

# Newsletter

## One of the major tramp owner/managers partners with the world's largest Fleet Xpress distributor as Döhle Group and Navarino roll out 100+ vessel FX project



Döhle Group, one of the major ship owning & management companies in the world, has partnered with Navarino in a major technology and connectivity project that will see Inmarsat Fleet Xpress (FX) and Infinity rolled out on more than 100 vessels. The company has selected Navarino to combine the high-speed connectivity of FX with the advanced digitalization tools of Infinity across several of its managed fleets in order to provide them with a major technology upgrade. Intellian is the chosen antenna manufacturer with the NX series model. Up to now more than 90 vessels have been installed.

Dimitrios Chatzitzanos, Navarino's Managing Director for its German office said 'We are excited and proud to be working on a project with Döhle Group who are among the top ship owner/managers in Germany and globally. I'm confident that FX combined with infinity will meet all the complex bandwidth and networking requirements that Döhle Group has.

We had to overcome the logistical challenge of installing a significant number of units in a short time frame, but thanks to excellent cooperation

between the two organisations this was successfully completed. We are now looking forward to a long term, productive and successful cooperation'.

Mr Benjamin Weltz, Head of Fleet IT at Döhle Group said 'Inmarsat's FX and Navarino's Infinity were proven successful during sea trials. We decided to migrate our fleet because we needed a reliable and fast connectivity solution in order to meet the increased bandwidth demand, while at the same time allowing us to control our costs.

Furthermore, the solution helps us to provide a higher level of crew connectivity, allowing them to stay in touch with family and friends as if they were ashore.'

**'We needed a reliable, fast connectivity solution in order to meet increased bandwidth demand'**

Mr Benjamin Weltz, Head of Fleet IT at Döhle Group

### Editor's note

by Christian Vakarelis



Welcome to another Navarino Newsletter! In this edition we are very proud to announce our major partnership with Peter Dohle, with whom we are working to equip their fleet of over 100 vessels with Fleet Xpress and Infinity. We are very proud to be working with one of the biggest companies in our industry and I am delighted they have chosen Navarino as their technology partner.

Another major piece of news is our achievement of DNV Type Approval for Angel, our cyber security service for maritime. Cyber security continues to be a major consideration for most of our customer's fleets, and this certification means that Angel becomes an even easier choice to make for them to secure their vessels' IT infrastructure.

We are also very proud of our collaboration with Kyklades Maritime who alongside Fleet Xpress and Infinity, are installing Spectrum, our maritime toolkit for IT managers. Spectrum is helping them meet their own cyber security management strategy, as well as helping bring efficiencies to the way they are managing their fleet's IT assets and ensuring they are constantly updated.

Spectrum has seen a range of new functionality added this quarter. Windows updates, asset management, risk assessments and an application library have all been added to the service and you can read about those and future features being added this year.

And finally, you will also be able to read about how AM Nomikos are using our unique Ku band service, Prodigy, to upgrade their connectivity and business operations, while improving the ways their crews stay connected with home, with some of the most flexible VSAT packages on the market.

## Infinity with Angel achieves DNV Type Approval for cyber security



Navarino's best in class cyber security solution for maritime, Angel, has received Type Approval in accordance with DNV's Cyber Secure (Advanced) class notation.

Angel is the first cyber security service designed to meet the unique and diverse requirements of the merchant marine sector that has received such an accreditation. Angel secures a vessel's business, IoT and crew networks against cyber threats by providing oversight, security threat alerting and control of the vessel's entire network.

Angel's DNV Type Approval applies to Infinity Plus and Infinity Cube Dell 440 servers, on which the Angel service is hosted.

The Cyber Secure class notation from DNV addresses the cyber security of a vessel's main functions and shipowner's operational needs. The notation comprises three different

qualifiers – Cyber Secure Entry, Cyber Secure Essential and Cyber Secure Advanced, with Angel having been type approved with the 3rd level of DNV's Cyber Secure class notation: Cyber Secure Advanced. With this type approval, Angel can ensure superior quality assurance from the world's leading classification society.

