Dell awards Navarino with 'Excellence in Social Impact' accolade for our CSR work

We are very proud to have been awarded with the Dell Technologies 'Excellence in Social Impact' accolade!

This award recognizes our commitment to the Dell Technologies' 2030 Social Impact goals of sustainability, inclusion, ethics, and transforming lives, which was implemented in 2019 and is annually reported on.

The 2030 goals place focus on 4 prominent areas, which we continually strive to demonstrate in our own operations. Dell strives to advance sustainability across their customers, suppliers, and communities through accelerating the circular economy and championing the people who build their products. Moreover, Dell looks to cultivate a feeling of inclusion; believing that diversity is power. The company want to use their expertise to create technology which transforms lives, as well as uphold ethics and privacy whilst doing this.

With Navarino's recently established CSR Department, we are able to support Dell in achieving these goals, whilst cultivating our own culture of corporate responsibility.

Panos Tsikopoulos, Navarino's co-founder, said 'The importance of social projects has become ever more important in recent times and we at Navarino are very lucky to be in a position that allows us to give something back to our community and environment. We are delighted to receive this award from our long term partner Dell, and we look forward to working with them closely on CSR projects in future.'

We are very honoured to win and we would like to thank both our CSR Team for their efforts as well as Dell for being such a strong partner to Navarino. We look forward to working with them on many more positive social impact projects in future!

Editor's note

by Christian Vakarelis

Welcome to our new look Navarino Newsletter! Obviously you will notice that in this edition we have undergone a company rebranding which has been a very large project but we are all really proud of our new corporate identity. I hope that you, our readers agree that it gives us a fresh, modern new look which really reflects Navarino's evolution into the maritime industry's leading technology partner.

In this edition we are proud to announce that we have been awarded Dell's 'Excellence in Social Impact' award thanks to the actions and efforts of our CSR team. We are very grateful to Dell for the recognition and we shall continue to develop our CSR efforts in future.

Also in this edition we include two customer case studies. Norway-based Ugland is rolling out our Spectrum service across its fleet and Prime Bulk is installing our Quazar solution. We are very grateful to both companies for agreeing to these case studies and we look forward to building on our strong partnership with each of them in the years to come.

It was great to return to events this quarter and we were delighted to take part in the Smart Maritime Network's Athens conference at the Divani Apollon Hotel, which as always was well organized and informative.

Finally, our Action Team was also at work again this quarter, as they held a beach cleaning and first aid training event in Faliro, which you can read about on page 4. Congratulations to all of them, I look forward to seeing what they do next, and joining them!

Enjoy our new Navarino Newsletter!

Navarino launches its new corporate identity

Having started as a connectivity company, Navarino has evolved into one of the world's leading maritime technology partners. While connectivity services remain a very important part of our business, especially since we are the world's largest Fleet Xpress distributor, today Navarino's existence is defined by the constant dialogue between the technology solutions we deliver and the maritime sector that we serve.

Our new logo is designed to reflect the intersection between these two subjects, with a graphical representation creating a simple yet distinctive mark, which we call the eye. The eye represents our long-term vision, always looking ahead and anticipating the needs of our

customers so that we can develop and deliver services that help them work smarter. The eye also represents the proactive manner in which we watch over and support our customers wherever they need it.

Our new identity is not designed to be a huge change in the way we look – rather it embodies a notion of continuity. The advances in our brand evolution reflect the stability of

our organisation and simultaneously, our eagerness to evolve. Traces of our heritage can also be seen in the second-level reference to satellite coverage in our new logo.

We hope you find our new look as fresh, clean and modern as we do and we look forwards to continuing to deliver the 5-star Navarino service that we always strive to offer you, under our new identity.

Ugland rolls out Navarino's Spectrum service across its fleet

functionalities, such as defining custom asset categories, providing a flexible and complete solution. The asset categories include both equipment that is connected to the vessel's IT network as well as to OT assets. With Spectrum, network-enabled equipment is populated automatically, providing a complete picture of equipment, software catalog and network topology. This information is available in printable reports from both the vessel's dashboard and the centralized fleet-wide dashboard.

Ugland Marine Services AS has recently confirmed a fleetwide order of Spectrum after a 3-month trial.

Spectrum is a service offering a centralized platform for remote monitoring, maintenance and management of the entire IT and connectivity infrastructure onboard as well as various options to comply with the cyber-risk management regulations.

Mr. Marius Kjølleberg, Senior ICT Security Consultant at Ugland, said: "Our primary reasons for choosing Spectrum were the Windows Update functionalities and the asset management tools. When we have, let's say, 10 client computer

systems onboard, it is a much faster process to download Windows Updates through Spectrum than to individually download them on each piece of IT infrastructure. Not only this, but this minimizes data consumption, supporting the financial goals of the company.

The second reason pertains to Spectrum's asset management capabilities – the asset overview function helps to be compliant with the new IMO regulations." Spectrum's asset management component will be able to support any asset category with an emphasis on those categories that are specific to the maritime sector. Ugland will be able to benefit from a range of

Moreover, Mr. Kjølleberg also spoke about his excellent working relationship with Navarino and how this has helped the project move forward. "We have a good, open relationship with Navarino. If I need something tweaked, I can speak with the team and get the service adapted immediately."

