



• Cover Page	• Events and News	• Market News	• Out of the office
<ul style="list-style-type: none"> <li>• Navarino launches Angel at the Athens Opera House</li> </ul> <p style="text-align: right;"><b>Page 01</b></p>	<ul style="list-style-type: none"> <li>• Inmarsat names Navarino Best Performing FX Partner</li> </ul> <p style="text-align: right;"><b>Page 02</b></p>	<ul style="list-style-type: none"> <li>• Sunship chooses FX</li> <li>• Major Infinity update brings new features</li> </ul> <p style="text-align: right;"><b>Page 03</b></p>	<ul style="list-style-type: none"> <li>• Supporting SS Hellas Liberty</li> <li>• Our sponsorship of the sports world</li> </ul> <p style="text-align: right;"><b>Page 04</b></p>

## Navarino launches Angel, the first cyber security service designed for the merchant marine IT environment



In the spectacular surroundings of the Athens Opera House, this quarter Navarino launched Angel, its new cyber security service designed for the maritime environment. Angel is compatible with any satellite network or IP-based communication solution and is a fully managed service.

It is comprised of maritime-oriented Intruder Detection and Intruder Prevention Systems, with a dedicated security team that monitors vessels 24/7. As a result, Angel provides oversight, threat alerting and control over a vessel's entire network. The Angel security team monitors and correlates all security logs and events, identifying threats and distinguishing them from false alerts.

Based in the Angel Security Operations Centre, they analyze the threat landscape, alerting when necessary and reporting at specific intervals to ensure that Angel operates smoothly, with all application and signature updates performed when needed.

Head of Product Management, Nik Papanikolaou said 'The cyber threat is becoming ever more prevalent in the maritime industry and it is no longer an option to wait for an attack before taking action. Angel is the first cyber security service designed and developed to cater to the unique requirements of the merchant marine IT environment.

The core component of the service is a Unified Threat Management platform designed to be exclusively hosted within the latest versions of Infinity Plus or Infinity Cube.

With Angel, you can proactively take effective steps to protect their vessels and their business from the broad range of threats that a cyber-attack can result in and we are delighted to be able to bring this solution to market for any type of satellite network.'



Mr Nik Papanikolaou

**Editor's note**

by Christian Vakarelis

Welcome to the Q3 Navarino newsletter, as we head into the winter it's time for your update on what we have been up to over the summer months!

This quarter saw our annual Partner Conference take place in the stunning Athens Opera House. Besides being a fantastic opportunity to meet our partners in Greece it was also the launchpad for Angel, our new cyber security service which is exclusively available via Infinity. The interest in Angel has been enormous and so we were very pleased to bring almost 250 people to our event to show them what Angel can do. We are including a supplement with this newsletter with plenty of photos from the day.

The other excellent news this quarter is that Navarino has again been named by Inmarsat as its top performing Fleet Xpress Partner. This means that Navarino has won this award for every quarter of 2017 and it would be great to see if we can win again in Q4 to round out the year.

Elsewhere in this edition you will learn about the major new Infinity release, update 2.2, which introduces several new features which many of our customers have been requesting, making it a pretty major update.

Our membership of CIRM is also new, and we are proud to have joined such a prestigious institution among our peers. We also write about our sponsorship of the SS Hellas Liberty of which we are also very proud.

We'll see you again in Q4 for more updates!

## Events and News

# Inmarsat names Navarino Best Performing Partner and 1st Place Fleet Xpress Sales Performer for Q3 2017

Navarino is delighted to have been awarded the top Fleet Xpress sales performer award for the third quarter of 2017. Navarino has maintained the top position in terms of Fleet Xpress activations for every quarter since the service was launched and Commercial Director Konstantinos Katsoulis hopes to complete the fourth quarter in first place to lead the whole year.

‘Fleet Xpress has really taken off this year and Navarino has been leading the way’ he said. ‘We believe Fleet Xpress brings so much value to customers and we are very grateful to all of them for putting their trust in Navarino to bring them that value and enhance their vessels communications. We shall continue to work hard on bringing Fleet Xpress to market and in combination with Infinity, extracting the most from the new, higher bandwidths it provides.’

Navarino offers Fleet Xpress in combination with Infinity Plus or Infinity Cube and with the soft version of the Network Service Device hosted on these Infinity types. This gives customers one box with both the tools needed to manage and operate Fleet Xpress and the full functionality and the virtualization options of the Plus and the Cube. What’s more, with the Cube, customers are able to take advantage of the full redundancy it provides, meaning that if one node fails, all functionality and the soft NSD move seamlessly to the second node, which is a unique selling point in the maritime satellite communications market.



Navarino has installed more vessels with FX than any other VAR in each quarter of 2017 so far.