Navarino CEO, Dimitris Tsikopoulos, said: 'We are very proud that Angel has achieved type approval in accordance with DNV's Cyber Secure Advanced class notation. As the maritime sector's digital evolution gathers pace at an ever-greater rate, choosing a cyber security solution that is designed precisely for maritime is important. Angel customers can rest assured that their vessels enjoy certified levels of protection from cyber threats through a valuable collaboration of two industry leading companies.'

## Kyklades Maritime Corporation partners with Navarino to bring its fleet to the cutting edge of maritime technology

Kyklades Maritime has 17 vessels installed with Fleet Xpress and Infinity Plus. In this article, Nikolaos Kourtalis, the company's ICT Manager, discusses the ways in which Kyklades Maritime is using a combination of Fleet Xpress and Navarino technology solutions to enhance the efficiency of its operations and to expand its options for business applications.

'Since installing Fleet Xpress (FX) we have been able to take advantage of its higher bandwidths and fixed fee pricing to maximize our productivity and install new software, to, for example, monitor our vessels' engines or for navigation, all of which is also accessible from shore through the FX connection.

**'Spectrum supports our cyber risk management strategy in accordance with the relevant regulations'**

Nikolaos Kourtalis, ICT Manager

Fleet Xpress has also benefitted our crews during the ongoing pandemic during which time providing a secure, reliable and functional connectivity option for our seafarers has been crucial. FX provided our crews with exactly that in addition to fast, stable bandwidth which we were able to offer them free of charge for much of their communication requirements.

To manage and optimize the connectivity that Fleet Xpress provides us with, we have installed Navarino's Infinity solution. This provides us with a single platform from which we can monitor almost every aspect of our fleet. We can easily track vessels' positions, quickly apply firewall rules across our fleet as well as synchronize application data and remotely troubleshoot crucial operating systems.

We have also installed Navarino's Spectrum service on some of our vessels. As shipping is increasingly relying on digital solutions for the completion of everyday tasks, Spectrum supports our cyber risk management strategy in accordance with the relevant regulations and



the best practices that we follow on board our vessels. Spectrum's asset management, network virtualization, remote monitoring, software updating mechanism and patching tools are all crucial in order to comply with regulations.

To conclude, I can say that we are very pleased with both the direct and indirect interactions we enjoy with Navarino. Our overall experience with both their technical support and sales teams has been more than satisfactory and all the products and services provided by Navarino to Kyklades Maritime have very much met our expectations.'



# Spectrum Update – What’s new and what’s coming to the platform over the following months

Spectrum has evolved steadily since its launch into the must-have tool for maritime IT managers everywhere. Here are some of the latest features we have added to the platform and what’s coming later this year –

## Asset management

This tool allows for the automatic detection and registration of all of your vessels’ IT assets into the system. Furthermore, it provides templates for OT systems to be manually added. By having an always updated inventory which can be exported as a report, IT administrators at shipping companies can identify risks and address cyber security threats as part of their vessels’ Safety Management System.

## Risk Assessments

Spectrum introduces the ability to add risk assessment information into the platform for both IT and OT equipment to help comply with IMO guidelines. Spectrum’s risk assessment report is based around the Bureau Veritas NR659 rules on Cyber Security for Maritime Units. It consolidates your vessels’ complete ICT and OT infrastructure into a single report that Captains can easily print out to provide the most updated documentation to inspectors.

## Application Library

With Spectrum’s Application Library, you will never have to worry about un-patched software again thanks to its automated, easy patching mechanism that keeps your onboard devices updated and secure. Select



the applications you would like to manage from the provided list and let Spectrum do the rest.

## Windows Updates

Spectrum’s Windows Updates mechanism allows central management of your fleet’s Windows updates from shore. Spectrum does not utilize a WSUS, but rather manages Windows Updates with its own, optimized for maritime mechanism. What’s more, Spectrum offers administrators the flexibility to manage the downloading and installation of patches according to the available connectivity providers and transfer rate and to schedule download timeslots. This ensures that your vessel’s business operations are not affected by patch downloads.

