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Navarino launches Prodigy and Spectrum at a spectacular Partner Event at the Athens Opera House



On Thursday 7th November Navarino hosted a spectacular Partner event at the Stavros Niarchos Centre, launching their brand-new Prodigy and Spectrum services. With well over 200 guests from all parts of the shipping world, as well as a special guest speaker, Ash Dykes who trekked the Yangtze River in a year, the new services were introduced with their benefits and Navarino's forward-thinking culture on show.

So, what is Prodigy? In association with Intelsat, Iridium, and Intellian, Prodigy is a brand-new concept in connectivity, designed to make shipping life easier through being a fully managed service. As shipping IT needs become evermore like the typical office, having a system that evolves *with* your connectivity-related needs is highly significant. Prodigy does just that – it evolves with your applications to enable dynamic bandwidth allocation. The hybrid Ku and L-band service is supported by smarter infrastructure which ensures hyper-efficient distribution of bandwidth to vessels.

The new service comes in three separate, straightforward packages designed to suit the varying and dynamic needs of ships. But all of the packages offer benefits that welcome this next stage of connectivity. For Prodigy, these benefits provide unlimited primary and back-up communication at one fixed monthly fee, with flexible monthly subscriptions at competitive pricing.



One of the biggest talking points at the event was the unique benefits that could impact your shipping operations, and pointedly change the game in connectivity. Prodigy provides *true redundancy*, with *no single point of failure*. This is through a continuous connectivity via a dual satellite constellation system, with Intelsat HTS and Iridium Certus being entirely separate, independent networks.

Editor's note

by Christian Vakarelis

Welcome to another Navarino newsletter! This quarter has been very busy for all of us at Navarino as we hosted our annual Partner Event in the wonderful Athens Opera House. We were delighted to see more than 200 partners attend to learn about our latest solutions for the maritime industry and I would like to personally sincerely thank all who attended.

The event provided a launchpad for us to present Prodigy, our new Ku band service that simplifies maritime satellite connectivity, and Spectrum, our advanced new maritime ICT tool.

Both generated a lot of interest and after the event we were inundated with requests for more information, showing that there is strong demand for the approach that each new solution offers.

Another important article in this quarters' Newsletter is the imminent end of support for AmosConnect. It is really important to consider migration options for those vessels still using AmosConnect and so in this edition we outline the options.

This quarter also saw the return of Digital Ship to Athens, which Navarino attended in force as always and which remains a highlight of the Digital Ship calendar. The other event we were very proud to host in Athens recently was the HackerX gathering which introduced young developers looking for employment to executives from across the IT world.

Hoping you enjoy this quarters' Newsletter and looking forward to a strong end of year for all!

Market News

Navarino launches Prodigy and Spectrum at a spectacular Partner Event at the Athens Opera House (cont.)

Furthermore, Navarino have banded together the fastest satellites in the market; with Intelsat having more High Throughput Satellites than *any other* provider, and Iridium Certus being the fastest L-band available. What's more, the service is fully and entirely managed by Navarino with the latest technology infrastructure. This includes the most advanced bandwidth optimization solution, designed and developed by Navarino, Infinity.

With shipping continuously thriving, and new routes needed in order to cope with increasing capacity, 100% of global coverage is highly important. This is done through Iridium Certus, which combines with the HTS Ku Band Intelsat network to offer very high speeds on both primary and backup channels. This new service, like its name, represents the culture of the company in which it was made. That is, being adventurous leaders in the maritime technology market.