## Sponsoring the Digital Ship Maritime Cyber Resilience Forum in Hamburg

Navarino was present in Hamburg for the Maritime Cyber Resilience Forum this quarter, which was another very well organized and attended Digital Ship event. In the face of increasingly complex threats from multiple different attackers in this information era of the connected ship, and with the shipping sector’s increasing reliance on technology and remote monitoring, the forum was discussing how maritime cyber security is no longer optional, but is business-critical.

The main questions discussed were how many companies are really ready to tackle the cyber challenge? And how resilient are they? Whilst the risk is real, it can be mitigated, but how quickly and robustly a company can respond to this challenge will depend on how ready and determined they are – and also on whether they are planning to invest in cyber preparedness. The conclusion was that we are seeing a new security paradigm, where the focus is on prevention rather than simply relying on reaction and that the shipping industry is taking the cyber threat very seriously.



## Navarino presents cyber security solutions at the Athens Ship IT conference in Benaki museum

Navarino was proud to again sponsor and present at this year’s ShipIT conference in the elegant Benaki Museum. Following on from the two successful past ShipIT conferences, this year’s event was hosted by Netweek magazine and the Association of Maritime Managers for Information Technology and Communications (AMMITEC) for the third year in a row.

The specialized conference is a one-day strategic event that addresses the shipping industry, analyzing the impact of information and communications technologies’ impact on the industry’s operations and business performance. Each year the conference creates a unique knowledge exchange and networking platform for the maritime industry, wherein senior business and IT executives meet, discuss and evaluate how Digital Technologies improve both business and operational goals.

Navarino’s Stratos Margaritis (pictured) represented us, and presented the new Infinity cyber security feature which was released this quarter and is available for all Infinity users.



## Market News

### Emden based Sunship Schiffahrtskontor KG chooses Fleet Xpress from Navarino



Sunship is a Emden based ship manager, with a fleet of 28 vessels. They have recently decided to upgrade their fleet's communications from the 4GB FleetBroadband plan to Fleet Xpress.

The intention is to install the Sailor GX100 antenna to complement the existing FleetBroadband and they will be activated on the FX 2 MBps Entry plan. Sunship has also chosen to use Infinity Plus to host the soft version of the Fleet Xpress Network Service Device, alongside the full suite of Infinity functionality.

Ivo Terhell, Business Development Manager for Navarino said 'We are very proud to be working with Sunship on this project to optimize their satellite communications. It is an interesting project, and Navarino is very experienced in these type of projects and we are very pleased to expand our cooperation with Sunship.'

### Navarino is the newest member of the Comité International Radio Maritime

Navarino is proud to join the Comité International Radio Maritime (CIRM). CIRM is the leading international association for marine electronics companies, promoting technology to improve the safety of life and efficient conduct of vessels at sea.

CIRM was originally founded in Spain in 1928 by 8 companies engaged in the application of radio to the maritime service. It was reconstituted in Belgium in 1947 and subsequently moved to London. It is now the principal international association for companies engaged in maritime electronics, with current membership of some 100 companies from 29 nations worldwide.



CIRM is one of the nine original international bodies accredited in 1961 as a non-governmental organisation in consultative status to the International Maritime Organization (IMO). CIRM is a Sector Member of the International Telecommunication Union (ITU-R and ITU-T), and is a Liaison Member both of the International Organization for Standardization (ISO) and of the International Electrotechnical Commission (IEC).

CIRM exists to promote the application of electronic technology to the safety of life and efficient conduct of vessels at sea. It strives to foster relations between all organisations concerned with electronic aids to marine navigation, communications and information systems.

### Infinity update 2.2 brings a whole host of new functionality to the market leading platform

Infinity is constantly being developed, and very often the development roadmap is lead by requests from you, our customers and Infinity users. This quarter a major Infinity update is being released, version 2.2 which includes several new functionalities which have been commonly requested in this way. Updates are pushed automatically to all Infinity units, with no action needed from Infinity users.

The main features in these release are listed below for further details kindly just contact us.

- Fleet Xpress users are now able to see whether a vessel's connection is going through the FleetBroadband or Ka Band antenna. This highly requested new feature allows users to check whether the vessel is on the high speed or lower speed network and work accordingly.
- In addition, Fleet Xpress and Xpresslink **firewall and web proxy rules can now be set separately** for FleetBroadband and Ka Band networks. This means you can for example have tighter firewall rules on the FleetBroadband specifically, in order to ensure heavy crew traffic does not slowdown the business network.
- This update also adds the ability to backup customer Virtual Machines that are hosted within Infinity Plus or Cube. To do so, Infinity users will need to provide us with a Windows file share on which the backup will be stored.
- Integration of Angel into Infinity is also a major part of this update. Angel is the new cyber security service which is hosted on Infinity Plus or Cube.
- Individual bandwidth quotas. Infinity administrators are now able to set bandwidth limits per registered user. For example you can set a maximum download and upload limit for crewmembers in order to save bandwidth for the business network.
- Network device oversight. Infinity administrators can now retrieve a list of all network devices connected to Infinity (for example laptops, mobile phones, network printers and so on).

