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World's first MSc degree in Shipping at sea via Infinity's Application Platform

Navarino and the Business Centre of Athens (BCA) College are very proud to introduce the world's first MSc in Shipping designed specifically for seafarers and executives, offered through e-learning on board ships. The program will be launched this summer at Posidonia from 6th-10th June.

The online Master's degree will be available exclusively via the Infinity platform and allows seafarers to study and complete a full Master's degree accredited by the University of Plymouth, wherever their vessel takes them. The MSc in Shipping is designed to be flexible in the choice of option subjects, and as it is offered on a distance learning pattern of



attendance, making it ideal for those who spend long periods at sea. The course is designed for any seafarer seeking to expand their career opportunities and an in-depth education in the maritime sector, but who cannot attend regular taught classes due to the nature of their work. The programme of study combines a thorough understanding of the theoretical concepts of shipping in particular, along with case studies and practical subjects.

The modules offered cover the entire range of the main shipping business areas and functions, including modules on Maritime Economics, Chartering, Shipping Law, Shipping Finance and Shipping Operations amongst others, with a particular focus on decision making.



All course materials will be embedded within Infinity. These will include 15 hours of video material per module, e-books, webinars and research materials. Students at sea will also enjoy web conferencing and continuous teacher support online, all available over their own personal electronic devices. They will be able to complete the modules at their

own pace, as their own time allows, making it a very flexible way of earning their MSc and perfectly suited for those who work on board vessels.

'For seafarers looking to further their education, e-learning is by far the most efficient choice in terms of both time and cost.' said Navarino CEO Dimitris Tsikopoulos. 'The great value of e-learning stems from its flexibility, affordability and portability, three factors which combine to make it ideal for those who spend a lot of time at sea. Furthermore, thanks to the latest advances in satellite communications technology, E learning is now more accessible than ever before. It is therefore with great pleasure that we look forward to working in conjunction with the BCA college to offer this degree 'online, onboard'. Mr Daskalakis, founder of the BCA, added 'We are very excited to offer our MSc in Shipping to seafarers in such an innovative manner. Thanks to Infinity, this kind of education is now available even to those who traditionally have been unable to effectively participate in e learning programs, and we are delighted that we now have the possibility to reach anyone wanting to further their education, even if they are in the middle of the ocean.'



Editor's note



by Christian Vakarelis

Hello to all and welcome to our Newsletter for this quarter. On the front cover this edition we are proud to be able the world's first online MSc Degree in Shipping available for seafarers while at sea. This is a joint collaboration with the BCA college in Athens and is made possible at sea thanks to Infinity. We expect this to garner a lot of interest at Posidonia this summer, where it will be officially launched.

The other big news this edition is that the Inmarsat Fleet Xpress service is now launched and commercially available. We are particularly looking forward to offering this service in conjunction with Infinity, as the full redundancy provided by Infinity makes the Navarino Fleet Xpress solution unique in the marketplace.

We also have an article about the annual Navarino conference which this year took place in the beautiful surroundings of the St George Lycabettus hotel in central Athens.

You will also see the news about the latest Infinity hardware configurations that are available and which are designed to suit all needs and budgets.

Finally we cover the Symplefsi aid trip made by doctors and helpers to the Greek islands, a truly worthwhile event which brings much needed help to the outlying remote areas of Greece.

As always, thanks to all our customers and readers, we hope you enjoy this quarter's edition of our Newsletter.

Events and News

Navarino Annual Conference held in central Athens



Navarino commercial and support staff on Lycabettus hill

Our annual conference was hosted on the 14th and 15th of January at St. George Lycabettus with the participation of all directors and managers of Navarino as well as colleagues from our offices in Hong Kong, Singapore, London, Norway, Cyprus and Belgium.

The first day of the seminar focused mainly on new activities and the business overview for 2016. The second day was hosted by Mr. Kalogerakis with a self-improvement seminar. It was a great opportunity for everyone to get together and start the new year with new ideas and interesting discussions.

The event was concluded with a celebratory dinner and drinks in Glyfada with all the staff of Navarino enjoying a fun evening. We would like to thank all our staff for attending, especially those who flew in from our international offices, and we look forward to seeing you all at our conference again next year!

Navarino at the Digital Ship conference in Hamburg



Mr Ivo Terhell, Business Development Manager

On the 25th and 26th of February Navarino was again at the Digital Ship event in Hamburg. Over the two days of the conference we met with our growing local customer base and were able to demonstrate the newest features of Infinity to attendees on our stand as well as catch up with those customers looking to start implementing our solutions.

