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Thenamaris Ships Management Inc. chooses Fleet Xpress from Navarino for fleetwide rollout



Thenamaris Ships Management Inc. is a global ship manager of high specification modern ocean-going vessels. Based in Greece, the company has chosen Navarino to begin a fleet-wide rollout of Fleet Xpress in order to take advantage of the new options for business and crew communication that the new high speed, fixed fee service offers.

'We currently have Fleet Broadband with Iridium back up on all our vessels. When we heard about the capabilities of Fleet Xpress and saw that it was commercially available we were immediately interested in what new capabilities it could bring to our managed vessels and in evaluating the service,' said Mr George Tsigoulis, Electrical Supervisor at Thenamaris. 'We considered both Ku and Ka bands so we carried out a pilot trial of each band on some of our vessels. The results of this trial showed that Ka band outperformed Ku band- the FX service is extremely robust and weather conditions were not really a factor, which is something that could have played a role due to the increased rain fade at higher frequencies such as those utilized by FX. In addition the other great advantage that Fleet Xpress Ka Band has is that the backup usage over the FleetBroadband is unlimited and it is included in the monthly fee. These factors, combined with the attractive commercial packages that Inmarsat introduced for Ka band meant that for us, the choice to go for Fleet Xpress was straightforward. Furthermore, we have a very solid relationship with Navarino and we know they are capable of undertaking large projects such as this, we look forward to rolling out the service with them across the entire managed fleet.'

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Andreas Dimitriadis, Navarino's Director of Strategic Relations, said 'Thenamaris is one of the world's leading ship management companies and we are very proud to have been chosen to help them bring Fleet Xpress to their managed fleet. Fleet Xpress is continuing to impress us all with its high speeds and the new capabilities that speed brings to modern shipping companies. We are excited to begin implementing this project in conjunction with them and look forward to building an even stronger relationship with Thenamaris.'

Editor's note

by Christian Vakarelis

Thank you for taking the time to read our Newsletter this quarter. In this edition we are very proud to announce our partnership with Thenamaris for whom we are working together to deploy Fleet Xpress across their fleet. Thenamaris is one of the biggest names in shipping and we are delighted to be working with them on such a large project.

On the topic of Fleet Xpress, there is more good news with 10,000 vessels now committed to the service. We have seen huge demand among our customers for the new high speed, fixed fee service and we congratulate Inmarsat on achieving such success.

It has been a busy quarter for events, and this year we have been to several already. Of particular note were the Digital Ship Forums held in Athens and Hamburg, which you can read about on page 2.

More good news for Inmarsat services as FleetBroadband gets a step closer to GMDSS certification from the International Maritime Organisation. With FleetBroadband on 45,000 vessels, and its excellent reliability record it certainly makes sense to bring it into GMDSS compliance.

We are also proud to announce this quarter the launch of our GCHQ accredited Maritime Cyber Security E-learning course for seafarers and shipping companies. This project aims to give high quality training to our customers both on shore and at sea, over the Infinity platform.

I hope you enjoy reading, as always let us know what you think!

Events and News

Fleet Xpress exceeds 10,000 commitment milestone at first anniversary



Fleet Xpress, the ground-breaking service from Inmarsat has secured commitments covering in excess of 10,000 ships within 12 months of launch, in an extraordinary level of service uptake surpassing expectations. The milestone has been reached as a result of contracts with individual ship owners, commitments from strategic Partners, and transitioning agreements with existing Inmarsat customers. "The demand for Fleet Xpress has been unprecedented since its launch at the end of March 2016, demonstrating that the market has been truly ready for the connected ship and the network supporting maritime business applications" said Ronald Spithout, President Inmarsat Maritime. "Powered by Global Xpress, the Fleet Xpress combination of high-speed broadband via Ka-band backed up by reliable L-band has set a new standard for global maritime communications, acknowledged both by end users and by our partner network. "Crew welfare and operational

efficiency are at the heart of the award-winning service, which is why shipping is coming to see high-speed and continuous connectivity plus exceptional and guaranteed performance across the world's oceans as imperatives, rather than aspirations." The 10,000-vessel commitment landmark comes after a series of agreements to integrate Fleet Xpress into the portfolios of existing Partners, including Navarino.