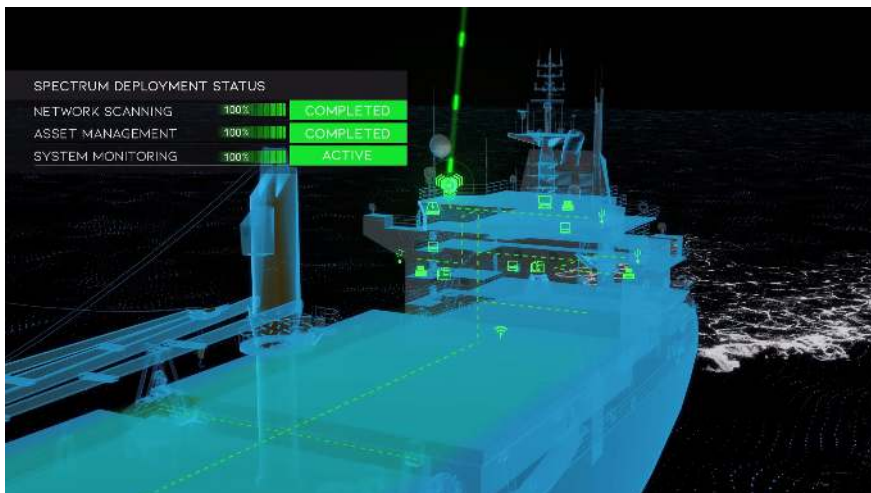
Special guest speaker, Ash Dykes, also represents this culture. Dykes spent one-year trekking across the Yangtze river in China, sponsored by Navarino. His adventures were precarious yet enlightening to what the world beholds and his speech offered thought-provoking material which guests responded well to.

Navarino want to continue to progress connectivity to the next level, and challenge a traditionally staid industry. Prodigy allows customers to undertake tasks in new and better ways, and ultimately work faster and more reliably than previously allowed. Prodigy is about empowerment, and empowering you to do more.

An in-depth look at Spectrum, the new ICT tool for maritime from Navarino

With digitization of shipping becoming evermore apparent, and the shipping space transgressing traditional norms into a more office-type space, the need to control this will, and is, becoming an urgency.

A sibling to Infinity - the world's leading bandwidth optimization solution - Spectrum, like the name implies, is about the hundreds of different ways in which your ship is becoming digitized. Except this system centralizes it and gives a detailed view of the vessel's infrastructure. The suite of software has been made to target a vessel's health and establish points of contact with different components. These components, over time, will evolve alongside the system which means that new dimensions will be protected as business operations become more complex.



Initial components will cover the basic yet most important structure of the vessel. Firstly, Asset Management involves all of the things that *you* determine as assets, with examples being software, hardware, servers, switches etc. These assets can be contained within assets (e.g. RAM in a PC) or even be connected to each other (devices connected via serial or USB to a PC). Once assets are decided upon, a network and physical map will be generated.

Furthermore, Health Monitoring Systems will monitor these assets and generate alerts based on their health, load, and usage. These metrics will provide users with the right information and data to automatically perform Capacity Planning. Navarino are known for evolving with their customers' needs. We know that the shipping industry is vastly expanding and changing, meaning new regulatory requirements and new operating and efficiency-related needs are always emerging. This means that our products and services *must* be informed by our users and have the ability to adapt. Infinity, for example, is updated quarterly based on the feedback we receive from our customers. Spectrum is no different; its next generations will cater to the latest requisites. Future components will be introduced to ensure the service remains agile to the changing shipping landscape.

Future components derived from the next generation of Spectrum will include Remote Maintenance. This provides all of the necessary tools for managing a desktop or server onboard a vessel. It will include tools like RDP or VNC, unattended installation of software, deployment of scripts and on a later stage, as well as a Syslog Server – a server that will collect all the logs from various devices connected to the network. A Windows Update Sever – this service will have a central Windows Update server running with the purpose of updating all devices on the network. Finally, an Active Directory Integration – a centralized management interface for all of the Active Directory instances running on board each vessel.



Events and News

With support coming to an end for AmosConnect, what are the best migration options for your vessels?

AmosConnect will no longer be supported by Navarino from the 30th of April 2020, and no further AmosConnect activations will be possible after the 31st of January. This makes it the ideal time to re-examine the migration options for those vessels that will need to move to another maritime messaging service. Navarino offers two migration options, Infinity Mail and GTMail. Unlike AmosConnect, both are constantly updated and fully supported. They are both also much more advanced in terms of cyber security.

For the price of 35 USD per month, 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 board, 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 hosts the first HackerX event in Athens, bringing together the best IT minds with industry executives

Navarino was delighted to host the first Hacker X event in Athens last week! It was organized to enable budding web developers to meet executives from technology companies and to discuss job openings. Our CTO Alexandros Giouzenis made the introductory speech and welcomed the attendees.

HackerX is an invite-only recruiting event for developers in 120+ cities globally and has a community of over 100,000+ members. The top developers in each city get to meet face-to-face with technology companies like Navarino to see if there are any opportunities to work together and launch their careers.