"Overall, we look forward to seeing what opportunities Spectrum holds. The service has many functionalities that we haven't yet discovered. Although Ugland already have an extensive IT department, we feel that Spectrum would be particularly beneficial for companies looking for extra support with their IT infrastructure".

Prime Bulk chooses Quazar, our unique vessel IT management service

Athens-based Primebulk Ship management Ltd operates a fleet of 9 vessels. The company recently decided to begin implementing Navarino's innovative new Quazar platform across its fleet.

Quazar is an easy to deploy and cost-effective way to acquire, install and manage a vessel's IT infra-structure. It includes all onboard hardware and software combined with a 24/7 personal Navarino IT Manager, backed up by a dedicated team of IT specialists, all for one fixed monthly fee per vessel.

Using an 'IT-as-a-service' concept, Quazar removes the CAPEX for hardware or software acquisition, replacing it with hardware leasing, software licensing, and support fees that are all included in the monthly fee. Quazar also allows for the implementation of advanced security policies that safeguard all digital infrastructure while complying with regulations. In addition, a personal Navarino IT manager assigned per fleet offers an expert, personalized understanding of a vessel's IT infrastructure, and implements any service or support request that the ship operator requires.

Dimitris Zografos, IT manager at Primebulk, said 'The number one reason we chose Quazar is the cyber security of our vessels which we take very seriously. Before, we had of course things like group policies on the servers and antivirus but not a complete solution. Quazar has really helped us to ensure a complete, secure setup across the fleet. Navarino's Quazar team has also begun preparing tailor-made documentation needed for the IMO cyber requirements – this is a demanding task that would have been extremely difficult to prepare ourselves.

The second reason we are installing Quazar is to save time. By handing over most of the day to day support, equipment preparation and management of our vessels' IT infrastructure to our personal Navarino IT manager we free up a tremendous amount of our resources internally to focus on other things.

What's more, now with Quazar, we have a fully redundant setup with full remote desktop access.'

Konstantinos Dimitriadis, Navarino Account Manager for Primebulk said 'I am very excited about this project that gives Primebulk a major evolution in the way it operates its IT infrastructure across its fleet. I enjoy a strong partnership with Dimitris, and I look forward to continue helping him to rollout Quazar on his vessels.'

Navarino presents its cyber security portfolio at the Maritime Cyber-Security and Safety Conference

The 20th May saw Navarino's Stratos Margaritis present at the Maritime Cyber-Security and Safety Virtual Conference.

Stratos Margaritis, primary Solutions Architect at Navarino, explored in particular the 3 vessel setups that Navarino's cyber security portfolio can offer through its new Quazar service.

The 3 flavors, Essential, Standard, Enterprise are tailored to the pivotal components of Quazar – its technology, its people, and its platform.

Quazar Essential includes the most vital components of the Quazar solution, including the 24/7 support and service desk, Infinity and Spectrum. 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.

Quazar Standard takes a step further, offering a personal IT manager who works to offer specialized assistance, backed up by a team of IT experts. Additionally, Quazar Standard offers a fleet-wide domain & private cloud hosting, which ultimately means one centrally managed set-up that is highly available with central security policies enforcement, as well as CIO level reporting.

QUAZAR

Finally, Quazar Enterprise concentrates efforts further onto the cyber security aspect; offering tools such as Dark Web scanning, class notation as well as cyber class approval from Bureau Veritas.

Navarino attends the Smart Maritime Network's Athens conference at the Divani Apollon hotel

We were delighted to return to events as we attended the Smart Maritime Network's Athens conference at the Divani Apollon Palace & Spa on the 15th of June 2021. It was a pleasure to reconnect in person with partners and customers and to participate in the lively panel discussions. The in-person event was held under careful conditions and in-line with all guidelines and restrictions as issued by the relevant authorities.

The Smart Maritime Network (SMN) is a platform "to promote the benefits of enhanced integration and data sharing stakeholders within the maritime and transport logistics sectors, informing and educating the industry on technological developments and innovations while providing wider opportunities for relationship building and knowledge sharing".

SMN Athens was due to be held one year after the first SMN conference and designed to take a look at "the pace of progress" for digital adoption and how digital innovation has been embraced across the industry. This, like all events worldwide, was postponed due to the pandemic.

However, despite the unfortunate postponing of events, the pandemic

really demonstrated the significance that the digital age has on our industry and what digitalization can do to industry resilience and growth.

The talks held by industry experts covered topics from the pace of our digital progress, to how to harmonize and standardize the industry. What's more, topics covered subjects such as the digital roadmap to sustainability and trade facilitation of the future. It was a pleasure to hear experts speak about such important topics, which are influencing our industry like never before.

Navarino Action Team's Faliro beach cleaning event

Sunday, 6th of June saw the Navarino Action Team carrying out the cleaning of rubbish from the beach at Faliro in Athens. Organised by the Navarino CSR department, the Navarino Action Team took part

in an organised beach clean-up in order to protect the Greek beaches, which are becoming increasingly littered as summer begins.

The team also attended a first aid training course, learning how to react to a medical emergency at the beach. British first aid company, Four Minutes Ltd, shared valuable knowledge and skills to the team, including:

- Scene Safety Assessment
- Cardiopulmonary Resuscitation
- CPR practical's on adults, children and infants
- Bleeding management
- Hypothermia
- Water rescue

Well done to everyone who participated and a big thank you to our CSR department for putting this excellent event together!