

Navarino appointed Inmarsat Gold Service Provider



At the Inmarsat annual conference in Berlin Navarino was accredited as an Inmarsat Gold Service provider.

Navarino is delighted to be considered within the top tier of Inmarsat Service Providers, which is a result of four main factors: **a)** the volume of traffic, **b)** our high quality internal procedures, **c)** Inmarsat-certified, technical support following written exams and **d)** the effectiveness of our marketing plans.

With this accreditation Navarino will benefit from plenty of privileges such as Inmarsat Direct customer service support, training at the Inmarsat Academy, access to lab training, joint marketing activities and many more. We would like to thank you all for helping Navarino achieve such a great success.



Navarino to provide airtime services to OSM Ship Management

In December 2009 OSM Ship Management (Norway) and Navarino Norway signed an agreement for provision of Inmarsat services.

OSM is an independent marine-services provider offering high-quality off-shore, ship management and consultancy services as well as navigation, engineering solutions and financial planning. They are based in Norway with offices in 19 countries worldwide.

Navarino is pleased to announce this new agreement and promises to continue providing to all her clients first class services and after sales support.



Mr. Steinar Sandberg / OSM

Incentra and Navarino in satcoms deal

Navarino is proud to announce that it has been named as one of only 2 suppliers for Inmarsat services to Norway's elite Incentra organization.

Incentra is an organisation that works closely with a group of selected representatives from the members / owners to obtain optimal terms and conditions at a minimum of cost for its members. The society is selective in choosing product areas and suppliers.

Each supplier agreement is a result of thorough market research and evaluation of each supplier's ability to comply with the quality standards required by the members. A close co-operation and open communication, builds up good and long term relations beneficial to both members and the chosen suppliers to the society.

Incentra presently consists of 39 active members and 9 affiliated members / owners, operating approx 660 ships / vessels and rigs. Additionally there are 104 confirmed new-building contracts. The society is managing 39 framework agreements with various international suppliers.

Navarino is proud that elite maritime organizations like Incentra trust her award winning services.

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Did you know that?

Optional Interface Unit in JRC FB500

Besides the reliable interfacing on the below deck unit terminal, JRC offers an optional interface unit, packed with a range of additional features.

Indicative it has 4 Ethernet ports, 4 telephone lines (RJ-11), 4 external buzzers, own JRC launchpad, built in gyro interface (NMEA) and GPS signal input and output.





Stratos FBB Bundles additional packages

Following the success of FBB Bundle entry plans, Navarino and Stratos have created one more monthly package (entry plan) to make FBB services even more affordable and attractive.

The FBB Bundle entry plans combine airtime and a terminal and are available in three different schemes, under a 2 or 3 year contract.

The first two entry plans are still valid and offer 25 MBytes or 225 voice mins and 50 MBytes or 450 voice mins.

The latest FBB Bundle Entry Plan offers 126 MBytes of data or 1134 minutes of voice.

The customer owns the equipment once the contract period

Usage Allowance	Terminal
25 MBytes or 225 voice mins	FB150
50 MBytes or 450 voice mins	FB250
126 MBytes or 1,134 voice mins	FB500

ends.

Please feel free to contact your Navarino Account Manager for any additional information.

FB 8k and 16k streaming available from Stratos



Stratos introduced two new lower streaming IP service rates made available by Inmarsat to run over FleetBroadband. These services will offer separately billed streaming classes at 8 kbps and 16 kbps.

The streaming IP packages are designed to operate over the FleetBroadband 500 and 250 terminals and will not be offered on FleetBroadband 150.

Streaming services will be billed per minute for 8kbps increments, but the uplink/downlink can be selected in 1 kbps increments up to 16kbps.

Selection of the 8 and 16 kbps services is done via AT commands (a set of low-level commands used to control modems). Other services for the same terminal are available while running the 8 kbps or 16 kbps streaming.

Stratos and Bow join forces to offer GSM service over FBB terminals

On September 22nd, Stratos announced it has reached a cooperative distribution agreement with Blue Ocean Wireless (BOW) that will enable ship managers to conveniently deploy GSM service via FleetBroadband terminals.

