

Newsletter

Navarino & VIKAND Partnership Provides Innovative Remote Maritime Health Care

Navarino, the maritime sector's pioneer in cutting-edge IT and mobile connectivity solutions, and VIKAND, the global maritime healthcare specialist, have announced their partnership to offer remote medical care and mental health support to the maritime industry.

The partnership combines Navarino's Infinity and high-speed satellite connectivity solutions with VIKAND's OneHealth solution, a fully integrated maritime healthcare platform. Together, the partnership provides ship owners, captains, managers, and crew with a proactive approach to onboard healthcare.

As various predictions point to a shortfall in crew numbers in the coming years, it is more vital than ever to retain the current seafarer population and encourage more to join. One of the key factors in supporting this is by providing first class connectivity and healthcare services.

OneHealth by VIKAND provides seafarers direct access to medical advice and assistance, ranging from real-time video calls with medical professionals, rapid diagnosis based on remote reading of vital peripherals, mental wellness programs and crises intervention.



Dimitris Tsikopoulos, Navarino CEO with Ronald Spithout, MD OneHealth by VIKAND

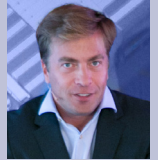
Reflecting unwavering dedication to seafarers' human sustainability, OneHealth by VIKAND focuses on a holistic approach to crew welfare. VIKAND provides a total healthcare solution for physical and mental health, diagnoses, and mitigation of chronic, routine and emergency medical needs, strategies for overall health and wellness, and crisis communications as needed.

Dimitris Tsikopoulos, CEO of Navarino, said, "We are pleased to partner with VIKAND to offer our customers with a complete remote healthcare service. Our solutions provide the ideal technological platform from which OneHealth by VIKAND, and its medical and mental health management services can help ensure the overall health and wellbeing of those who live and work at sea."

"Working with Navarino is a natural fit for VIKAND," said Peter Hult, CEO of VIKAND. "Our shared commitment to innovation, seafarer sustainability and wellness makes this partnership a win for our clients and for the maritime industry as a whole."

Editor's note

by Christian Vakarelis



Welcome to the latest edition of our Navarino Newsletter!

It has been a busy and exciting quarter for all of us at Navarino as the high-speed, low latency Starlink service has really been gathering momentum in the maritime sector. Since our series of Starlink workshops around the globe earlier in the year, we have seen its demand grow steadily as more and more ship operators test, and then roll out this new connectivity option across their fleets once they see how much it has to offer. We have seen speeds far greater than anything we have seen before on our Starlink vessels and data consumption has increased exponentially across the board.

We are delighted to see so many of our customers using Infinity to manage and control their Starlink installations, combining our leading bandwidth management and optimization platform with their existing traditional geostationary satellite communications for a fully redundant, hybrid setup.

This quarter also saw us kick off a new partnership with Vikand to offer a completely new, holistic approach to the healthcare and wellbeing of your seafarers. Vikand brings their years of experience in cruise sector healthcare to the merchant marine market to provide a more proactive 'crew asset-management approach', aimed at keeping your crews physically and mentally healthy, rather than only treating them when they are ill.

We are also pleased to announce that Navarino has joined Instagram this quarter, so please do follow us on @navarino.technology to stay updated with our latest products, services and insights.

We hope you find it interesting and we wish all of our partners, customers and friends a good summer!



Danaos chooses Starlink from Navarino to ‘turbo’ boost crew internet across its fleet

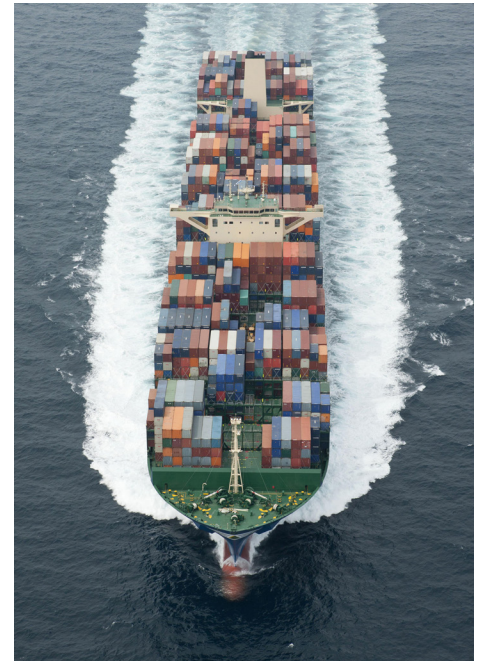


Danaos Shipping is one of the largest ship operators in the world with a fleet of 70 containerships. The company is the latest Navarino partner to choose the high-speed low-latency Starlink service which it plans to use exclusively to upgrade its crew internet offerings across the fleet.

