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INFINITY UPDATE 1.7 NOW LIVE



This month sees the release of Infinity update version 1.7. As with each Infinity update, the new features of v 1.7 will be pushed automatically to all Infinity users' units over the coming weeks. Infinity is a continuously upgraded service, with the vast majority of the upgrades coming from suggestions and input from our customers. This update sees several important new features for both crew welfare and business applications that bring important new functionalities to the service, the details of which can be found below. Navarino technical support and Infinity teams are able to assist with the implementation and use of all the below changes once they are sent to each vessels Infinity units, please contact your Navarino Account Manager if any guidance is needed in putting them into practice on any vessels:

- Sailor FleetBroadband Multi Voice support through Infinity, allowing multiple simultaneous voice calls to be made through Sailor terminals.
- From the office, Administrators can now login and gift a certain amount of credit to registered crew users. This can be used to offer a certain amount of free usage to crewmembers
- New graphs and logs display usage of registered users data and voice sessions
- All units can now support multi VPNs, through multiple providers and networks. In case of failover, the VPN is maintained during the switch to another network.
- Web proxy filtering can be parameterized according to the Internet Provider the unit is connected to, and can be applied on a per-user basis
- Iridium OpenPort units can now use GPS retrieval
- New logs for Shore to Ship calls made using VOIP
- Self Registration for users means that now, when a crewmember first arrives on a vessel he can set up his Infinity account himself. After entering his details, the request is sent to an Administrator in the office for approval, after which the account is created.
- Ship to Ship VOIP telephony enables vessels to place very low cost calls to other vessels of their fleet

For a full list of Infinity v. 1.7 upgrades, or for any input on what you would like to see in the next upgrade, please contact your Navarino Account Manager.

Editor's note

by Christian Vakarelis

At a recent conference I presented on something that we are seeing more and more on land namely the phenomenon of 'Bring Your Own Device'. (BYOD) This is the concept familiar to most of us whereby employees are to a greater and greater extent bringing their personal devices, such as smart-phones, tablets and laptops to the work environment and using them to connect to their employers corporate networks. As many of our customers will be aware, this BYOD is also something which is spreading to the seas, very much in line and at the same rate as the number of vessels that are beginning ever more commonly to offer crews internet access at sea increases. This huge leap forward in functionality that allows crewmembers to connect to the internet using their own devices cannot be understated, allowing them to browse webpages, stay in touch with home using instant messaging applications, manage their finances on their smartphones and represents a huge improvement over the options crewmembers had only a few years ago. The question for the IT managers of the shipping companies offering this remains similar to the question for land based companies – how does one control the extent to which employees and crewmembers devices can use the corporate network, and for what purposes? Among Navarino customers, we see great demand for using Infinity to answer this question, as it can be setup to provide IT managers with great control over who can connect with a personal device, what that user can do online, and also set limits in terms of both MBs and time restrictions over how much the crewmember can do on the vessels crew network.

Market News

Atlas Maritime's 6GB plan

Athens based **Atlas Maritime** operate 6 vessels. They have recently installed the first infinity unit on the Atlas Voyager, with Fleet Broadband 250 on the 6 GB plan. Previously the vessel was using the Fleet Broadband only for business communications, on the 200 MB plan, but recently the company has decided to start offering its crews options for internet access and Infinity was the route chosen. Atlas has installed Infinity with 2 wifi access points through which the crew of the Atlas Voyager are able to connect to the internet using their own laptops, phones and tablets. PINs of 25 MB are sold by the master, and once the crews have become familiar with the setup on board there are plans to increase the denomination of these PINs.



Besides taking advantage of the low rates per MB that the 6 GB plan provides, the crews are also able to place their personal phone calls at the similarly low voice rates of the larger plan, a great improvement over the previous plan. The crews are spending the same amount of money but getting much more utility for both voice and data communications which makes a big difference to crew morale. Atlas Maritime are also enjoying the ability to send larger business files, chart updates and remote access that combining the 6 GB plan with Infinity has resulted in. The next step in enhancing their communications may be to install an Infinity unit in their offices on shore, to enable very low cost VOIP calling between office and vessel.

Efshipping Infinity project

Efshipping have just recently completed upgrading their vessels with Infinity. The company has a total of 7 vessels and a mix of solutions across the fleet. On 3 ships they are using the previously available Inmarsat 3 GB plan that includes voice minutes, over JRC Fleet Broadband 500 terminals, with both data and voice shared with crews using Infinity PINs of 25 and 50 MBs over wifi.

