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# XT Management partners with Navarino to upgrade its fleet with Global Xpress and Infinity Cube

Israel-based XT Management operates a fleet of vessels, consisting mostly of container ships. With expansion plans, the company is the latest to partner with Navarino in order to enhance its vessels' connectivity solutions. In this article, Avi Lavi, XT's CIO, discusses the factors that resulted in selecting Navarino as technology partner.



'Previously, our fleet was equipped with Inmarsat FleetBroadband' he says. 'We started looking for new solutions due to a variety of reasons. Firstly, our crews' welfare is one of our top priorities and so we wanted to be able to offer them a more capable solution with higher speeds than FleetBroadband. We also wanted to implement a new ERP system, which necessitated quite a high amount of data transfer and data creation. Finally, we wanted to have the option to remotely install new software on board and to remotely provide effective support.'

To achieve this, we had developed a clear picture of what we would need – in short, we wanted to replicate nothing less than a shore office IT environment onboard our fleet. Navarino had exactly the solution we were looking for. The combination of higher bandwidth over Fleet Xpress with the full redundancy of Infinity Cube really was everything we had been looking for years and comprised exactly what we needed to achieve all our objectives, with nothing missing.

Following an initial meeting with Navarino at our Headquarters, we immediately decided to go for a trial of their solutions, which went really well, and we are currently in the process of installing FX with Infinity on a few more vessels. We are now able to do so much more for our vessels from our office, whether it's creating a new server, adjusting firewall settings or a variety of other extremely useful actions remotely. In the near future, we intend to rollout the same installation across the fleet.



Avi Lavi  
CIO of XT Group

I believe that most modern shipping companies have the same connectivity and technology requirements these days – if a vessel is without communications for even short time, it can be a big problem. This is why we chose Navarino – they provide very robust solutions, the speed of our connections is vastly improved, and equally importantly, their support is very fast, professional and effective. When searching for providers who could meet our needs, I looked at several other companies, but I did not find any other provider who could deliver all the things we required under one roof.'

Ivo Terhell, Navarino's VP Sales Europe & Americas added 'It is an enormous privilege to work with a company like XT Management and we are very proud that they have selected Navarino as their technology partner. I am very pleased that we were able to deliver the enhancements that they were looking for so comprehensively and I look forwards to a long-standing cooperation with Avi and his team.'



Editor's note

by Christian Vakarelis

Welcome to another Navarino newsletter! As summer approaches, we look back on a busy and successful 2nd quarter of the year for Navarino,

We are extremely proud to have begun cooperating with XT Management, a company that is undergoing a major upgrade of the technology onboard its vessels with Fleet Xpress and Infinity Cube with us. My personal thanks to Avi Lavi for taking the time to create the case study on our front page with us.

On the topic of Fleet Xpress, Inmarsat has announced this quarter that it will be putting new satellites up to further develop its capabilities and to bring its high speed, reliable connectivity to the Arctic.

We had some excellent events this quarter also, as we attended both the Mediterranean Yacht Show, where we were introducing Navarino technology to the 'new for us' yacht sector, and we were also very happy to return to Oslo for Nor-Shipping in June.

For Amosconnect users, it is well worth considering moving to Infinity Mail. Our new Mail service is a very advanced, secure messaging system and it is very easy to move to, in particularly for existing Infinity users.

And finally we continue to be very proud of our support of Axion Hellas as they help remote areas of Greece and the Panerythraikos Basketball team, you can read about how we have been working with each of them on page four.

## Events and News

### Fleet Xpress to be enhanced with new Arctic capabilities and three new GX satellites

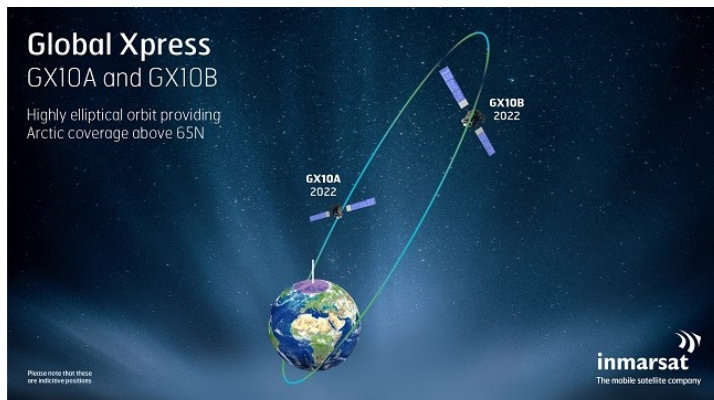
Inmarsat is to introduce two new satellite payloads dedicated to the Arctic region in a partnership with Space Norway and its subsidiary Space Norway HEOSAT.

The new Global Xpress (GX) payloads support the rapidly growing demand among both commercial and government users for seamless, reliable, high-speed mobile broadband services in the Arctic and throughout the world.

In commercial markets, the GX Arctic payloads are designed to specifically address the needs of merchant fleets, fishing vessels, commercial airlines and the energy market, where high-speed mobile broadband connectivity is driving both major operational and efficiency improvements and supporting the introduction of new business models.

