

### Increasing demand for Crew Internet Cards

Crew welfare is once more at the top of the agenda and more and more shipping companies around the world are exploring the possibility of offering internet access to their crew members. Low cost internet cards seem to be the ideal supplement to crew calling cards, as crewmembers enjoy internet access at low cost while at the same time, the shipping company minimizes the monthly budget for satellite communications. A growing number of companies have been asking for solutions to offer crew internet at sea, using a prepay model. Now, following input from several customers, Navarino is pleased to announce the

release of Stratos crew internet cards. These cards, in conjunction with the large allowance plans on Fleetbroadband, allow crew members to purchase a card, much like the crew calling card, and use it to log on to the internet, in exactly the same way as most hotels around the world offer their guests. The card comes in several denominations and is decremented by Megabytes consumed. By using the 'light' version of internet sites and special compression techniques, these cards allow crew to get online very cost effectively, and without the need to worry about the card being used up quickly.

### New Inmarsat satellites to be launched offering superfast network with speeds up to 50Mbps

Inmarsat plc and a unit of The Boeing Company (Boeing Defense, Space & Security) have come to an agreement for the delivery of three state-of-the-art 702HP Ka-band satellites. Inmarsat has contracted Boeing to build a new constellation of Inmarsat-5 satellites – as part of a new worldwide wireless broadband network called Inmarsat *Global Xpress™*. Inmarsat estimates that the total cost of Inmarsat-5 and Global Xpress will be \$1.2bn over 4.5 years, incorporating the fixed cost of the satellites, as well as the cost of additional ground network infrastructure, product development, launch services and insurance. The Inmarsat-5 constellation will enable Inmarsat to provide a unique global high speed mobile broadband service offering. With operations expected to start in 2014, Inmarsat-5 will support a next generation global service, *Global Xpress™*, which will address the established, growing markets for VSAT



services in the Maritime, Energy, Government and Aeronautical sectors. The combination of high-bandwidth, high-throughput Ka-band data services, packaged alongside the reliability and versatility of their continuing L-band solutions, will enable Inmarsat to offer end-user customers an unrivalled portfolio of broadband services - Services that continue to be unique and yet universally deployable, pioneering yet dependable. *Global Xpress™* will deliver seamless global coverage and unprecedented mobile broadband with speeds up to 50MB/s, to customer terminals from 20-60cm in size. Inmarsat plan is to roll out the seamless, global network in the Ka-band (with full global coverage) by the end of 2014.

*Andrew Sukawaty, Chairman and CEO of Inmarsat, said: "This is a new investment for new growth. With the Global Xpress network, we will be the first operator to offer global mobile broadband coverage, offering unparalleled speeds and bandwidth to customers in remote locations around the world."*

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#### Did you know that?

**Stratos has 3 Global PoPs (Point of Presence)**

Stratos, provides 3 regionalized Point of Presence (POP) at:

1. Amsterdam
2. New York
3. Hong Kong

The three advantages of using several POPs are:

1. Redundancy—you can always have a back up POP.
2. Low Latency— customer experiences high quality service.
3. Lower cost—for end to end network implementation.

## New FB Large Allowance SCAPs by Navarino

New Large Allowance SCAPs are now available by Navarino. Any fleet with more than 10 vessels can enjoy FB usage allowance packages of 2GB, 3GB, 4GB and 5G. These packages are ideal for limited web browsing (official and crew) but also for low cost voice communication. The basic characteristics of these new packages are:

- Monthly subscription per vessel.
- Flexibility to accommodate fleets of various size with a minimum total monthly charge for 10 SIMS.
- These Packages include not only Standard IP service but all FB services at especially discounted rates.
- No activation fee on all SCAPs (for 2010 and 2011).
- Compatibility with any type of FB HW ( FB 150, 250 or 500).
- Two SIMs can be accommodated on a vessel having two FleetBroadband user terminals.

For additional information please contact your Navarino account manager.



## Navarino becomes the official partner for BOW GSM Service in Greece

Navarino Telecom, the leading provider of satellite telecommunications and Blue Ocean Wireless (BOW) the company expanding mobile communication capability in the merchant maritime market have come to an agreement for the provision of "BOW GSM Service" in the Greek Market.