The remaining 4 ships are equipped with Sailor FBB 500 terminals and the Inmarsat 2 GB data plan, again enhanced with Infinity and a crew wifi network.

Each type of setup took 2 to 3 days to carry out, and the company is finding that on all vessels the demand for crew internet and voice calling on the larger Inmarsat plans is strong. Each month the allowance is usually reached, and the company is pleased with both the cost and the utility benefits the new set up has brought. Having previously been installed with Fleet 77 and Fleet 33 terminals, the much higher speed over Fleet Broadband combined with the large allowance plans have seen a significant improvement on life on board, both in terms of



crew welfare and business communication options. Efshipping reports they are most satisfied with the much greater freedom for business users in terms of email attachment size over GTMail, remote access to computers on board through Infinity and the ability to carry out updates to charts and Planned Maintenance Systems that having an allowance of GB provides.

Enesel S.A. chooses XpressLink

Enesel S.A. is a ship-management company based in Athens, Greece, operating a diverse fleet of modern high specification tankers and containerships. Additionally, it supervises a large multi-order fleet of efficient Ultra Large Container Carriers. Enesel S.A. currently manages a modern and diverse fleet of four tankers - two VLCC and two aframax - and also has fourteen containerships on order - ten 13,800 TEU and four 9,800 TEU vessels. The average age of the current fleet is 6.6 years. All existing vessels, as well as ships on order, are constructed to the highest international standards in first-class shipyards. The entire fleet is chartered to high profile charterers and operators on both a voyage and time-charter basis.



For the 14 new containers coming, Enesel has selected Inmarsat XpressLink from Navarino for the satellite communications to provide state of the art business communications and internet for crews. The Xpresslink service combines a Ku Band VSAT antenna and a Fleet Broadband terminal, giving unlimited usage over whichever terminal is in use for a fixed monthly fee. The other advantage of Inmarsat Xpresslink over competing VSAT solutions is that it provides a free upgrade to Global Xpress, the next generation high bandwidth service from Inmarsat that will double XpressLink speeds for the same monthly fee. On the existing vessels, Enesel has installed Fleet Broadband on the 3 GB plan with Infinity to provide crew with both low cost voice calling and internet surfing via Infinity PINs.

New Satellite

Inmarsat to purchase fourth Inmarsat-5 satellite



Inmarsat has triggered an option to purchase a fourth Inmarsat-5 spacecraft - under its existing contract with Boeing Satellite Systems International.

The programme schedule from Boeing has a satellite delivery date of mid-2016.

The fourth satellite will have a dual strategic role – firstly, as an early available spare in the unlikely event of a launch failure of any of the first three Inmarsat-5 satellites.

Further commitments

This will enable global service launch for Global Xpress (GX) more rapidly than if a replacement satellite were only commissioned following a launch failure.

Where customer commitments and demand for GX requires a global network to be in place, the fourth satellite will therefore ensure the global network delivery date and this measure of redundancy is expected to encourage further commitments to the network.

Secondly, in the event the satellite is not required as a launch spare, Inmarsat is developing an incremental business case to support the launch of the fourth satellite to increase capacity and strategically enhance network coverage.

Enhanced returns

“Our confidence in the Global Xpress programme and our target market opportunities continue to grow,” said Rupert Pearce, Inmarsat’s Chief Executive.

“We have signed multiple pre-sale agreements and received significant expressions of interest, some of which are tied to the completion of global coverage with three satellites.

“This has encouraged us to not only move to a strategy to

physically insure our global service date with a fourth satellite, but also to consider incremental opportunities that have emerged and which could drive enhanced returns via the launch of a fourth satellite.

Delivery schedule

“Our announcement reflects the fact that we are already close to incremental opportunities that could justify a fourth satellite, but our highest priority is our coming launch campaign and we will take time to develop these plans in the coming year.

“In the meantime, our target markets can now be confident of our commitment to the GX global service delivery schedule.”

Boeing will immediately begin construction of the fourth Inmarsat-5 satellite. The total cost of the option and certain related expenditure will be between US\$220 million and US\$250 million.

In the event the fourth satellite is required as a spare, the impact on total capital expenditure over the period to 2016 will be broadly neutral as the insurance proceeds from any loss would be expected to cover the construction, launch and insurance costs for the fourth satellite.

Tip of the Month

With the release of Infinity Version 1.7, all Sailor terminals are now able to use the multi voice capability through Infinity. To do this requires the Sailor terminal to be upgraded to the latest firmware, below you can find instruction for upgrading your Sailor terminals to be ready for multi voice.