Mr Ivo Terhell, Business Development Manager, said 'This was a fantastic event, and we saw many customers at the stand, all of whom were really interested in Infinity. It is so encouraging to see how well Infinity is received in the Hamburg shipping community.' The next Digital Ship that Navarino is at will be in Copenhagen in April.

Kaptanoglu continues Infinity rollout across the fleet.

Kaptanoglu, based in Turkey, are in the process of successfully rolling out Infinity to their fleet of 10 tankers. The company started the project a year ago and are installing the Infinity Plus system on their fleet with plans to upgrade some ships from the Infinity Plus to Infinity Cube.

Mr. Bulent Taneri is the IT Manager for the company. 'We have been very pleased with the new capabilities that Infinity Plus is allowing for communications onboard our vessels. We investigated several of the solutions on the market and concluded that Infinity is the best solution for our needs. There are a range of features which we find especially useful. Firstly, is the ability for us to run Virtual Machines, something which has become indispensable to our day to day operations. In fact we are upgrading RAM on some units to 32GB dual processors, and on 3 vessels, we intend to upgrade the Infinity Plus to the Infinity Cube so that we are able to run more Virtual Machines within the Cubes high availability environment.'



He continued, 'We also really like the ability to switch between different available networks, for example the Infinity automatically selects wifi or 3G when the vessels are near shore. This saves costs over the satcom terminals, and each different network has different firewall rules which are applied automatically. We also find very useful the 'Areas of Interest' capability. This alerts us when our vessels enter predefined areas around the world and allows us to make changes to the network on board as needed, for example to disable crew internet when a ship enters high risk piracy areas.'

I would also add the Infinity VOIP service is excellent and very useful, allowing us to make calls between ship and office at very low cost, something which has made a big difference in how we communicate with the entire fleet.'



Kaptanoglu Profile	
Number of vessels	10
Vessel types	Tanker
Satcom solution	FBB 500 on 4,8, 20 GB plans
Infinity type	Infinity Plus
Key Infinity features	Areas of interest Auto switching between FBB/wifi/3g Virtual Machines

Market News

Launch of Fleet Xpress marks start of new era that sees ‘smart’ ship operations become a reality



Inmarsat Fleet Xpress is the first globally available, high-speed broadband solution for maritime and offshore operators, available from a single communications provider. Fleet Xpress enables ship owners and operators to enhance their business intelligence, improve operational efficiency and vessel performance, and provide a host of high-value, crew welfare benefits.

It will also empower third party application providers to enhance their existing services to maritime customers, and to develop a host of innovative new applications that will further drive operational efficiencies, including real-time monitoring, remote diagnostics and telemedicine.

“Fleet Xpress is a ground-breaking new service that will shape communications at sea beyond recognition,” said Ronald Spithout, Inmarsat Maritime President. “Through Fleet Xpress, ship owners and operators can experience unparalleled levels of performance and simplicity. It will provide the guaranteed high-speed connectivity that is essential to support the safest and most efficient vessel operations, anywhere in the world. While, in parallel, it will match the personal connectivity needs of even the most demanding modern seafarer, delivering services previously available only on shore.”

Guaranteed connection

Fleet Xpress, which is based on Inmarsat’s new Global Xpress (GX) satellite constellation, combines the high data speeds of Ka-band with the ultra-reliable FleetBroadband L-band service for unlimited backup. As a fully integrated service, it switches automatically between Ka-band and L-band, ensuring an ‘always on’ guaranteed connection with a committed information rate, backed-up by service level agreements to ensure customers always receive the service for which they are paying.

To take advantage of the new service, vessels will require a 1m or 60cm Global Xpress antenna and terminal, and a FleetBroadband terminal (either FleetBroadband 500 or FleetBroadband 250), that are pre-commissioned on the network to provide quick and easy plug and play deployment.

FLEET XPRESS PLANS				
Plan Ratio	MIR Down kbps	MIR Up kbps	CIR Down kbps	CIR Up kbps
8:1 / 4:1	512	128	64	16
	768	192	96	24
	1024	256	128	32
	2048	512	256	64
	3072	768	384	96
4:1 / 4:1	512	128	128	32
	1024	256	256	64
	1536	384	384	96
	2048	512	512	128
	3072	768	768	192
4:1 / 2:1	512	256	128	64
	1024	512	256	128
	2048	1024	512	256
	3072	1536	768	384
	4096	2048	1024	512

New Infinity variations available in each category

The Infinity products family continues to have three main categories: Infinity, Infinity Plus and Infinity Cube. However, thanks to the latest agreement with Dell which we cover elsewhere in this newsletter, new variations are now available in each category.