Inmarsat’s new Arctic capabilities will further increase network flexibility and efficiency through multi-beam, high-throughput capacity that can be fully dialed up and down depending on customer demand in the region. The announcement comes less than a month after Inmarsat’s decision to invest in three new GX satellites (GX7, 8 & 9) to be built by Airbus Defence & Space, which will deliver a transformational change in GX’s global capabilities, capacity and agility for the benefit of current and future Inmarsat customers, partners and investors.

Today, the Arctic Circle represents a rapidly growing connectivity region for high-quality mobile broadband with increasing requirements from government, maritime and aviation customers. Building on Inmarsat’s current capabilities up to and beyond 75° North, the new GX Arctic payloads will improve network performance in very high latitudes by flying directly overhead, providing GX antennas with much higher elevation angles to optimise throughput.



### Navarino joins the Mediterranean Yacht Show in Nafplion as it expands its technology portfolio to the yacht sector



From the 4th to the 8th of May, Navarino was delighted to be exhibiting at the 6th annual Mediterranean Yacht Show in Nafplion. 102 crewed luxury yachts registered for one of the major charter shows in the world.

Attending from Navarino were Account Manager Konstantinos Dimitriadis and Marketing Coordinator Sofia Geladaki, who spent the week introducing Navarino’s technology portfolio to the various owners and managers at the show.

Konstantinos said ‘Navarino is really looking forwards to entering the very demanding, high profile yachting sector with our maritime solutions. Our connectivity solutions have a broad range of flexible options for the very high bandwidth needs of some yachts, while our technology and cyber security services have generated a lot of interest in the security sensitive yacht market. It is our pleasure to attend such a world renowned event as we prepare to enter this dynamic market.’



### Enhancing our Scandinavian presence as we welcome partners and customers to our Nor-Shipping stand

In June, Navarino was delighted to return to beautiful Oslo for the bi-annual Nor-Shipping exhibition. Staff from our Greek and German office joined Linda Niklasson, our Norway office lead for four days of networking and events in the long Scandinavian summer evenings.

Linda said ‘We are very lucky to have so many good friends and partners in Scandinavia and Nor-Shipping is the perfect setting to catch up and to inform the market about all the latest developments in the Navarino portfolio. With Ku band recently added to our offerings, Navarino has a complete suite of connectivity solutions for the Nordic ship operators, and alongside our advanced IT solutions we are able to cover the needs of even the most demanding maritime IT Managers.’

Since Nor-Shipping, Linda has given birth to a beautiful baby girl and so will be on maternity leave for the upcoming months. The whole Navarino team wishes her and her new family all the best!



## Market News

### Now is the time to migrate your AmosConnect vessels to the new Infinity Mail Plus, here's why

AmosConnect is a widely known messaging software which is in use on hundreds of vessels but now that Navarino has launched its own Infinity Mail service, we would like to encourage customers to consider moving AmosConnect vessels to Infinity Mail, as it can bring additional efficiencies.



Infinity Mail is constantly updated and fully supported, with advanced cyber security credentials. Infinity Mail also offers the following advantages over Amosconnect:

- For Infinity users, migrating to Infinity Mail is very simple as it is already pre-loaded into Infinity so there is no need for installation of software.
- Quick and simple user registration
- 7 year archiving included in the monthly fee
- Emails are archived with encryption for seven years as part of the service
- For Plus/Cube users: Onboard webmail and IMAP service is available
- Fully supported and continuously developed
- Advanced Security, Virus protection and Malware detection

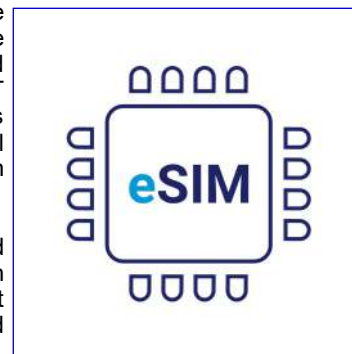
Moreover, on Infinity Plus and Infinity Cube units, emails can also be stored locally on the unit. An integrated email client allows access to users' local mailboxes through any browser, so users are able to send or receive emails without the need for a pc or a separate email client. By supporting all SMTP(S)/POP3(S)/IMAP(S), Infinity Mail can work with any email client onboard, as well as with any email server on shore side, along with business solutions like Office365.

Also, Infinity Mail gives the option to administrators to connect to an LDAP server (e.g. shipping company's LDAP server), with filters & options, retrieve data from it (email addresses), and fetch everything on an LDAP server onboard. Finally, it is possible to take email backups on an SMB share on aboard, giving administrators one more level of data redundancy and peace of mind.

For more information on migrating to Infinity Mail, or to visit our offices for a live demonstration in our demo room, please contact your Navarino account manager.