BOW GSM Service is a service that combines the use of GSM cell phone and FleetBroadband onboard vessels at sea and provides GSM coverage in deep waters. This service enables crew members to make phone calls and to send and receive SMS messages. All of this is provided for one affordable monthly fee that covers usage, full warranty and maintenance of the required equipment. No upfront capital investment is needed. The crew GSM traffic will not interfere with business phone calls and will be charged separately to the crew member. The services included are:

- Voice calls (outbound)
- SMS messages (outbound and inbound)
- SMS notifications
- Phonebook and short dial code functions of the GSM phone

Mr. Nicholas Papanikolaou Product Manager of Navarino said: "Navarino welcomes bow to our family of top quality services."

### Benefits for Ship Managers and Owners

- Cost effective – no capital investment in hardware required
- Cost certainty – crew members are charged directly for their usage
- Separate bridge and crew calling - commercial and crew calls use the same satellite connection without any interference
- Predictable - yearly terminable contract
- Improved productivity – instant, easy access to people and information
- Security - reliable hardware and maintenance



From left:

Mr. N. Papanikolaou/Navarino, Mr. P. Tsikopoulos/Navarino, Mr. Julian Lynn/BOW, Mr. A. Dimitriadis/Navarino.

### Benefits for Officers and Crew

- Affordable - stay in touch with outgoing calls and incoming/outgoing SMS messages
- Privacy – make calls in personal quarters
- Familiar and convenient – use your own GSM phone
- Flexibility – multiple crew can make GSM calls at the same time

## H<sub>2</sub>O Latest update



### Product Suite Expands with H<sub>2</sub>OWeather and BNWAS

We are always looking for ways to add value to the H<sub>2</sub>O Satellite products and are pleased to announce two new additions. The BNWAS will become a SOLAS mandatory carriage requirement from July 2011 and will be phased in for all vessels of 150GT and above. The term BNWAS is an acronym for the term Bridge Navigational Watch Alarm System – a safety system made mandatory in amendments to SOLAS Chapter V Regulation 19 and adopted on 5<sup>th</sup> June 2009 by Resolution MSC.282(86). H<sub>2</sub>OSatellite are able to provide a robust and functional BNWAS system.

Also joining the H<sub>2</sub>O product suite is H<sub>2</sub>OWeather, an icon-

driven graphical marine voyage optimisation system that provides on-board and around-the clock weather-routing information. This sophisticated yet user-friendly system is a comprehensive and indispensable operational tool.

### New software released for H<sub>2</sub>O Complete

A new version of the H<sub>2</sub>OComplete software has recently been released by H<sub>2</sub>OSatellite offering some useful new features including support for Unicode characters. The software can be downloaded free from the H<sub>2</sub>OSatellite website where you will see some of the new features are listed.

## AmosConnect reaches 250m messages

Stratos has announced that it has successfully completed the transmission of the 250 millionth e-mail for maritime companies using the application. The 250 millionth message was sent from the vessel Crown Garnet, managed by Wallem Shipmanagement. Wallem is currently using AmosConnect on over 100 vessels. AmosConnect system is installed on over 20,000 vessels. "Over the years, AmosConnect has proven to be an easy-to-use, robust application that has provided a solid foundation for Wallem Shipmanagement's business and crew communication needs," said Ian Parkes, Wallem's group information systems manager. "The facilities being introduced with AmosConnect 8 also will support further integration between vessel and shore at the application level."

AmosConnect

## Ship Equip increases satellite capacity

Ship Equip, New Wave Broadband and Telenor Satellite Broadcasting (TSBC) sign a multiple year agreement for the provision of satellite capacity and iDirect services in the Middle East, which secures Ship Equip future growth in bandwidth usage in this region. TSBC will uplink the iDirect services from their Nittedal teleport in Norway where they have recently installed an iDirect hub. The increase in satellite capacity serves a number of purposes: Firstly it will be utilized to provide existing customers with more bandwidth. Since the launch of SEVSAT in 2003/2004 the demand for bandwidth has been steadily increasing. Vessels are now contracting higher bandwidths to accommodate e-mail usage, voice traffic, internet traffic,

corporate database and network traffic. "As ship owners have become accustomed to having the vessels online 24/7 they have started to rely on the connection and fully use it to improve operational efficiency" CEO Ivar Nettet states.