Mr Vassilis Fotinias, IT Director at Danaos Shipping said ‘With crew welfare being one of our company’s primary concerns we welcome any new technology that will improve the lives of our seafarers around the world’s oceans. The very high speeds of Starlink will mean that our crews are able to enjoy significantly

improved communications with their families as well as enable many more recreational options during their break. Of course a very high speed service like Starlink needs careful control and management and this is why we will be using Navarino’s Infinity platform to manage the way Starlink connectivity is delivered onboard and to get the most out of it.’

Konstantinos Dimitriadis, Navarino’s Account Manager for Danaos Shipping said ‘We are very proud to be working with a company like Danaos Shipping who is willing to invest in the time and resources needed to maximize the welfare of their crews around the world. I look forward to working with Mr Fotinias to begin implementing this large scale crew welfare project across the Danaos fleet.’



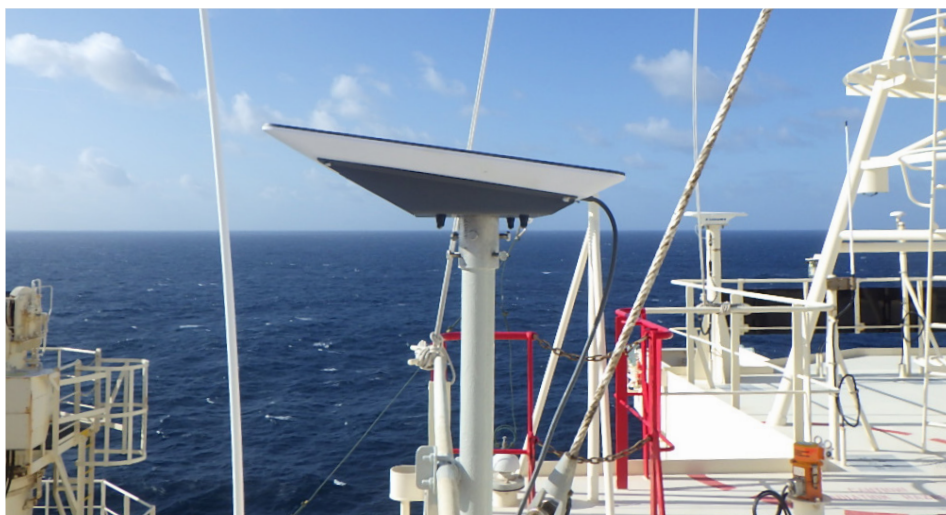
Mitsui O.S.K. Lines chooses to install Starlink from Navarino

Japan-based Mitsui O.S.K. Lines, Ltd. (MOL) is one of the world’s leading shipping companies, which operates about 800 ships of various types across the world. The company has recently decided to begin trials of Starlink, provided by Navarino, and in cooperation with JSAT MOBILE Communications Inc, who will be integrating the new high speed connectivity service into MOL vessels’ networks.

Spyros Georgiou, Navarino’s Managing Director for Asia-Pac said ‘We are very

proud to be working with MOL on this project, as they are one of the most respected names in global shipping.

We look forward to bringing Starlink’s new, superfast, low-latency solution to their fleet and we are also delighted that JSAT MOBILE Communications Inc, an Infinity reseller with whom we have been working for many years, will be using their broad experience of maritime networks to ensure that the Starlink bandwidth is delivered in a controlled and efficient manner over Infinity.’



‘Modern vessels need reliable, uninterrupted connectivity more than ever. We are confident that adding the power of Starlink to MOL’s vessels will bring them an exceptional new layer of such connectivity.’

Spyros Georgiou,
Managing Director for Asia-Pac

Atlantic Bulk has been rolling out Starlink from Navarino – here are their first impressions

Atlantic Bulk is a Greek ship operator of 20+ Ultramax and Supramax size bulk carriers that trade worldwide. The company has recently begun trials of Starlink on 2 of its fleet and in this interview, IT Manager Michael Sakellis describes how the service has been performing so far –

‘As a progressive, forward-thinking company, we were very keen to give the new Starlink service a try,’ he begins. ‘We have initially installed it on 2 of our vessels, one of which was operating in the Mediterranean on a crossing from Greece to Gibraltar, while the other was in the Central America region.

So far we have been very happy with the results on both ships – we have seen speeds at sea of between 20 to 35 Mbps download, and 5 to 25 Mbps

upload as well as very low latencies, which means that there has been a significant improvement in terms of speed. Everything is much faster now, from file synchronization to updates and in all areas, using applications has become much more efficient.

Crew welfare is one of the most important areas for Atlantic Bulk, and I am pleased to say that the crew are also very happy with the speed of the Starlink service, they are simply able to do much more in terms of their communications with loved ones, like video calling, and generally in the way they use their personal data allowance.