### Navarino launches GSM Connect, its new GSM service for maritime, offering speeds of up to 100Mbps

GSM Connect delivers a high-bandwidth mobile data-only service to vessels, enabling for reliable and cost-effective global connectivity. The near-shore service allows for an alternative communication solution whilst vessels are sailing close to the coastline, or in anchorage and during ship operations in ports. Vessel business connectivity, IoT applications, remote IT connectivity and optional crew welfare can be enhanced by download speeds of up to 100Mbps depending on the mobile carrier's network. Service can deliver an LTE/4G/3G signal up to several kilometres offshore line of sight, which depends on the vessel's position and the distance between the vessel's antenna and the cellular antenna location ashore.

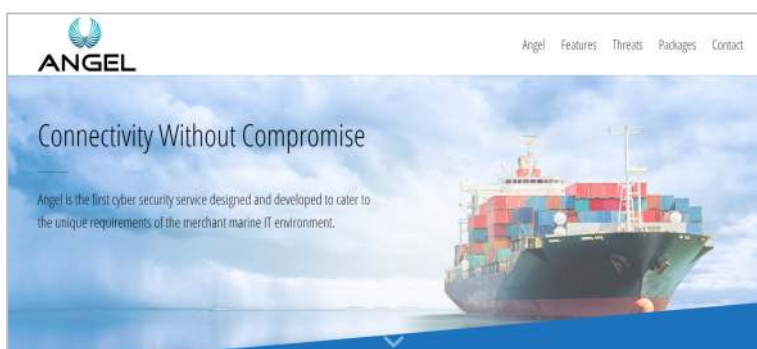


GSM Connect is a complete end-to-end solution providing hardware, network access, and management tools. The main component of the solution is a 3-Modem eSIM router, which ensures global compatibility with LTE/4G/3G networks. eSIM architecture allows GSM Connect solution to provide access to mobile local networks around the world without the need to use and manage physical SIM cards. The Multi-modem, multi-IMSI eSIM router with network agnostic, global cellular connectivity provides access to 20+ eSIMs from leading LTE carriers around the globe.

### Angel gets a new microsite dedicated to the first maritime cyber security solution on the market

Angelcyber.gr has just launched as we have built a dedicated website for Angel. Designed in conjunction with Neurosoft, who operate the Angel Security Operations Centre, the site has a fresh clean look and is the place to go for all information related to Angel.

As the number of Angel activations continues to rise exponentially, we at Navarino see the continued strong demand among the maritime sector for solutions that can mitigate the cyber threat that accompanies the ongoing digitalization of the shipping market. To learn more about Angel or to arrange a demo, please contact us.



## Out of the office

# Navarino supports Panerythraikos as Navarino CEO presents his vision for the club's future in his role as Club President

For another year we are proud to announce that Navarino will sponsor the Panerythraikos basketball club, based in Kifisia, Athens. Navarino CEO Dimitris Tsikopoulos has also been elected to the Presidency of the club and he is looking forwards to helping to take the club forwards.

'Panerythraikos is a fantastic organisation that I am honoured to be joining,' he said. 'At Navarino we are committed to developing and nurturing excellence wherever we can, so besides supporting the Panerythraikos men's team, I am particularly looking forwards to helping the Panerythraikos Academies with their youth programs.

These academies provide opportunities for young athletes to compete, learn and develop skills, not only for their basketball abilities, but for life, and so we are very proud of being able to contribute to that.' Everyone at Navarino will be watching the basketball season closely and we wish all of the Panerythraikos teams the very best of luck!



Navarino CEO Dimitris Tsikopoulos is also President of the Panerythraikos basketball club



# Helping Axion Hellas to bring medical, educational, cultural and infrastructure support to remote parts of Greece

Navarino is proud to continue contributing to and supporting the efforts of Axion Hellas this year. Axion Hellas is a non-profit organization with strong roots in volunteering. The purpose of the organization is to assist in the provision of targeted services such as free medical examinations and consultations, contributing to infrastructure projects and cultural and educational awakening activities in remote areas of the Greek mainland and the islands.

Panos Tsikopoulos, founder and Director of Navarino UK Ltd, joined the small fleet of boats full of other volunteers on the morning of Friday April 5th, 13 ribs departed from Anavyssos full of volunteers for Astypalaia, Tilos, Halki and final destination Kastelorizo. The crossing was completed on Monday April 15th, under difficult weather conditions.



In total, more than 145 volunteers took part in the mission, traveling with ribs, ships and planes to support Axion Hellas, whose main objective is to support the inhabitants of remote and vulnerable areas.

Hundreds of inhabitants of Greece's borderline islands had the opportunity to receive high-level medical services from the volunteer doctors and nurses of Axion Hellas and parents and children attended dozens of activities and seminars from the educational and cultural activities team.



Axion Hellas doctors gave free healthcare to remote areas

Over the course of this latest mission, 2,500 medical examinations of 665 residents of the islands were carried out by the Axion Hellas team of 50 doctors, 3 dentists and 10 nurses, all of whom are volunteers, using their own spare time to help.

As part of its support for Axion Hellas, Navarino was proud to help the children of Astypalaia by donating a new football field to the island which we hope is enjoyed by the islands' youngsters for many years to come!



Navarino donated towards Astypalaia's new football field