

Navarino wins the award for #1 FleetBroadband provider in 2011

Global Partner Conference 2011



Winner
Greatest contribution
to FleetBroadband growth 2011



Navarino was announced the winner of the Inmarsat award for the "Greatest Contribution to FleetBroadband Growth" at the Global Partner conference 2011, which was held in Barcelona from 9-11 November.

This award is the highest accolade in the maritime satellite communications industry and was given to Navarino thanks to its outstanding performance and leading achievements in 2011.

"I am honoured and delighted to collect the award for the Greatest Contribution to FleetBroadband Growth 2011" said Navarino CEO Mr. Dimitris Tsikopoulos. "This award comes as a result of the whole Navarino team's efforts over the last years. We would like to thank Inmarsat for recognizing our efforts and to repeat our commitment to the four basic principles of our company: quality, flexibility, innovation and customer-oriented

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Did you know that?

Mini-M service will be supported at least until the end of 2016, but thereafter will most probably be retired.

Mini-M was Inmarsat's best selling service for many years and made global maritime communication simple and cost-effective. The ideal product to replace mini-M is the new Fleetphone. FleetBroadband150 is also a great alternative, offering much faster speed for data communication too.

Other maritime services with fixed termination date are:

Inmarsat D+	Dec 2014
Inmarsat B	Dec 2014
Inmarsat M	Dec 2014
Maritime mini-M	Dec 2016

LAMM (Large Antenna mini-M)	Dec 2012
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philosophy”.

Inmarsat used quantitative and qualitative standards to determine the winning company from across the maritime communications industry.

Earlier this year, Navarino was acclaimed for the excellent results generated from promoting VLAs (the largest FleetBroadband packages) as well as the INFINITY solution, which is the ideal complement to FleetBroadBand.

Mr. Tsikopoulos collects the award from Mr. Perry Melton, Inmarsat Chief Operating Officer



FB packages to be streamlined

Inmarsat has announced that as from the 1st of December 2011, some significant changes will take place in the current FB pricing plans. Specifically, Inmarsat will retire a large number of plans by closing them for new activations on 31st December 2011 and reposition a number of existing plans by changing MB allowance and prices with effective date the 1st of December 2011. This means that both the new plans and the “to be retired” plans will run in parallel during December 2011.

In summary, the monthly subscription FB packages that will be available for 2012 onwards are:

Plan	Entry 2012	Mid 2012	1GB 2012	3GB 2012	5GB 2012	5GB 2012
Implied MB Allowance	126 200	385 500	1,024	3,072	5,120	5,120
Minimum Duration Period	12 24 months	12 24 months	24 months	24 months	24 months	48 months
Maximum number of SIMs	2	2	2	2	2	2
Available for a SCAP	No	No	Yes	Yes	Yes	Yes
Payment options	Monthly, Annual	Monthly, Annual	Monthly, Annual. For SCAP only Monthly			

- Entry Plan will remain at the same cost, but the data allowance is increased at 200 MB .
- Mid Plan will be available at a much lower cost and the data allowance is increased to 500 MB
- No SCAP option for Entry and Mid plans.
- The contract duration is 24 months for all plans except for the Standard plan (1 month minimum). Only the 5GB and the VLA plan will have a 48m option.
- The configuration for the new allowance plans (excluding VLA) will have an allowance that will have the same \$ value as the subscription and will include all services: Std IP, voice to fixed, voice to cellular, Streaming IP, ISDN, SMS and Voice to other MSS Networks.
- The SINGLE vessel plans will be available either monthly or annually with pre payment options; the quarterly option will no longer be available. SCAPs will be available only with the monthly payment option.
- SCAPs and SVMB will have the same monthly fee (SVMB cost used to be appx 20% higher). For the new SCAP plans, Inmarsat has removed the requirement for 10 vessels to be provisioned within 6 months.

Standardised early termination penalty charges across all plans:

When a user deactivates a subscription before the end of the minimum duration period, a charge relating to the outstanding subscription (i.e. the remaining portion of the minimum duration period at the monthly rate) will be made and this will be the lesser of the outstanding subscription for the remainder of the minimum duration period or the maximum termination charge as follows:

Maximum Charge	2-year packages	4-year packages
Maximum Penalty	6 months	9 months

Navarino sponsors catamaran in transatlantic race



Navarino, together with Stratos and SAILOR are going to be the main sponsors of airtime and telecommunications equipment required onboard the "STADIUM" a 70 ft French designed sailing catamaran that is going to cross the Atlantic as part of the ARC (Atlantic rally for cruisers).

