

Newsletter

New version of Infinity deployed and a big refresh of the popular bandwidth management platform is coming next



We are excited to share that a new Infinity update has launched this quarter that will enhance your Starlink experience by displaying usage statistics from your active terminals. Specifically, the Infinity portal now shows both graphical and raw data displays for:

1. Cumulative Usage
2. Latency
3. Packet Loss
4. Signal Quality
5. Upstream/Downstream Speeds

This update has been rolled-out to Infinity units worldwide. Let us know what you think!

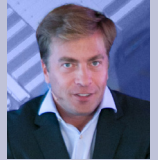
In other big news, our Infinity development team has been hard at work on Infinity Version 3. This major development will see the introduction of a brand new user interface, as well as significant new features and functionalities, as requested by you, our Infinity user base.



We have been demonstrating Infinity V3 during our “Innovating Forward” Tour around the world’s major maritime centres and we are pleased to say that the feedback has been very positive. We look forward to showing it off at our main tour event in Athens at the SNFCC on the 14th December in front of our Greek customers as well.

Editor’s note

by Christian Vakarelis



Welcome to our latest Navarino Newsletter! This edition begins with the news of the latest update to come to Infinity, our designed-for-maritime technology platform that continuously evolves based on feedback from the maritime IT community. This latest update brings a range of functionality designed to help our customers make the most of the Starlink service with new statistics and reporting tools. We are also very excited to announce that Infinity v.3 is almost here – this big refresh of the platform includes a big overhaul of the interface, new integrations with other platforms and lots more. You can expect it to roll out in the coming weeks.

On the topic of Starlink it has again been a very busy period for this superfast new connectivity service. In this newsletter you will read about Starlink rollouts from Blue Planet, Grace Management and Beks Ship Management and how they are using it to upgrade their onboard environment for both crew welfare and business operations.

In other news we are really proud that our cyber security service for the shipping industry, Angel, has been recognized at the BITE Awards. The Award for Angel recognizes technical innovations in Greece and so we are delighted to have won in this category as cyber security continues to be a critical consideration for modern ship operators.

Elsewhere in this edition we are also very pleased to have been certified as a Great Place to Work. At Navarino we take the welfare and well-being of our staff very seriously and we strongly believe that a happy team is a productive team, so we continuously strive to bring improvements and new initiatives to our work environment.

And finally, we have also just refreshed our portfolio of product logos with a brand new, high tech look. We would love to hear what you think of them!

More ship operators choose Navarino to deploy high-speed, low-latency Starlink connectivity on their fleets



Blue Planet

Blue Planet is an Athens based ship manager, operating a fleet of dry bulk carriers. The company has recently begun rolling out Starlink with Navarino and in this article Theodoros Papadopoulos, Chief IT Manager for Blue Planet, talks about the Starlink experience so far.

‘We were very happy to hear that our long-term partner Navarino had become a Starlink reseller, because we knew both that Navarino is a company we can rely on, and also that the Starlink service could potentially be a game changer for maritime satellite communications. The feedback on Starlink from onboard so far has been very encouraging, with our seafarers especially excited by the speeds they can now enjoy, which on average is around 80 Mbps download and 10 Mbps upload, but we have seen up to 150 Mbps download on occasion.

Starlink is of course a major upgrade from the perspective of our business operations. Its combination of high speed and low latency allows us to remotely support our ships like never

‘We are proud to be working with an experienced partner like to Navarino, who helps us to roll out this new platform efficiently.’

Theodoros Papadopoulos,
Chief IT Manager for Blue Planet

before, and applying new patches and updates to the onboard infrastructure is now much quicker. For example, we can now carry out security updates in less than a week, whereas before, using GEO systems, the same job could take almost a month.

Overall we are very happy with Starlink and we are proud to be working with an experienced partner like to Navarino, who helps us to roll out this new platform efficiently and also provides us with tools like Infinity to manage this new high speed service securely and with confidence.’



Grace Management

Athens-based Grace Management operates a fleet of 5 modern tankers. The company is currently in the process of rolling out the high-speed, low-latency Starlink service from Navarino, with whom the company has built a long standing partnership as its technology partner. Mr. Alvertos Maragkos, ICT Manager at Grace Management explains the thinking behind adding this new connectivity option to its vessels – ‘The decision to adopt this cutting-edge technology demonstrates Grace Management’s commitment to enhancing operational efficiency and crew welfare.

Technology is here to serve us and we are here to hand it over to our crew members. Now they can connect with their families and friends through high-quality video calls, messaging apps, and social media platforms, alleviating the sense of isolation and bridging the gap between life at sea and onshore.’

‘By embracing this advanced technology, we are displaying our commitment to staying at the forefront of innovation.’

