navarino

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Use our Angel Office trial to secure your office free of charge until August 31st with no commitment or termination fees

Angel Office, Navarino's shoreside maritime cyber security service, is currently under promotion for those who sign up by June 30th, making it a completely free of charge service (no monthly fee and no installation fee) until the end of August. As a 24/7 security Defense Solution, Angel Office is completely dedicated to the monitoring of and response to threats / attacks in an organization. Following the successes of Angel, the world's first cyber security service for maritime, Angel Office has been developed to further an organization's capabilities for cyber protection onboard and now onshore, ultimately representing Navarino's evolution and deep understanding of maritime cyber security. Our Angel Office promotion also plays a role in raising awareness of security issues in the shipping industry, helping ship owners, captains, and IT managers to understand the importance of shoreside maritime cyber security.

For the free promotional period, customers will not be charged for implementation fees and monitoring for up to 300 Events Per Second (EPS). With this 300 EPS, the service is able to monitor a plethora of activities; demonstrating to customers both the importance and power of the new service. These activities include Active Directories (PowerShell, DNS, DHCP logs), mail servers and a Secure Mail Gateway, Core Firewall (IDS/IPS, Web Filtering, Application Control, VPN), and Antivirus Server, making it an all-encompassing opportunity for customers.

- Sign up before 30th June for free cyber protection until 30th August
- No monthly fees or implementation costs
- No commitment. Cancel any time before 30th August with no penalties

The process for the promotion has been simplified for ease of access to this opportunity. Navarino, working with Neurosoft, use a questionnaire to gather the specific needs of customers and following this, a meeting is held to finalize. With each step, an organization's needs, desires, and requirements are considered and the service is tailored to adapt throughout the process, without compromising quality. If the customer wants to include more infrastructure than the 300 EPS, for example, the customer will work with Neurosoft to maintain the service at a level at which it is still free, whether this includes removing low priority infrastructure points or only charging for the additional infrastructure.

Furthermore, this promotional opportunity requires just a few prerequisites for implementation, including a virtualization environment for virtual collector installation, and the customer's IT department to be available for an onboarding period of 2 weeks. Contact us on info@navarino,gr to learn more about how we can secure your office.

Editor's note

by Christian Vakarelis

Welcome to another Navarino Newsletter! In this edition you will read about our new Angel Office promotion, which is running now and which offers you full cyber protection for your office IT infrastructure for free until August.

Another new service we have introduced this quarter is our Theasis movies platform. Theasis offers your seafarers the latest Hollywood releases, streamed to their own devices on board and I think that seafarers all over the world deserve all the entertainment we can offer them after their heroic efforts throughout the pandemic.

Also in this edition we examine how our Quazar service in combination with Spectrum's latest update helps our customers to comply with the new IMO regulations on cyber security and offers Asset Management and risk assessment capabilities for the IT and OT infrastructure onboard.

You will also read about how Intelsat is expanding its VSAT coverage over the busy North Atlantic sea routes, which is excellent news for our Prodigy customers, as of course Intelsat provides the backbone of our flexible Ku-band connectivity service.

We are also extremely proud of our work with KODEP, which is the social security service in our home of Piraeus. We are delighted to be able to assist them in their vital work with a van to help them deliver aid throughout the municipality.

Enjoy our newsletter and stay safe!

Market News

Newly expanded Intelsat FlexMaritime network brings extra connectivity to North Atlantic in good news for Prodigy users

The North Atlantic Oceanic Route is one of the most strategic trade routes, linking Western Europe and North America. Each year, commercial maritime vessels transport large volumes of cargo through this sea lane. These waters also support major fishing, offshore energy, cruise and leisure industries.

However, network connectivity for critical operations can be lacking in this relatively remote area. A lack of connectivity can hinder a ship's navigation or maintenance systems, and it can severely limit or even prevent the crew's communications with family and friends on shore. This means that in order to succeed, fleets operating in this region need reliable network coverage that they can rely on. Intelsat is continually adding coverage to its already-robust FlexMaritime network.