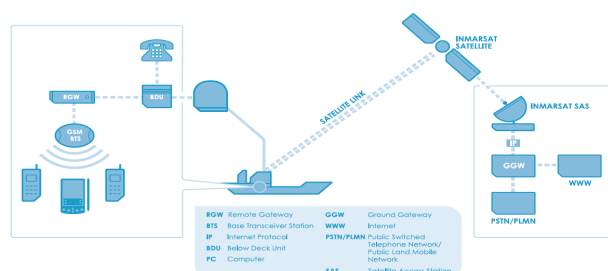
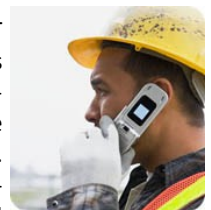
BOW GSM service from Stratos is a dedicated GSM service for crew members and officers of merchant ships.

It is the first service using Inmarsat satellites that enables seafarers to utilize their existing mobile phones onboard merchant ships in deep ocean

waters, exactly as they would in port or on land.

The Blue Ocean Wireless GSM system consists of a GSM Base Transceiver Station (BTS) and a Remote Gateway (RGW) . The BTS is installed at the accommodation area and transmits voice and data signals received from mobile phones to the RGW which in turn are converted into a narrowband signal ready for transmission over the satellite network. The RGW is the system's "heart" controlling the GSM signaling

and call set up as well as SMS functionality. This plug-and-play technology is connected via Ethernet to the satellite terminal which can either be an Inmarsat FB250/ FB500 or a VSAT terminal. There is zero satellite utilization when there are no calls in progress. The BOW GSM service is a limited range GSM network available to a vessel's accommodation area only. Each seafarer with a compatible GSM mobile can make and receive calls and SMS through his personal number from the full privacy from his cabin. The BOW airtime communication is given through pre-paid Pins of 25 units each at competitive rates. In this way, commercial airtime traffic is separated from crew airtime resulting in less administrative cost and time for the shipping company.



Inmarsat wins 6 awards in 2009

Inmarsat concludes its 30th anniversary year having achieved high-profile industry and consumer recognition through a string of prestigious awards.

In the latest awards announcement, Management Today magazine's annual Most Admired Company presentation saw Inmarsat rated 4th overall in the UK for quality of goods and services. In their business category they overtook BT to take second place, based on a peer review survey of 236 publicly-listed companies, behind Vodafone.

This follows the news in November that Inmarsat has been named the best of Britain's large public companies at the UK National Business Awards 2009.

The company was judged to have demonstrated exceptional financial returns, strong growth and innovative strategies in the UK's premier cross-industry awards.

Inmarsat came top in the category of publicly-listed companies with a turnover of more than £500 million (US\$838 million). The 10 finalists in the category included Blue chip companies such as Pearson, Diego Morrisons and BSKyB.

Also Inmarsat was rated 7th in the FTSE 100 in this year's rankings, alongside such well-known brands as BA, HSBC and Glaxo. Other accolades this year have included:

- Mobile Satellite Services Operator of the year by the Annual Awards for excellence in satellite management.
- Best Satellite Provider by the S.Asia, M.East and N. Africa Telecommunications Council.
- Best reputation for innovation in the UK and one of ten most reputable public companies by the Global Pulse Study 2009 (5,000 interviews in UK).

Navarino Technical Support now officially certified by JRC



Navarino technicians have successfully completed a certification scheme from JRC (Japan Radio Co.).

The one week training program took place in December and all of our technical support team were officially trained, tested and certified by the accredited instructor Mr. Ruud Kraakman (Technical Advisor & Trainer of JRC). The training week covered installation, commissioning and repairs for JRC latest FleetBroadband terminals FB250 & FB 500.

Navarino is among the few companies worldwide with all members its technical support team certified for FleetBroadband products from JRC. This will be an extra advantage for the Navarino operations department in their day to day work monitoring and resolving customer issues and problems. Mr. Andreas Dimitriadis—Director of Operations said: "We are pleased to have completed one more important



Mr. A. Dimitriadis

training session for Navarino's technical support department. We will continue to improve our services and provide first class support to our clients. Our purpose is to successfully maintain and enhance our strong and long-term relationships with all our customers."



Stratos named Top Inmarsat Distribution Partner for FBB

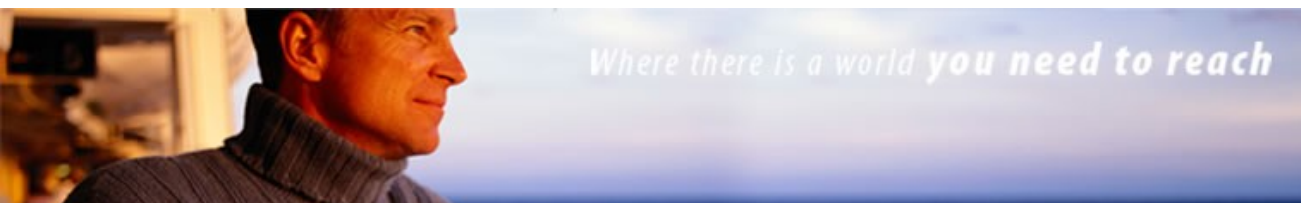
At the recent Inmarsat Customer Event in Berlin, Stratos was named as the FleetBroadband Distribution Partner of the year for 2009. Most significantly Stratos received recognition for:

- Earning the highest FleetBroadband revenues in the industry.
- Having the most aggressive and creative market approach.
- Having activated more than 50% of the total worldwide FleetBroadband SIM cards.