The new configurations relate to both capacity and pricing, enabling a wider choice for our customers and is designed to meet all budgets and requirements. In the table alongside you can see all the new Infinity flavours and the names of the existing variations per category.

Apart from the office unit, all types of Infinity contains the complete features of the Standard unit, and as always, each type benefits from every free upgrade to those features.

For a full features list of each type of unit, and for pricing, please request one from your account manager.

	Office Unit	Infinity	Infinity Plus	Infinity Cube
Variations per category	- Infinity Standard	- Infinity Standard - Infinity Standard RM (rack mounted)	- Infinity Plus Fanless - Infinity Plus RM Advantech - Infinity Plus 230 - Infinity Plus 430 - Infinity Plus Tower 430 - Infinity Plus 420XR	- Infinity Cube 230 - Infinity Cube 430 - Infinity Cube Tower 430 - Infinity Cube 420XR

Infinity News and Sponsorships



Dell partnership brings new Infinity configurations

We are pleased to announce that there are several different hardware configurations available now for Infinity. The new hardware configurations, based on Dell equipment, allow customers to decide precisely the setup they require for their vessels.

The hardware options available relate to the CPU, CPU core and sockets, RAM and HDD type and storage size. Up to 8 Terabytes of hard disk space is selectable, and it is also possible to choose the ruggedized version of the Infinity equipment if needed. You can see the full list of configurations on the previous page.

Aid tour of the Aegean islands by Symplefsi



Navarino is very proud to be presenting Symplefsi in the '3rd Crossing of the Aegean Sea 2016'. From Thursday April 7 to Sunday the 17th April, Mr. Panos Tsikopoulos, Navarino President, joined the Symplefsi team and became one with the people who live in the remote islands of Greece. On 13 RIBs (Rigid Inflatable Boats), they visited the islands of Kimolos, Folegandros, Sikinos, Schinoussa, Levitha, Patmos, Arki, Lipsi and Agathonisi. Symplefsi is a non-profit organization with the goal to support and improve the living conditions of the inhabitants of the outlying Greek islands by providing free medical examinations and assisting with infrastructure projects in local communities. The main activity and the culmination of efforts throughout the year is the annual crossing of the Aegean which is carried by the boats of Symplefsi members.

The team is comprised of 83 volunteers, of whom 42 are doctors with 20 different specialties such as gynecology, cardiology, neurosurgery, pediatrics, psychology, dermatology, dentistry, vascular surgery, ENT, surgery, ultrasound radiology, breast ultrasound, pneumonology, pathology, physiotherapy, ophthalmology and orthopaedics. The goal of this mission was for the doctors to offer their medical services to more than 1,500 people on the islands during the crossing. But the good news does not stop there. As every year, apart from the medical examinations to be held, Symplefsi provided educational material as well as cultural activities to schools on the visited islands. Furthermore, Symplefsi launched the following infrastructure projects, the cost of which was covered by sponsors and Symplefsi's own resources:

- Construction of three multi-purpose stadiums in Kimolos, Lipsi and Kasos.
- Furnishings and equipment for the "Patmion" Spiritual - Cultural Centre.
- Donation of a vehicle to be used for medical emergencies on Sikinos.
- Donation of a waste collection vehicle in Agathonisi.
- Reconstruction of two playgrounds in Agathonisi.
- Construction of a shelter with seats for passengers arriving and departing from the ports of Agathonisi and Arki.

The Symplefsi fleet heads out on its aid trip to the islands of Greece



Some members of the Symplefsi team, from left, Mr. Nikolaos Athanasiou of Iolcos Hellenic Maritime Enterprises, Mr. Panagiotis Tsikopoulos of Navarino Telecom SA, Nikolaos of Greece, Ms. Melina Travlos of Neptune Lines Shipping & Managing Enterprises S.A, Mr. Vassilis Pateras of SNS Maritime Sec and Mr. Nikos Paterakis of Neptune Lines Shipping & Managing Enterprises S.A.

Neptune Lines, the Laskaris Foundation, the Latsis Foundation, Eletson, Naftomar, Varship Shipping, the family of Anna Aggelicoussis, the Mariana Vardinoyannis Foundation, Credit Suisse, and the Hellenic Shortsea Shipowners Association were among the main sponsors of Symplefsi. For more information on Symplefsi visit www.symplefsi.org



Left picture, the blessing that took place for the emergency vehicle which was donated to the island of Sikinos.

Right picture, a Symplefsi doctor examines a child during the trip's visit to the island of Folegandros