## Development Roadmap

We constantly invest resources into improving our solutions and Spectrum is no exception. By the end of this year we are going to introduce the following additional features to Spectrum:

- You will be able to upload your own applications to the Spectrum application library.
- Spectrum’s remote management and administration capabilities currently allow you to monitor and set alerts of your choosing related to any asset or connectivity changes, metrics for Windows PCs and satellite modems. We will be adding onboard printers to this list of remote monitoring assets.
- We will also be adding the option for remote access to your assets through Spectrum, as well as the ability to execute scripts remotely on your fleet’s PCs to ensure that you can always administer them.
- We will be introducing the option for you to set USB policies on your vessels, ensuring that no unauthorized USB storage devices are being used onboard.

To learn more about Spectrum, or to see a live demo at a time of your own choosing, please contact us on [sales@navarino.gr](mailto:sales@navarino.gr).





## AM Nomikos T.W.M.A SA chooses Prodigy, Navarino's uniquely flexible Ku band service for its vessels

Based in Athens, Greece and with offices in London, A.M. Nomikos T.W.M.A SA is a successful commercial, corporate, and ship management company operating on a global scale and currently managing a fleet of 59 vessels. Founded in 1958, the company has managed to continuously evolve and grow over the past six decades, successfully expanding its operations in the diverse sectors of shipping by adopting innovative solutions. In this spirit, A.M. Nomikos is cooperating with Navarino, whose hybrid Prodigy service has set a precedence in maritime connectivity and communications.

Prodigy is Navarino's hybrid connectivity service which combines Intelsat's FlexMaritime's unmatched capabilities with Iridium Certus, the fastest L-band network. A new concept in connectivity, Prodigy has been designed to make connectivity easier by offering straightforward packages that evolve together with the user's application and connectivity needs.



Speaking to Mr. Christian Vakarelis, Navarino's Vice President of Media Communications, the IT Director of A.M. Nomikos, Mr. Yiannis Sofianidis discussed the rationale for adopting Prodigy. 'Our first thought went to the connectivity capabilities. The 24/7 connection between the office and the vessel is especially important, since our vessels are using so many digital products and file transfers are very quick to upload. Prodigy enables us to provide better remote support too as it offers a better and faster connection.'

He continued 'Prodigy allows for a wider use of business applications that we were not able to previously execute through our Fleet Broadband service alone. With the current global pandemic and the maritime sector's increasing focus on cyber security, the conventional method of sending files by email is no longer feasible.

VSAT offers the best, fastest, and safest alternative and has also



helped us with the creation of guidelines in accordance with IMO regulations which will assist A.M. Nomikos, particularly in the future as we move towards syncing multiple files with our vessels. In a similar line of thinking, the active connection between the office and the vessels, as well as some of our IP phones on the vessels will create a direct line to the company, ensuring all our communications will be synced and easily accessible.'

He added 'The installation of the Intellian antenna was a smooth and uncomplicated process, performed by our crew without any difficulties. Where we might encounter an obstacle, it is reassuring to know we can request advice from Navarino and receive assistance or suggestions immediately.'

Mr. Kiriakos Striboulis, Navarino's VP of Market Intelligence, said 'A.M. Nomikos is a forward-thinking company which has continuously adopted contemporary ideas. I am confident that Prodigy's high quality, reliable connectivity will further enhance the way AM Nomikos offers crew welfare and also allow the company to roll out new business applications.'



Prodigy's unique service also offers better opportunities for crew connectivity which Mr. Sofianidis indicates is another option currently being investigated. 'With the opportunities that Prodigy now gives us, we are considering upgrading our fleet to ensure that every crew member can have their own account and top up their connectivity credit.

Overall, we are very happy with not only Prodigy's service but also the speeds, stability, and opportunities it gives us.'

**'Prodigy enables us to provide better remote support too as it offers a better and faster connection.'**

Mr. Yiannis Sofianidis, IT Director