Navarino sponsors the main Digital Ship CIO Forums



Navarino was very proud to sponsor the Digital Ship Maritime CIO Forum in Hamburg earlier this year. The focus of the event was on how to harness the opportunities of higher bandwidth, and how to address the challenges and questions all these advances in technology are posing to our industry.

Through the three key sessions, it was asked how the industry is responding to change and investigated what technology and digital transformation can do for us in the maritime industry. Over the course of the three sessions participants investigated the evolution of maritime mobility and connectivity, looked at maritime cyber security and risk, and also learned about how big data, IoT and analytics are bringing about a shift in smart shipping – and how can we harness disruptive influences to deliver innovation and opportunity.

Navarino also sponsored the Digital Ship Maritime Cyber Resilience Forum in Athens this April. The cyber threat is growing across all sectors, and the forums main conclusions were that with the shipping sector's increasing reliance on technology and remote monitoring, maritime cyber security is no longer optional, but is business-critical.

Dell awards Navarino as 'Most Innovative Solution Partner' at the National Library of Greece

Dell EMC organized the annual award ceremony at the National Library of Greece in Athens on 16 March 2017. The awards are recognition and appreciation of those partners who offer innovative solutions based on their own technologies for both consumers and businesses of all sizes.

'We are delighted to be organizing this special event to recognize the excellent work and achievements of our partners and their contribution', said Maria Oikonomou, Country Manager, Dell EMC for Greece, Cyprus and Malta. 'At the same time, we are extremely pleased with our new Dell EMC Partner Program, which was recently launched.'

The Dell EMC Partner Program rewards partners who sell the company's broad portfolio, expand their businesses, and attract new customers. The basic principles of the program are simplicity, predictability and profitability, and it was designed on the basis of communicating with partners globally.

Nik Papanikolaou, Head of Navarino Product Management said 'We are honoured to receive this prestigious award from our key partner Dell. We look forward to continuing to build upon our successful and strong relationship with Dell for years to come.'



Market News

FleetBroadband takes major step to formal GMDSS approval

The role of Inmarsat as the sole provider of satellite technology performing to Global Maritime Distress and Safety System (GMDSS) standards is set for advancement, after an International Maritime Organization (IMO) Sub Committee decided to greenlight consideration of both FleetBroadband and Fleet One for formal approval. To date, Inmarsat is the only company which has received approval from the IMO to provide the GMDSS data and messaging communications on which mariners rely in the last resort, currently via Inmarsat C and Fleet 77 services.



**INTERNATIONAL
MARITIME
ORGANIZATION**

IMO delegates tasked with modernising GMDSS at a Navigation, Communications and Search and Rescue (NCSR) Sub-Committee meeting in March, agreed that FleetBroadband should undergo the necessary and technical assessment by IMSO (International Mobile Satellite Organization), with a report provided for consideration by the next NCSR in 2018.



GMDSS functionality

According to an assessment offered by the IMO's UK delegation, FleetBroadband has achieved availability surpassing the 99.9 per cent required for GMDSS by IMO in every year since January 2010. Operating on L-band via the Inmarsat fleet of four I-4 satellites, Inmarsat FleetBroadband terminals are equipped with the same GMDSS functionality as Inmarsat C. Today, around 160,000 Inmarsat C terminals are installed on ships operating worldwide. "Given that most of FleetBroadband's components already meet IMO performance standards, the service is on course for a formal approval, and this is very much in line with the agreed timetable for the modernisation of GMDSS," said Peter Broadhurst, Inmarsat Maritime Senior Vice President, Safety and Security.

Latest update means you can now use any email client you want with Infinity Mail

Our Infinity email service was recently upgraded to include new features and functions to provide more flexibility and efficiency to the global Infinity community.

The email service is available on all Infinity types and one of the advantages it offers is that you can use any email client (Outlook, Thunderbird etc.) for end users onboard, avoiding the installation, support and maintenance of specialized maritime email software.