Earth

Ku-band wide beam
Ku-band HTS beam
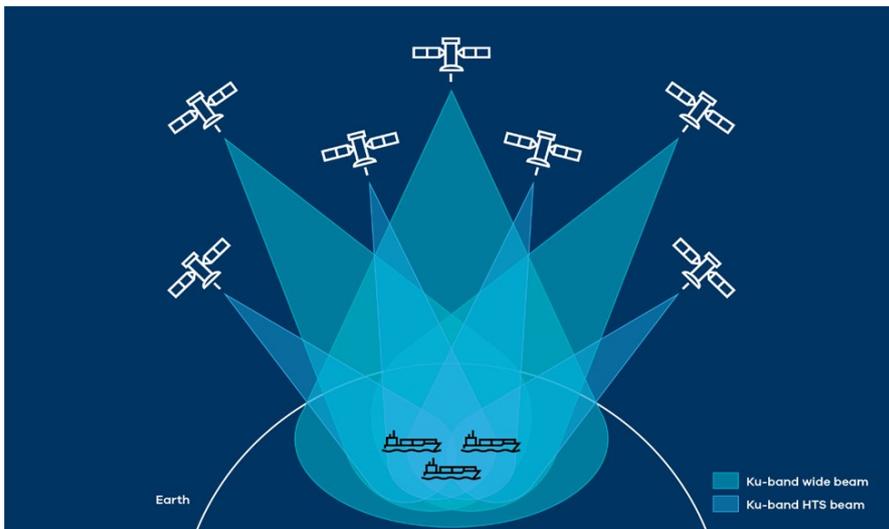
Most recently, Intelsat enhanced FlexMaritime to include coverage throughout the Hudson Bay and North Atlantic, including northeastern Canada, Iceland, Greenland and the North Sea. This expansion adds over four million square kilometers to the existing FlexMaritime network, enabling more ships to experience the benefits of high-performance, reliable and scalable connectivity and as Intelsat is the backbone of our Ku-band service, we warmly welcome this large expansion.

The FlexMaritime network expansion leverages several satellites, including Intelsat 901 (IS-901), which docked to Northrop Grumman's Mission Extension Vehicle (MEV-1) in February 2020 for life-extension servicing — the first time ever such services were offered to a commercial satellite in geosynchronous orbit. As a result of that historic event, MEV-1 is now powering IS-901 for an additional five years, making it impressive not only technically but also from an environmental viewpoint.

The FlexMaritime network now integrates the capacity of 16 satellites with more than 140 beams, combined with nine teleports, to create multi-layered coverage specifically designed for the stringent demands of the maritime industry. Ships using FlexMaritime seamlessly connect to multiple high-throughput and wide-beam satellites, ensuring maximum performance and service availability wherever they are travelling.

Navarino introduces Theasis, our new onboard movie service that delivers the latest Hollywood releases to your crews

Our new movie service for maritime, Theasis is here! Theasis provides your vessels with licensed movies from the major Hollywood studios which crewmembers can stream at their convenience to their own devices.

Easy to install, with minimal equipment required, a broad database of movies from the last 3 years is available from the day of installation. New cinema releases are also made available 3 months after their official cinematic release so your seafarers can always enjoy the latest blockbusters.

Each month, 10 new movies are added to the onboard database which is updated over a vessels' VSAT connection and streamed to users over the onboard wifi connection.

Movies are provided in English, with English and Greek subtitles available and other languages available for subtitling upon request.

Nikolas Papanikolaou, Navarino's Head of Product Management said 'We are delighted to be able to offer this exciting new service to our customers. We understand that seafarers often miss out on the latest film releases which often have stopped playing in cinemas by the time they get back home. Theasis allows them to watch the latest releases in an easy to install, user-friendly platform and we are expecting it to be one of our most popular services for seafarers who have worked so hard during the pandemic especially.'

To learn more about Theasis please contact your Navarino Account Manager or send us an email on info@navarino.gr

Events and News

How Quazar and the new version of Spectrum combine to help our customers comply with IMO requirements

During its 96th session in 2016, the Maritime Safety Committee implemented a maritime cyber security framework for the first time, named the "Interim guidelines on maritime cyber risk management". These guidelines set the initial structure for dealing with the cyber threat through including recommendations to safeguard shipping from current and emerging cyber vulnerabilities and culminated in the IMO ICT regulations formed around the NIST framework which came into effect on 1 January 2021.

Navarino's Quazar service aims to help shipping companies address and comply with these regulations fully. A core part of the Quazar offering is our Spectrum platform. Spectrum is a software suite of tools and processes designed to cater specifically to the needs of maritime IT managers. It offers a centralized platform for remote monitoring, maintenance and management of the entire IT and connectivity infrastructure onboard including network devices, satellite terminals, operating systems, applications and security measures. It offers a complete IT portfolio that helps to maximize efficiency and increase security while producing cost efficiencies and optimizing your business processes both onboard and onshore.

Spectrum's Asset Management tool helps IT administrators at shipping companies to identify risks and address cyber security threats as part of their vessels Safety Management System. The most recent update to Spectrum introduces the ability to add risk assessment information into the platform for both Information Technology and Operational Technology equipment, which allows the criticality and likelihood of attacks to be assessed and which forms a key part of the IMO guidelines. For example, it allows you to identify whether a wireless access point on board may be using an old version of firmware that leaves it open to security threats, and to take the necessary actions required to rectify it with an update.

