

## New XpressLink options by Inmarsat

Inmarsat announced three new XPRESSLINK packages which offer to shipping companies more options to cover their requirements for global high-speed broadband solutions with unlimited bandwidth.

XpressLink is a fully-integrated Ku-band and L-band solution offering the maritime industry a compelling combination of high-speed broadband at a fixed monthly fee. Managed end-to-end by Inmarsat, the service is delivered with the outstanding quality, global coverage and seamless mobility that customers expect from the leading provider of mobile satellite communications.

In addition, it provides an easy upgrade path to the Global Xpress service when it becomes available in 2014, including free terminal upgrade from Ku to Ka-band Global Xpress as well as increased bandwidth upgrade on Global Xpress.

	UPLOAD / DOWNLOAD Speed	MONTHLY FEE
<b>BASIC</b>	128/128	\$2,599
<b>PRO</b>	256/256 128/384	\$2,999
<b>PREMIUM</b>	512/512 256/768	\$3,399

The new XPRESSLINK packages include:

- Bundled Ku-band and L-band satellite communication service
- VSAT and FleetBroadband terminals (FB500 or FB250)
- VSAT antenna and electronics rack
- 1 public IP address
- 4 VSAT and 1 FleetBroadband voice line
- 36 month contract with additional 36 month optional free upgrade to Global Xpress
- Option to utilize the existing equipment available, subject to Inmarsat approval.

In addition, the XpressLink service includes the Global Unit, an intelligent below deck control system that automatically manages switching between Ku-band and L-band and deploys updates to installed satellite equipment. Navarino is one of the few selected maritime communications specialists that have been approved to sell XpressLink.

Please contact your Navarino account manager in order to receive a complete XPRESSLINK offer.

### XpressLink Coverage

Full global coverage is accessible by the combined Ku-band/FleetBroadband connectivity:



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### Did you know that?

**XPRESSLINK is compatible with both types FB 250 and FB500 terminals and that shipping companies can utilise previously purchased equipment, FB or Ku Band VSAT, subject to Inmarsat final approval.**

**Inmarsat also offers you the possibility to upgrade your current FleetBroadBand plan to XPRESSLINK without early termination fees to apply.**

## Grieg Shipping crew surf the net free with a fixed-price plan

Nearly 600 crew members working for Grieg Shipping can now surf the internet for free and call home for less, thanks to FleetBroadband and Infinity.

The Norwegian company, owner of one of the world's largest open-hatch fleets, can offer its mariners the attractive deal after signing up for a Very Large Allowance (VLA) plan, which offers FleetBroadband connectivity for a fixed monthly fee. Grieg Shipping turned to Inmarsat service provider Navarino when it decided to upgrade satcoms on its vessels from the older Inmarsat Fleet and Inmarsat B services.



### Data-heavy usage

"They were looking for a solution that would deliver crew internet and data-heavy business usage at good speed - and with no unexpected bills," explained Navarino international account manager Christian Vakarelis.

This coincided with Inmarsat's introduction of the VLA package, and so Navarino proposed a 10GB monthly plan at a fixed price, comprising of:

- Two Thrane & Thrane FB 500 terminals with automatic switchover in case one antenna signal was blocked.
- Two voice lines
- Multiple Wi-Fi points for crew internet
- Infinity Voice - Navarino's value-added bandwidth management and optimization solution, which allows the crews to place personal calls at the very low VLA rates

A one-vessel trial was undertaken early in 2011, which proved a success with the crew, captain and head office.

### Global coverage

"Grieg really liked the fact that it was an Inmarsat system - the global coverage, reliability and speed they were used to, and with no cost surprises at the end of the month," said Christian.

"The VLAs are a real step forward and give shipping companies an option that's never been there for them before." Navarino has now installed FleetBroadband on all of Grieg's 26 open-hatch general cargo vessels serving Europe, China and the Americas.

Having FleetBroadband with Infinity enables Grieg to offer crews the option of making calls at the very lowest voice rate on the VLA plan.



### Improved comms

Grieg Shipping's ICT manager Oystein Sivertsen said: "The crew members are very happy with the new set-up.

"The crew communication options are much improved, as all onboard now are able to browse the internet, chat, send email and SMS to family and friends, even out at sea."