Alvertos Maragkos,
ICT Manager at Grace Management



Beks Ship Management

Turkey-based Beks Ship Management & Trading has recently begun a new project to bring Starlink’s low latency, high speed connectivity to its fleet of 40 bulkers and tankers. The company is going to use Starlink to enhance their business communications and help ensure a stable, reliable connection while at the same time offering high speed internet to their crew members.

Navarino’s Relationship Manager for BEKS, Dimitrios Chatzitzanos said ‘We are delighted that Beks has chosen Navarino to equip Starlink’s LEO service across their fleet. With Starlink onboard, ship-operations will be enhanced and they will be in a position to experience connectivity speeds that are comparable to those on shore, while at the same time improving their seafarers morale thanks to this super-fast internet access to keep them in touch with their loved ones.’

Navarino has been certified as a Great Place to Work!

Navarino has once again been awarded the Great Place to work certification, and we couldn't be prouder of our amazing team!

At Navarino, our people come first, and this recognition truly reflects our commitment to fostering a positive workplace.

Many thanks to every team member for making Navarino a Great Place to Work! Your hard work, collaboration, and commitment to our shared values have made Navarino the great place it is today.



Navarino's cyber security solution wins at the BITE Awards



Navarino is thrilled to announce that our cyber security platform, Angel, has won Gold at the DEI (ΔΕΗ) BITE Awards 2023. These prestigious awards recognise technological innovation in Greece and we are very proud that Angel has received such a distinction.

Angel, developed in partnership with Neurosoft, is revolutionizing maritime cyber security by safeguarding vessel business, IoT and crew networks by providing oversight, threat alerting, and network control. Certified by both DNV and Bureau Veritas, Angel is also the first cyber security service designed and developed to meet the unique and diverse requirements of the merchant marine sector.

Angel is easily deployed and once it is installed ship operators can download the DNV-GL certificate to use in their Safety Management System. This way, your vessels stay safe, compliant and have an advantage in the ongoing digital transformation of the maritime industry.

Commercial Director Konstantinos Katsoulis said "We are delighted to receive this award, which reflects our commitment to helping the maritime sector roll out ever more advanced IT infrastructure projects on their vessels while maximising cyber security on board."



Navarino together with Samos Steamship proudly support Optimum S in the Rolex Middle Sea Race

Samos Steamship has been working with Navarino as its technology partner to its fleet for several years and their latest collaboration saw the two companies team up to offer communications to the racing yacht Optimum S. The Optimum yacht racing team has partnered with Samos Steamship since 2019, sharing the thrill and excitement of offshore racing in order to bond their teams, improve mental health and simply to have fun.

The latest adventure for the Optimum S sees the crew sailing from Alimos to Malta, to take part for the 8th time in the 44th Rolex Middle Sea Race. In the stormy 2004 edition of the race, Team Optimum was the overall handicap winner.

The Rolex Middle Sea Race was created as the result of sporting rivalry between two British yachtsmen residing in Malta, Alan Green and Jimmy White, and two Maltese sailors, Paul and John Ripard, both members of the Royal Malta Yacht Club. The course is approximately 606 nautical miles long and is sailed



anti-clockwise, starting from Grand Harbour, Valletta, Malta on Saturday 21st October with a racing field of 120 participants. Navarino is supporting the team by offering FleetBroadband airtime for the equipped FB 150 on the Optimum S, to ensure the crew can receive crucial weather and navigation information. Andreas

Dimitriadis, Navarino's Director of Strategic Partnerships said 'We are delighted to be able to support such a worthwhile and interesting project with Samos Steamship. I hope that the team does well in the race, but most importantly that they have a really good time and enjoy what will be a unforgettable experience!'

Introducing Fresh Looks for Our Tech Products!

This month we're thrilled to share the exciting news about the snazzy new logos we've crafted for our technology services. We've given our old logos a stylish makeover to bring a modern and sleek look, with these cutting-edge designs that reflect the innovation packed into our products. Say goodbye to the old and hello to the new, where every curve and color tells a story of progress.

These logos aren't just eye candy; they embody the evolution of our tech. They're the visual upgrade that matches the market leading features and functionality of Navarino's portfolio used by vessels all over the world, and they're looking sharper than ever.

So, why the change? We believe in staying ahead of the curve, and these logos are the first step. They're not just symbols; they're a statement—

a statement that our tech is always on the move, embracing the future and constantly developed, based on feedback from our maritime community and IT managers.

Get ready to see these fresh logos across all your Navarino touchpoints – and remember, we're not just updating the outside; we're signaling a new era for our products. Exciting times ahead! What do you think about our new look?

 ANGEL	 INFINITY
 ANGEL OFFICE	 INFINITY CUBE
 SPECTRUM	 INFINITY PLUS
 PRODIGY AIR	 QUAZAR