Constantinos Koutsouradis, Navarino's Chief Digital Services Officer said 'Faced with a vastly increased number of solutions, technological developments, regulations and requirements, IT managers face a heavy burden ensuring that their shipping companies can keep pace with digitalisation, often with limited resources to do so. Our Quazar service, in combination with Spectrum, is designed to lighten this load on IT managers and help ship operators enjoy the benefits of digitalisation without worrying about the time and cost involved in rolling out and supporting advanced ICT projects on their fleets'.

Spectrum provides Asset Management and risk assessment options for IT and OT devices

Our digital services offer the maritime industry the next step along its digitalization journey. Providing a holistic understanding and level of support which considers every aspect of the merchant shipping process; relieving IT managers of heavy day to day burdens whilst at the same time improving efficiency and empowering shipping companies with the ability to move forward with their overall ICT objectives.

To learn more about how we can help enhance your organisation's ICT objectives, or to arrange an online demonstration please email us on info@navarino.gr

Out of the office

The key drivers for digitalization: A deeper look at Inmarsat's survey and how shipping can adapt to the new digital era

Digitalization represents the transition of information, tools, and processes into a technological format in order to leverage benefits that improve the business process. This period of technological adoption has seen industries drastically change their operations to promote a digital future which emanates efficiency, reliability, and the effective evolution of business to withstand growing demand and disruptive innovation. The scope of reasons for adopting technological and digital practices is therefore vast, with each industry, sector, and business seeking different benefits. Inmarsat have worked to understand the shipping industry's' most prominent reasons for this adoption, capturing insights from shipowners and ship managers and those at the highest level of decision-making in a research programme report commissioned in 2020.

The report found that 71% of respondents agreed that reducing operational costs and creating operational efficiencies was the top priority in the digitalization process. This is as digitalization offers an almost endless spectrum of possibilities and opportunities for progress – meaning service providers and specialists can develop cost efficiencies in almost every mode of thinking.

Service providers are most certainly capitalizing on this; developing systems, software, and procedures which support opportunity for cost efficiencies. For example, Navarino's new IT Managed Service, named Quazar, enables significant cost efficiencies in numerous ways. Through a personal IT Manager supplied by Navarino themselves, the cost for recruiting and training additional resources is minimized, or even eliminated for our customers.

When asked how much they are expecting to save through the adoption of digital solutions, respondents averaged 11% in operational cost savings. This is important for fleet owners in as much as shipping companies can invest these savings elsewhere in the business structure in order to promote growth, whether that be in R&D and business development, marketing, or customer retention activities. For example, through Quazar, the everyday tasks of IT managers are undertaken by the Navarino personal IT Managers, giving our customer's IT Manager the time and freedom to 'focus on the bigger picture' and create further innovation for their company, leading to cost-savings.

You can read our full analysis of this in-depth report on our website, in our Newsroom section alongside many other articles relevant to our work in maritime technology.

Navarino sponsors Piraeus Social Services department, KODEP, with a van to help them deliver vital assistance

Navarino is privileged to have sponsored another worthwhile cause, the Piraeus social services or *Public Benefit Municipal Enterprise of Piraeus,* which is a part of KODEP. KODEP offers a range of social welfare services and programs for those citizens of Piraeus most in need. This is especially important during the current global health crisis.

The sponsorship is in the form of a van which will be used for the distribution of basic necessities to the homes of the most vulnerable groups of Piraeus, which KODEP have been carrying out since the beginning of the health crisis. KODEP have been operating for the last 10 years, after having been founded in 2011. The organization covers 5 key pillars: caring for the economically disadvantaged, providing food, providing clothing, providing information on health and prevention issues and implementing policies aimed at supporting vulnerable persons.

The handover ceremony was attended by the Mayor of Piraeus, Mr. Giannis Moralis, the President of KODEP, Mr. Giannis Voidonikolas, the co-founder and one of the shareholders of Navarino, Mr. Panos Tsikopoulos, and the Director of Social Services of KODEP, Mr Nikitas Kanakis.

The sponsorship hopes to strengthen the actions of KODEP, allowing for the effective distribution of necessary goods to those in need, as well as the effective facilitation of emotional and wellbeing support to, in particular, the elderly and lonely people who are in dire need of psychosocial assistance, especially during a time such as this. Navarino continues to look out for good causes to which we can offer our support and provide help to those in need, especially in our local area of Piraeus which is home to the Navarino HQ.