Secondly but equally important the new bandwidth will be used to accommodate the growing number of SEVSAT customers. As VSAT more and more has become accepted as the standard for maritime communications, shipping companies from new segments have embraced this technology.

Finally the coverage area in key regions is increased, with more favorable overlapping of coverage areas making the Ku band coverage more continuous than ever.

The current addition of satellite capacity comes on top of last year's signing of a deal that secured a capacity capable

of serving 2-3000 ships with VSAT in the Atlantic Ocean, Gulf of Mexico, North



African and Mediterranean oceans. It clearly shows that Ship Equip is committed to providing its growing number of customers with high quality and high volume of bandwidth.

"The deal increases reserve capacity considerably in the Middle East where bandwidth demand has been increasing, and comes also as a response to a rise in demand for Ship Equip's maritime broadband solution SEVSAT" CEO Ivar Nettet says.

Navarino is the official distributor of Ship Equip in the Greek market.



# Royal Academy of Engineering awards Inmarsat

The UK's top engineering prize has been won by Inmarsat, for its Broadband Area Network (BGAN) service. Inmarsat's team was awarded the prize for having successfully overcome "formidable" engineering challenges. The MacRobert Prize is awarded by the Royal Academy of Engineering to recognize

innovative ideas. The BGAN service comprises a network of satellites which offer near global coverage for voice and data calls. It is used by companies all over the world enabling them to broadcast from remote or disaster-struck locations. But it is also popular with companies, government and non-

**MacRobert Award judging panel chairman Dr. Geoff Robinson said:** *"The Inmarsat team had the vision to see demand for a global broadband service and the courage to invest significant time and money in developing it. That their service can deliver such tremendous humanitarian benefits, in addition to the technical and commercial ones, must be a source of great satisfaction to this outstanding team."*

governmental organizations and has become a key tool for aid agencies and emergency services involved in disaster relief. Just days after the devastating earthquake in Haiti, close to 500 individual terminals accessed the BGAN "spot beam" over the country. The £50,000 prize is split between

four Inmarsat employees based at the firm's London headquarters: Eugene Jilg-Chief Technology Officer, Marcus Vilaca-Chief Scientist, Franco Carnevale -Director Space Segment Engineering and Alan Howell Director System Network Engineering.



## The World Offroad (sponsored by Navarino)

For more news, photos and videos from the adventure of Akis & Voula please visit [www.theworldoffroad.com](http://www.theworldoffroad.com)



After 1130 days in 65 countries and 5 continents with more than 160.000 kms covered, Akis and Voula reached the point of return. On 26/07/2010 in Buenos Aires they embarked on a Grimaldi Lines vessel, destination Dakar. After three weeks they arrived in Senegal. Once again they chose the hard way for their return to Europe by following the course of the Dakar Rally .

After Senegal they crossed Mauritania, Morocco, Spain, France and Italy. They arrived in Greece on September, 7<sup>th</sup> with final destination Thessaloniki. After more than two years of wandering the world Akis and Voula stopped at Greece. They were both touched and had no words to describe their feelings. They didn't go directly to their final destination, but spent two more days on the roads of Greece. The first day they visited Dodona, Ioannina and Papigko. The second day they followed "Egnatia Odos" for a stop in Metsovo and then Kozani, Ellassona and Katerini. They spent their last night only a few kilometers from home on Olympus mountain . The next morning they arrived in their final stop. Their arrival was met with many tears, joy and lots of hugs. Navarino would like to thank Akis & Voula for sharing all these valuable moments and unforgettable experiences.

### Photos:

(1) Where West Sahara meets Atlantic Ocean, (2) Offroad at Tzoumerka, (3) Awaking at Papigko, (4) The last morning at Olympus.



**"The World Offroad" uses satellite communications systems offered by Navarino Telecom.**