For End Users (from the SAILOR FleetBroadband web MMI):

Download the file from the Cobham SATCOM FleetBroadband update server via the SAILOR web server. Please note that if this is over air transmission, it will add cost to your airtime bill. File size is approximately 7.0 MB.

From web interface:

1. Make sure the terminal is switched on and connect the Ethernet cable to your PC.
2. Open your web-browser and open the web interface of the terminal at address <http://192.168.0.1/>
3. Select SETTINGS.
4. Select Upload.
5. Select Check for updates and when found, press download and store on the hard disk of the PC. The file is approx 7.0 MB.
6. When the software is downloaded to the hard disk of the PC, follow the description below for updating the SAILOR 500/250/150 or the EXPLORER 727/325.
7. End of download procedure.

Procedure for INSTALLING version 1.18 on SAILOR 500/250/150 FleetBroadband.

1. Make sure the terminal is switched on and connect the Ethernet cable to your PC
2. Open your web-browser and open the web interface of the terminal at address <http://192.168.0.1/>
3. Select SETTINGS.
4. Select Upload.
5. Click Browse... and locate and select the software file stored and extracted to bganx_bdu_1_18-0019.dl, with Windows Explorer. Click Upload and verify that the upload is in progress.
6. When the upload is done, the terminal will reboot. Select the address <http://192.168.0.1/> again and verify that the software version is listed as: 1.18, build 0019 in the DASHBOARD under PROPERTIES. Please note that the terminal might start an antenna software upgrade after the reboot. Make sure that the upgrade has ended before disconnecting the antenna or switching the system off. (All LEDs on the terminal must be green and no warning in the event list).
7. End of update procedure.

Events- Promotions

IMPA 2013

In September, Navarino attended the annual IMPA event held at the QE2 centre in Westminster. The International Maritime Purchasing Association was formed in 1978 by a group of senior purchasing executives who wanted to create an industry



Mr. Christian Vakarelis - VP, Media Communications of Navarino

'voice' to represent the interests of the purchasing profession within shipping and promote close co-operation and understanding between buyer and supplier.

Over the past 30 or so years the association has grown significantly and now represents over 600 members from across the world; ship owners, operators and managers' account for full and corporate members (Purchasers) and manufacturers and ship suppliers make up associate members (Suppliers).

This year Navarino were represented by Mr. Ray Brough, Navarino UK Managing Director, Ms. Marina Angler from Navarino Norway and Mr. Christian Vakarelis.



Mr. Manoj Mohindra of Inmarsat

Mr. Manoj Mohindra of Inmarsat also joined and during the event, Inmarsat and Navarino jointly presented on the current and future requirements of shipping company's satellite communications. Christian used a series of case studies on how Navarino customers are using Infinity to enhance their business communications while expanding the options for crew welfare, and we wish to thank all our customers from the UK and Norway who were in attendance.

Important Announcements from Inmarsat at Digital Ship Singapore

Navarino continued to support Digital Ship events by attending the latest event in October at the Suntec Conference and Exhibition Centre. Konstantinos Katsoulis attended from Navarino and Inmarsat President Frank Coles also was there, to present on 'New Ways of Thinking about Content and Services for the Commercial Shipping Sector'. Mr Coles also used the event to make an important announcement regarding Fleet Broadband pricing, pledging that he could 'categorically state that we will, today or tomorrow, be telling our channel that there will be no changes in the FleetBroadband pricing for 2014 - where we have over 38,000 SIMs active today'.

Another important announcement from Inmarsat came from Mr Peter Blackhurst, Inmarsat's Head of Maritime Safety Services, as at the conference he confirmed that Inmarsat has extended the planned retirement date of Inmarsat B by two years, from 30 December 2014 to 30 December 2016. The reason for this extension is the high numbers of users still on the Inmarsat B network and the extra time is intended to allow those customers 'to migrate to alternate services such that Inmarsat and its partners can continue to provide the services that these vessel owners value highly and rely upon'.

Incentra Council Meeting



From September 2 to 3, the annual Incentra Council Meeting was held in Solstrand, Norway. Marina Angler of Navarino Norway attended the event which combined presentations on various aspects of shipping with the opportunity to network and catch up with several of our Norwegian customers.

Incentra SA is a marine purchasing organisation where shipowners, ship managers and rig companies are members. Incentra facilitates framework agreements with original manufacturers and suppliers of goods and services for operation and maintenance of ships.



Incentra is selective in choosing product areas and suppliers. Each framework agreement is a result of thorough market research and evaluation. Suppliers must comply with Incentra's quality standards within health, safety, and environment and supplier code of conduct.