Furthermore, any vessels equipped with the Infinity Plus or Cube can implement an IMAP setup and store emails both on end user's PCs but also in the secure environment of Infinity. This way in case a PC fails, all emails will still be available onboard and the end user can continue his work using the Infinity webmail interface from any computer available on the vessel.

There are two options to host the shore-based mailboxes of the vessel users; you can use the corporate email server or cloud service of your company or you can host the mailboxes in the Infinityfleet.net email server.

Navarino's new hosted email service gives you the ability to use customized email domains and also offers 50GB of storage or 10 years of archiving.



Infinity email service is a reliable, secure, flexible solution and probably the only maritime email service offering real-time message exchange, providing an office email experience like the ones found onshore for Infinity users onboard.

Infinity Director Andreas Haralambopoulos said 'We are constantly working to bring new features to Infinity. All of our development work focuses on making staying on contact with your vessels easier and as straightforward as possible. At the same time we always work on improvements for those on board, and this latest update to Infinity email makes life considerably simpler for those on board, as they can use the email client of their choice, the one which they are most comfortable with.'

With over 5,000 active units, Infinity is becoming the maritime sector's leading bandwidth optimization and management solution. For more information on this new feature, or for any aspect of the Infinity service, please contact your account manager.

Infinity News

Infinity Mail now replicates vessel email straight to your phone

Infinity Mail users can now take advantage of the ActiveSync submodule which has been pushed out to all Infinity units free of charge. The ActiveSync module allows active sync capable devices such as iphones, ipads and android devices to be registered to the Infinity Mail server on board vessels. This in turn provides additional functionality such as calendar, contacts and task sharing, in exactly the same manner as the functionality provided by Microsoft Outlook.

These kinds of Infinity functionalities are based on feedback from our users, and that feedback is very valuable to us as it helps Infinity grow as a service. If you have any input or ideas for functionalities that you would like to see added to the portfolio of Infinity features, please do get in touch with your account manager. Our Infinity development team is always will to listen to new ideas and very often is able to bring those ideas to the Infinity service. Once developed, new features are pushed out as an update to all Infinity users worldwide.



Compatible Mobile Devices

Navarino launches the first GCHQ accredited cyber security awareness course for seafarers



In conjunction with JWC International, Navarino is proud to introduce the Maritime Cyber Security Awareness (MCSA) E-learning course. The first GCHQ accredited cyber security course, this highly engaging E-learning and continuous professional development solution is aimed at all computer users in your organization, including those at sea. Participants will learn to identify common cyber-attack methods and techniques, as well as an understanding of the insider threat from poor practices. Your staff and crews will learn practical steps that can be taken against identified threats and report all incidents to your company.

The MCSA course will benefit all employees in ship-based and shore-based roles within your organization. All members of your organization with access to IT endpoints will become better prepared to understand and contribute to the company's overall cyber risk management program. A course assessment is undertaken on completion of all modules. On successful completion of the assessment employees will receive a GCHQ Accredited eCertificate to print and display.

The course is delivered both through Infinity onboard, and JWC International's Learning Management System—a convenient, professional and fully integrated learning platform. The MCSA platform also includes many useful resources including a library of marine cyber guidance documents from industry, onboard cyber awareness posters, monthly newsletters and much more. Advanced and automated reporting features allow you to track training completion across vessels and departments for compliance and reporting purposes.

This GCHQ certified training is designed to assure high quality cyber security training courses delivered by experienced training providers. Our MCSA course has been quality assured by the UK governments leading technical authority and provides our learners with the most respected cyber security education globally.

JWC International is internationally approved as a maritime and offshore training provider by the United Kingdom Maritime and Coastguard Agency, the Department of Transport and GCHQ.



The Government Communications Headquarters (GCHQ) is a British intelligence and security organisation responsible for providing signals intelligence (SIGINT) and information assurance to the British government and armed forces. GCHQ is one of the three UK Intelligence and Security Agencies, along with MI5 and the Secret Intelligence Service (MI6) and provides assistance on the security of Government communications and electronic data.



Certified Training