This 2.2 update also includes Infinity portal and web service enhancements, along with some bug fixes. Each time there is an Infinity update we send out the full changelog to all our Infinity customers, but if you have any questions about this latest release, please just contact your Navarino account manager.



## Out of the office

### Navarino proud to support the SS Hellas Liberty

Navarino is proud to be an official supporter of the SS Hellas Liberty, the floating maritime museum in the charming main historical port of Athens, Piraeus.

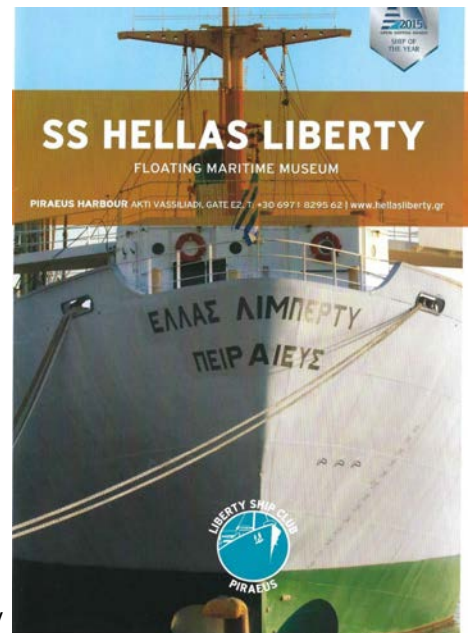
The 'Liberty Ships' are a special class of steam-powered cargo ships constructed during WWII, under the directive to supply the Allied Forces. 2,710 such vessels were built in eighteen shipyards in the US and though they were British in conception, several modifications were adopted in order to make the vessels larger, yet cheaper and easier to build. 'Liberty Ships' have become the symbol of the US American wartime industrial output.

Approximately 2.400 'Liberty Ships' survived WWII, and more than 800 of them were used as post-war cargo/merchant ships. Of the remaining vessels, Greek entrepreneurs bought about 525, on favorable terms, as compensation for Greece's, and their own, heavy wartime casualties in shipping. In fact, some of the most notable shipping magnates, such as Onasis, Niarchos, Livanos and Goulandris, who made the top leagues of world shipping, were known to have started their fleets by buying 'Liberty Ships'.

Only three 'Liberty Ships' survive today in whole: SS John W. Brown, in Norfolk and SS Jeremiah O'Brien, in San Francisco, which are fully operational and used as museum ships and SS Arthur M. Huddell, in Piraeus, which is not operational, but has also been converted to a floating museum, dedicated to the history of the Greek merchant marine.

The 135m long SS Arthur M. Huddell was built by St. John's River Shipbuilding Company in Jacksonville, Florida, on October 25, 1943 and was launched in early December of the same year. Originally, the ship carried explosives to Europe and in 1944 she was converted to a pipe carrier. After the end of the war, she was laid up until 1956, when converted to a cable laying vessel. After the end of the war, in 1956, Huddell was transferred to the US, where she was used to support cable operations for the Sound Surveillance System (SOSUS), up until 1984. From then on and until 2008, the vessel had been in cold lay-up condition. Eventually, in June 2010, she was presented to the Greek public in her restored form and renamed to SS Hellas Liberty.

Today, SS Hellas Liberty is docked in Piraeus' main port, right next to the old SILO buildings, on Vasiliadis coast. A visit to this ship-museum offers the visitor the opportunity to familiarize with the evolution of the Greek and indeed global, merchant maritime industry and to travel through history at a time when navigation depended mostly on seafaring skills.



### The Navarino Global Sales Meeting

This quarter saw our biannual Global Sales Meeting take place in Athens. A couple of times per year we invite all our staff from our global offices in Norway, UK, Hong Kong, Singapore and Hamburg to join us at Headquarters to review progress, share ideas, set new objectives and report on the activities of our Navarino offices and our colleagues from all around the world.

It is also a good opportunity to spend time with our colleagues out of the office and there is always a good dinner or two to attend where everyone can relax after the busy normal working day.

### The broad range of Navarino sporting sponsorships



Navarino has for some time been supporting various sporting stars of all ages and backgrounds and we are delighted support two basketball teams who are a part of the Navarino sports family. First is the St Catherine's British School men's varsity basketball team, which plays in a league of private schools from Attica. Our other basketball club is called Panerythraikos which is an professional club from Athens and they regularly play matches against other basketball clubs around the country in their own league.

Besides our basketball sponsorships we also have a notable swimming sponsorship. Constantinos Hadjittooulis is a swimming champion from Cyprus who won gold at the 2017 Games of the Small States of Europe in San Marino.

We sponsor a shot putter, Kostas Kostoglidis, who is another athlete leading his field, winning several accolades over the past 12 months. And finally we sponsor world record holding kite-surfer, Francisco Lufinha who holds the record for longest kitesurf journey without stops. Navarino is proud of all of them and wishes them all success!