Over 60 full stack developers attended the event which was organized in rapid speed-dating format (5 minutes each) to keep things engaging and fun. After all the meetings were completed, all attendees had the chance to mingle over networking drinks. Alexandros said 'HackerX has been very beneficial for Navarino as it gives us an opportunity to meet and talk with really strong prospective developers. The casual environment puts the candidate at ease so they can represent themselves to the fullest. We look forwards to organizing more such meetups with the next generation of young IT students in the near future.'



Navarino attends the latest Digital Ship event in Athens to introduce our latest tech in person

Our team enjoyed the latest Digital Ship event this year at the Marriott Hotel in Athens, for one of the traditionally best attended Digital Ship get-togethers of the year.

Following on from the success of the Navarino Customer Event and the new things launched there, we found a lot of interest among participants in our newly released Prodigy and Spectrum services, alongside the usual excellent opportunities for networking with all our partners in Greece and from around the world.

Many thanks to the organisers for another really interesting 2 days of discussions, presentations and for the chance to catch up with everyone in the Greek maritime industry.



Out of the office

Helping to raise awareness of the Sailors' Society in the world's largest maritime community

Navarino was delighted to catch-up with international maritime welfare charity Sailors' Society, recently. Sailors' Society, which reaches out to 1,000 seafarers in more than 90 ports each day, is looking to deepen its presence in Greece – not least with the appointment of a new Piraeus-based port chaplain later this year.

Navarino has been supporting the charity for a couple of years now, including by co-founder Panos Tsikopoulos and managing director Ray Brough taking on the Loch Ness Challenge, a 60-mile canoe along Scottish waters, to raise more funds for the Society. Fundraising such as this enables the charity to continue its vital work.

Sailors' Society chaplains and volunteers visit crews on board ships offering everything from a friendly ear and Wi-Fi to make that all-important call home, to transport to local facilities. The charity also runs development projects in seafaring communities and offers family outreach, welfare grants and scholarships.

Sailors' Society's work in Greece includes provision of maritime scholarships and part-funding the new Tsakos Enhanced Education Nautical School (TEENS) on Chios, encouraging new talent to enter the industry. It also provides support through its Crisis Response Network (CRN), offering counselling, signposting and welfare support to survivors of incidents at sea such as accident or ambush.

In one case, a ship was arrested in Greek waters. The ship was forced to head to a port near Crete where it was moored for almost a year. The Society was able to help the crew, providing companionship, clothes, fuel, basic food items and toiletries as well as supporting their mental health during the stressful experience. As the largest ship-owning nation in the world and a thriving centre for maritime excellence, Sailors' Society is inviting individuals from the Greek maritime community to become an Ambassador for the charity.

If you are interested in becoming an Ambassador for Sailors' Society or in partnering on one of its projects or events, please contact Sailors' Society's Greece partnerships manager Rebecca Bridgen on partnerships@sailors-society.org



Supporting eXXpedition - The all female crew sailing round the world to raise awareness of plastic pollution

Navarino is excited to announce our sponsorship of a new initiative to tackle plastic pollution in our oceans - eXXpedition. Led by ocean advocate and skipper Emily Penn – it was founded in 2014 to shift the way people feel, think and act by building a global network of multidisciplinary women who can contribute to world-class scientific studies, explore solutions, and use their unique skill sets to tackle the problem from all angles.

eXXpedition Round the World is a pioneering all-female sailing voyage and scientific research mission to circumnavigate the globe via four ocean Gyres and the Arctic.



Over two years and 38,000 nautical miles, a crew of 300 women will take on 30 challenging voyage legs to sail through the some of the densest ocean plastic accumulation zones on the planet to study plastic pollution on board expedition sailing vessel S.V. TravelEdge.

Connected by a passion to protect our shared ocean, it will enable 300 women to go to sea as hands-on crew and experience first hand the challenges we face from single-use plastics while contributing to cutting-edge scientific research and solutions-based thinking.

Navarino's support will come in the form of connectivity - we shall be offering the crew FleetBroadband airtime so that the ladies will be able to share their voyage online, stay in touch with loved ones and of course as a safety precaution.

We wish them all the best of luck and look forwards to seeing their updates as they cross the oceans for such a worthwhile cause!