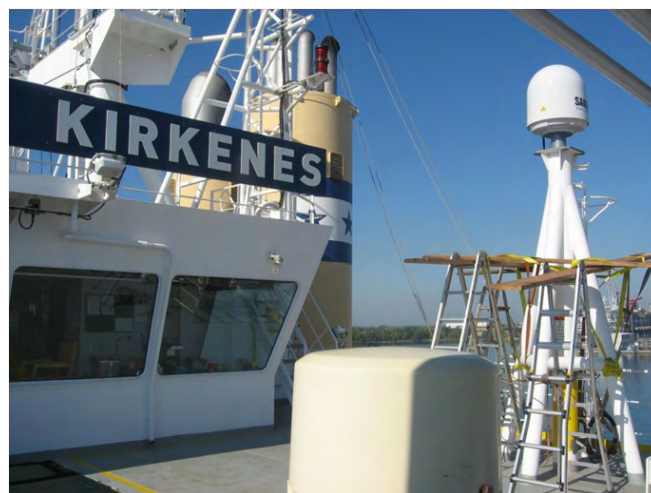
Broadband speeds of up to 432kbps, no matter how bad the conditions, have also streamlined vessel operations.

### Remote control

And on-shore expertise can be easily accessed by phone, email or video conference. Grieg IT personnel at head office can log directly into the ships' systems.

"The remote control option has opened up a new area when it comes to IT support from shore," said Oystein.

"We have encountered no issues with the service and although it was a very large project it was implemented to a tight schedule in a matter of months."



(source: Ocean Voice, April 2012  
[http://www.inmarsat.com/ocean\\_voice/1204box.htm](http://www.inmarsat.com/ocean_voice/1204box.htm))

## New unit consumption for Inmarsat crew calling cards

### *Crew calling via INFINITY remains unchanged*

As from the 1st of May 2012, Inmarsat will implement some changes to the unit consumption of crew calling cards through Inm B, mini-M, Fleet 33/55/77 and FleetBroadband services.

This change will apply for any crew call placed from any ocean region to any fixed or cellular destination. The final unit consumption table for Inmarsat (Stratos) crew calling cards is:

Service	Time Zones	Unit consumption	Talking Time	
			250 unit card	500 unit card
Fleet 33/55/77, mini-M, Inm B:	Anytime (24/7)	11 units per min	22.73 minutes	45.45 minutes
FleetBroadband:	Anytime (24/7)	8 units per min	31.25 minutes	62.50 minutes

The new unit consumption applies even for users that have partly used cards. Inmarsat (Stratos) Crew Calling Cards still offer you 24/7/365 off-peak rates and do not charge for connection costs, start up fees or ringing time.

#### **Crew calling via INFINITY remains unchanged**

For customers who are using the INFINITY chatcard facility, the unit consumption remains unchanged. INFINITY chat cards which operate only through FB, remains the least costly crew calling solution. Especially customers using any of the Large allowance FB packages, can pass to their crewmembers the very low voice rate that are associated with these packages.

## Contract duration for Entry Plan is reduced to 12 months

Inmarsat has announced that as from the 1<sup>st</sup> of May 2012, the minimum duration of the Entry 200 MB plan is reduced to 12 months, instead of the 24-month minimum contract duration that applied till the end of April.

Taking into consideration the recently announced pricing changes to the FB Standard Plan, this change makes it more attractive for customers to move from the Standard Plan to the 200MB plan.

This adjustment will apply to all SIMs activated on the new Entry 200MB plan effective from the 1st May 2012.

## 500MB SCAP is now available

Another change that will take place on the 1st of May 2012, is that the new data-only Mid Plan (500MB monthly usage allowance) will be available for SCAP, meaning that when the customer activates 10 SIMs under the 500MB plan, then a usage pool is created and can be shared among all vessels.

SCAPs can significantly lower the satcom costs of a fleet as in cases where total usage of the fleet for a month is less than the combined usage allowance but some individual vessels have incurred an out of bundle charge, then this charge will be credited automatically on the FB invoice.

## Inmarsat launches free shore-to-ship voice calling for RCCs

Inmarsat has launched free shore-to-ship priority voice calling for rescue co-ordination centers (RCC) over its FleetBroadband and existing and evolved services, including Inmarsat B, Fleet F77/55/33 and Mini M.