On November 9, Stratos was also named as the world's largest independent teleport operator for 2009 by the

World Teleport Association (WTA). Stratos ranked number one on WTA's 2009 Independent Top Twenty list which groups companies based on revenue from all sources but excludes companies whose core business is ownership and operation of a satellite fleet or terrestrial network.

Stratos also was ranked fifth on WTA's 2009 Global Top Twenty list, which groups companies based on revenues from all customized communications sources and includes operators of teleports, satellite fleets and fibre networks.



Sailor ships 5,000 FBB

Thrane & Thrane reports that it has completed shipment of its 5,000th FleetBroadband terminal, less than two years after deliveries started in December 2007.

The 5,000th terminal was a SAILOR 500 FleetBroadband, delivered to the UK.

“Reaching this milestone in such a short space of time reflects how quickly FBB has been accepted and also how end-users appreciate the quality and reliability of SAILOR products. The market for FBB continues to grow and, based on the performance of SAILOR terminals so far, we hope to hit the next milestone of 10,000 terminals much earlier than expected.” commented Mr. Walther Thygesen, CEO, Thrane & Thrane.

Thrane & Thrane originally introduced the first FleetBroadband 500 terminal when the service was launched in November

2007, and was also involved in the development of key components in the system’s ground infrastructure.

June 2009 saw the company complete the family of FBB terminals with the FB150 joining the FB500 and the FB250.

Navarino is one of the largest provider of Thrane & Thrane products in Europe and Asia.



The World Offroad (sponsored by Navarino)

For more news, photos and videos from the adventure of Akis & Voula please visit www.theworldoffroad.com



the historic Puebla then they crossed the surrealistic cactus forest which led them to Oaxaca, a quiet city with an indigenous population and a tasty and rich cuisine.

They continued to the backwater villages of Chiapas State and met members of Zapatistas, the armed revolutionary group, which are trying to improve the



The Land Rover Discovery 3 continues the adventure after staying in Mississippi for three months.

In mid November the team started from Houston, after a long break, travelled through notorious (for drug dealing) Laredo, crossed North Mexico from Sierra Madre and reached Mexico City. On the way to MC they met ghost towns, like Real De Catorce and mining towns including Zacatecas, Guanajuato and Ceretaro.

Co-driver Voula said “We understood very soon that the life in Mexico every night is like a fiesta . I didn’t expect so much culture in this country. It was a pleasant surprise.”

They continued to Southern Mexico, passing



living conditions for the indigenous population.

Akis said “South Mexico is different from the rest of the country, the landscape becomes green, the physiology darker and the living standards lower.”

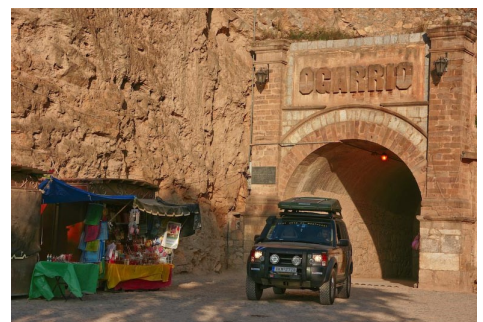
They turned course towards Guatemala through the peninsula of Goyokatan and Belize.

They intend to arrive in Costa Rica for New Years’. At the begin-

ning of 2010 they will continue their journey to Tierra Del Fuego.

Voula also said “It’s like we are reborn in Mexico, when we drive the landscape changes dramatically all the time, we taste new flavors and every day we meet poor people full of energy. During our trip to North America we’ve missed our every day activities in the countryside. Now we feel that we continue our adventure as we used to.”

The two Greeks have been on the road for 900 days and they have covered 128.000 kilometers in 50 countries of the 5 continents. Their journey is expected to end in 6 months, but both admitted that they could continue forever.



“The World Offroad” uses satellite communications systems offered by Navarino Telecom.