and history when you are finished using a public computer.
3) Log out: Anyone can access public computers, and you wouldn't want just anyone to have access to your personal information and accounts. Close all browser tabs and log out of your accounts when you are done using a public device.

We hope these tips are useful, and that they can help you keep a clean machine! For any further advice or guidance on cyber security topics please contact us and we shall be happy to assist you or your crews with more information on this important part of the maritime IT environment.