What’s more, we found that the Starlink installation process was quite straightforward – Navarino provided us with an installation guide which



was helpful, and in fact on the vessel in Central America, the Captain and crew were able to install the antenna themselves.

Overall I would say that we are very pleased with this new high-speed connectivity option and I think it will be seen on most merchant ships in the future, alongside existing legacy satellite services.’

Konstantinos Dimitriadis, Navarino’s Account Manager for Atlantic Bulk added ‘I am very happy to hear this feedback from Mr Sakellis and to see how Starlink is helping optimize and enhance the business operations and crew welfare onboard their vessels. Starlink’s satellite internet service is quickly gaining popularity in the maritime sector due to its high-speed, reliable connectivity and global coverage. It’s exciting to see customers adopting this innovative technology and I am proud to be assisting Atlantic Bulk in rolling out Starlink to their fleet.’



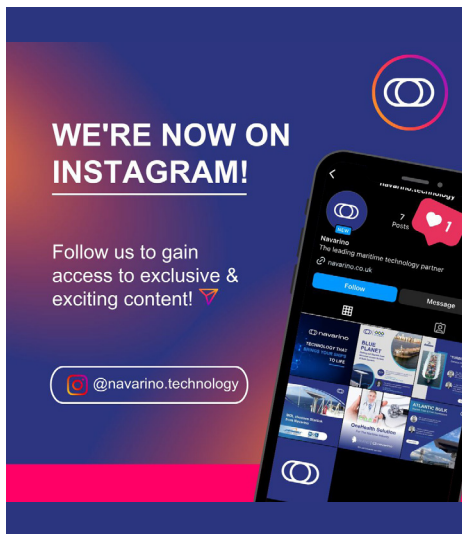
Upgrading and renovating the Operations Room for the Hellenic Search & Rescue Helicopter Unit



Since late 2022 Navarino has undertaken and managed the challenging project of totally upgrading the Search & Rescue Helicopter Unit’s Operations Room. This is a crucial unit from which rescue response efforts are planned and directed across the whole Greek territory. Impressively, within minutes, Search & Rescue helicopters often

fly under any weather conditions to save the lives of stranded individuals either on land or at sea, as we have all witnessed on the news. This was a gradual renovation effort, which took place around the 24/7 operational activities of the centre. We are proud to have helped improve the daily working environment of these brave and noble workers.

Exciting News – You can now follow Navarino on Instagram!



We are thrilled to announce that Navarino has officially joined Instagram, the popular social media platform that brings people closer together through captivating visual experiences. With our new Instagram presence, we aim to provide our valued customers with a closer look into the world of Navarino and share inspiring moments, remarkable stories, and exclusive updates.

By following Navarino on Instagram, you'll gain access to a visual feast of stunning seascapes, innovative technologies, and the incredible journeys our customers embark on with our solutions. Stay updated on our latest products, services, and industry

insights, as we bring you closer to the heart of our mission to empower connectivity and digital transformation. All that plus you'll get a glimpse of how our cutting-edge solutions are revolutionizing the maritime technology sectors, and join us in celebrating the accomplishments and milestones of the Navarino community.

Follow us @navarino.technology and become part of our growing Instagram family today! Don't miss out on the opportunity to engage with us, share your experiences, and discover the limitless possibilities that lie ahead in the ever-evolving world of technology. Let's connect, inspire, and shape the future together on Instagram!

Navarino engages at the Smart Maritime Network Conference in Athens: a gateway to innovation and networking

Navarino proudly participated in the esteemed Smart Maritime Network's conference, held in Athens this past May. As a leading provider of maritime communication and technology solutions, it was an honor for us to be part of this significant event that unites key industry players, innovators, and thought leaders under one roof.

The conference served as a gateway to innovation, providing an exceptional platform for exchanging ideas and exploring the cutting-edge technologies that are reshaping the maritime industry.



Attending events like this allows us to remain at the forefront of maritime technology, ensuring that our solutions continue to meet the ever-changing demands of our customers.

We extend our sincere gratitude to the organizers, but also to all our customers who joined us at the conference.

Your presence played a crucial role in making the event a resounding success and we feel privileged to have such remarkable customers who continuously inspire us to innovate and strive for excellence.



At Navarino, we firmly believe that collaboration and networking are essential both for driving progress and for enhancing our services to meet the evolving needs of our customers.

One of the highlights of the event was the opportunity to connect with so many of our friends and partners. We were thrilled to engage in meaningful conversations, gain valuable insights, and share our expertise with fellow industry enthusiasts. We had the privilege of witnessing firsthand the latest advancements and emerging trends in the maritime sector.