The service allows a maritime RCC to place a priority voice call to any ship equipped with Inmarsat equipment, with the space segment of the call being free of charge.

To place a call the RCC dials a unique number. They are then asked to enter their account number (PIN), followed by the phone number of the Inmarsat maritime terminal they wish to contact. The telephone call will then be placed with distress priority.

**"When it comes to delivering safety services, no other network can match the global reach and breadth of services we offer...."** said Peter Blackhurst, Inmarsat head of maritime safety services.

Inmarsat's maritime safety services portfolio for its FleetBroadband family of terminals - the FB500, FB250 and FB150 - include:

- Distress priority voice calls
- Urgency voice calls
- 505 Emergency Calling

## New VoIP service by INFINITY can give free of charge office-to-ship telephony

INFINITY has launched a new Voice over IP service that is specifically developed to connect vessels using INFINITY with the office at a minimal cost, or under some conditions at no cost at all.



The VoIP service allows ship operators to use the office switchboard to call any vessel as if it was a regular extension in the office. Also, vessels can call the office the same way, without dialing any country prefix, directly to the extension of the person in the office they wish to contact. Therefore, shore to ship telephone cost is minimized and becomes part of your monthly FleetBroadband usage allowance.

INFINITY's VoIP is a proprietary service that uses bandwidth efficiencies resulting from the use of INFINITY for data exchange. Through caching, INFINITY creates a "bandwidth surplus" that can in turn be allocated to Voice over IP consumption. The result is that both office and vessels can benefit from calling each other at no cost and particular attention has been given to the quality aspect, which is of paramount importance in the ship-to-shore communications.

### INFINITY reaches the milestone of 300 installations

Navarino has announced it has completed 300 INFINITY unit installations, within the twelve-month period following INFINITY's official launch, with a total order-book of another 200 units already confirmed for installation within the next 12-month period. Based on the sales trend, it is expected that Navarino will have 750 live INFINITY installations by the End of 2012.

INFINITY is one of the fastest growing services in the company's history and this growth covers most of the major European and Asian shipping markets, while at the same time both resellers and installers networks are being developed.

"Navarino designed INFINITY for the IP based maritime communication environment and ITC managers recognize the innovation and the reliability that this brings with it, making it the clear market leader in this new industry", says Mr. Konstantinos Katsoulis, Navarino VP Sales & Marketing.



Mr. K. Katsoulis

"Our dedicated development and sales professionals, combined with our 24/7 technical support, have firmly established INFINITY as the ideal complement to any FleetBroadband and XPRESSLINK installation. We are working diligently to introduce this important solution to many other organizations worldwide. We also are committed to continuing our innovative development of new features that meet the increasingly challenging demands of our valued customers."

"For those shipping companies that have not seen yet what the INFINITY capabilities are, we would encourage them to call us for a live demonstration."

Mr. Panos Tsikopoulos, Commercial Director of Navarino said:

"We are very pleased to have the ability to provide VoIP calling to our customers."

"We know it has taken numerous weeks of research and development from the INFINITY team to come up with a solution that not only provides significant value and savings to customers in these difficult times for the shipping industry in general, but also does not sacrifice quality for cost. As a matter of fact a unique characteristic of INFINITY's VoIP is that the voice quality of the new service is equal, if not better, to that of the regular FB voice channel."

INFINITY VoIP is available now as a standard free-of-charge upgrade to INFINITY users.



### INFINITY PLUS to be launched during POSIDONIA 2012

INFINITY PLUS, the next generation of INFINITY, is ready to be launched and demonstrated during POSIDONIA 2012, at Navarino's stand.



INFINITY PLUS has already been installed on 7 vessels and the beta trials were concluded with great success.

INFINITY PLUS provides the same functionality with the INFINITY Basic but in addition, it offers a virtualization platform in which multiple windows virtual servers can be installed. IT managers can consolidate their IT infrastructure onboard and reduce costs. INFINITY PLUS hardware has much more capabilities than the basic INFINITY unit, while it maintains the same high standards of reliability and security. It is available in two versions: the rack mounted and the fanless version.

Our INFINITY engineers look forward to welcoming you to our POSIDONIA stand (Nr. 4.301) to give you a complete INFINITY demonstration, including VoIP and INFINITY PLUS features.