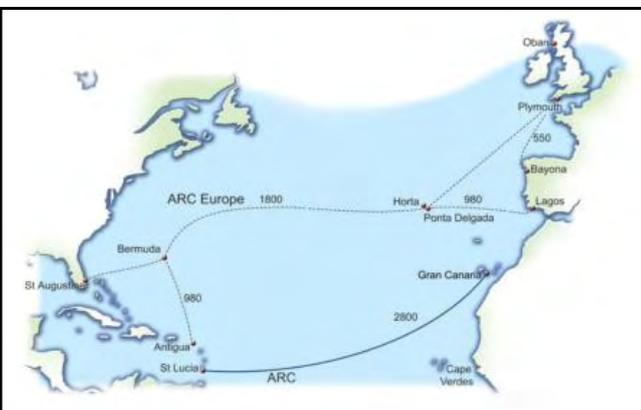
This annual transatlantic rally starting each November in Las Palmas de Gran Canaria, has now become the most popular way to cross the Atlantic. The largest transocean sailing event in the world, every year the ARC brings together over 200 yachts from all over the world. The Caribbean destination is Rodney Bay in Saint Lucia, one of the most beautiful islands in the Lesser Antilles. The 2700 nautical mile passage on the NE trade wind route takes on average between 14 and 21 days. The "STADIUM" will be equipped with an INFINITY enhanced SAILOR FB250 terminal. Two ISAT phones will also be available onboard mostly for voice communication and for emergency purposes. Taking into account the GMDSS requirements of such an ocean going yacht, an additional SAILOR Mini-C has also been installed. In terms of airtime a 5GB/month allowance coupled with INFINITY will take care of all the data requirements of the 6 member crew, including web browsing, email, weather reports as well as transmission of race photographs and videos. It is expected that, with compression and bandwidth management, the 5GB allowance will be increased to an equivalent of 15GB/month which is more than enough for



Over 200 yachts from all over the world are competing in the world's largest transocean sailing event .

yachts and even for commercial vessels.

Mr. Panos Tsikopoulos, Navarino Telecom's Commercial Director who will be onboard the boat as part of the crew said: "We anticipate this to be an exciting race and unique experience for the crew. The "STADIUM", with speeds of 14 to 20 knots under most conditions, is one of the fastest boats that participate in the ARC and will be competing for one of the top positions overall. Equally exciting will be



The 70ft catamaran "Stadium" which is equipped with an INFINITY enhanced SAILOR FB250 terminal.

my personal use of our best selling products and services in a hands-on, real-life situation and the challenge of using such equipment properly and efficiently to increase our performance".

All information for ARC 2011 will be displayed at: www.worldcruising.com/arc Yacht positions will be received 4 x per day and displayed on the site. See link to "Fleet Viewer".

Purchase 168 Stratos ChatCards and get a FREE FleetPhone!

The new promotion is now available from Navarino and is addressed to all Navarino Crew calling cards customers. By purchasing 12,000 crew calling minutes (168 500-unit or 336 250-unit Stratos ChatCards) at your offered rates, Stratos/Navarino offer you an Oceana 400 or 800 at no cost. The Fleetphone must be activated within 75 days after the delivery date on one of the 12-month Fleet phone plans (please contact your Navarino account manager).

FleetPhone subscription fee and any postpaid calls will be invoiced separately on a monthly basis. This promotion is valid till the end of 2011.

A fleet phone is ideal either as a back up voice solution or as a crew calling dedicated terminal. Another option is to install it in the office and take the advantage of the very low Fleetphone to FleetBroadband voice rate (much lower than the usual shore to ship voice rate offered by the terrestrial network operators).



The Oceana 800 FleetPhone even incorporates a dedicated internal GPS receiver that provides tracking and instant messaging with the press of a single button, as well as 505 emergency calling.

INFINITY news

"Light Surfing on Demand" makes INFINITY the "must have" solution for crew welfare.

A great feature that significantly differentiates INFINITY from its competition is the "Light Surfing on Demand". The crewmembers have the option to start light web browsing (meaning that they visit the light version of websites), by simply clicking the "Light surfing on Demand" icon on the welcome screen of INFINITY. Measuring mobile web performance across a wide range of devices, browsers, networks, and sites, it turns out that a mobile webpage load consumes approximately 0.01 MBytes. The "Light Surfing on demand" feature in combination with the large allowance FB packages, where the cost per MByte is lower than \$1.00, gives the option to crewmembers to surf on the web at appx \$0.01 per webpage. This feature solidifies INFINITY as the "must have" system for crew welfare.



SOAP&XML via Infinity

INFINITY team is pleased to announce that the "SOAP & XML" feature is now available to all INFINITY users.

S.O.A.P. (Simple Object Access Protocol) allows to any web-service enabled system of the company to exchange structured information with the vessel (via INFINITY). Due to the nature of this protocol and its language, SOAP is totally independent and secures compatibility with any programming model.

In this way all of the crew welfare related transactions from ship to shore, can be executed faster, with increased security and consistency, without the need for any user intervention.

This feature is already used in some companies that have linked their crew management system with Crew internet accounts. Each time a new crewmember joins a vessel, a new crew internet and calling account is created with specific quotas to apply, depending on his rank. The most interesting thing is that any consumption in units (i.e. crew internet PINs reload) is being automatically charged to the company's payroll system, significantly simplifying any accounting procedures.



New advertising campaign for INFINITY

INFINITY's marketing department has designed an innovative advertising campaign for INFINITY solutions. The first INFINITY advertisement has already been published in many maritime magazines and newspapers and there are more to come. The main concept has been to highlight the multifunctional nature of INFINITY as well as its flexibility that allows the continuous development of new features.

More services
More communication. More possibilities...
More than a box!

A bandwidth management and optimization solution that is specifically designed and developed to increase the efficiency of the vessel's communication, reduce the costs of both business and crew communications and offer more crew welfare options. Reliability, Security, Simplicity. Inmarsat solutions for your definite needs!

Distributed by navarino
For more information visit www.inmarsat.com

INFINITY
INTEGRATED COMMUNICATIONS SOLUTIONS

Another characteristic that was taken into account is that all users benefit from every update and from ideas that were suggested by their peers in the shipping industry. "Ask for more, get more" could definitely be one of the new Infinity mottos.