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Successful launch confirmed for Inmarsat's first Global Xpress satellite

Inmarsat, the leading provider of global mobile satellite communications services, announces the successful launch of its first Global Xpress (GX) satellite (Inmarsat- 5 F1) on board a Proton Breeze M rocket launched from Baikonur Cosmodrome in Kazakhstan on Sunday 8 December at 12 : 12 GMT.



The satellite was correctly acquired by the Inmarsat Paumalu station at 17:48 GMT (December 8th) and the Inmarsat- 5 launch provider, ILS, confirmed a successful spacecraft separation at 03:43 hrs GMT (December 9th).

Over the coming weeks, the Inmarsat controllers will command the satellite to perform seven chemical burns to raise Inmarsat- 5 F1 to a geo-synchronous elliptical orbit, while just after Christmas, the satellite will have completed deployment of its solar arrays and reflectors. This will be followed by the electrical orbit-raising phase, taking the spacecraft to its final geostationary orbit. This is scheduled to be completed by the end of January, ready for the start of payload testing at the beginning of February.

Built by Boeing Satellite Systems International Inc. to a proven design (702HP), Inmarsat- 5 F1 is part of a US \$ 1.6 billion investment by Inmarsat into the next generation of global mobile broadband communications. This investment includes a fourth Inmarsat- 5 satellite ordered from Boeing in October 2013 .

Inmarsat is the owner and commercial operator of the Global Xpress constellation. By the close of 2014 the fleet will comprise three high throughput satellites offering a unique combination of seamless global Ka-band coverage from a single operator, consistent higher performance of up to 50Mbps to mobile or fixed terminals, and the network reliability for which Inmarsat is renowned.

Rupert Pearce, CEO of Inmarsat, said: "The successful launch of this first Inmarsat- 5 satellite is a major landmark on our journey to deliver the world's first globally available, high speed mobile broadband service. We are on schedule to achieve full global coverage by the end of 2014 .

"The Inmarsat- 5 generation is, by some distance, the fastest satellite development programme in our history. This is an extraordinary achievement and I would like to pay tribute to the skill and expertise of Inmarsat's engineering teams and all our employees involved in the design, development, manufacturing, testing and launch. It is their dedication, alongside the outstanding support we have received from our manufacturing and launch partners - Boeing and ILS - which has helped deliver such a successful outcome. "



Editor's note

by Christian Vakarelis

The big news this month is of course the successful launch of the first Global Xpress satellite. This event provides a good opportunity to highlight some of the main advantages that Global Xpress will bring to customers over traditional Ku band VSAT services. Because GX is a global, end to end solution, owned and managed by one single operator, Inmarsat, it will have several efficiency benefits over competing VSAT services.

With a much higher performance than Ku Band, its frequencies can be reused over each one of its 89 spot beams, resulting in full power spot beams in every area, even in the middle of the ocean and full beam performance right to the edge of the spot beam coverage area. Because GX is designed with the concept of overlaying beams, capacity can easily be increased when and where needed. And in contrast to existing Ku band VSAT, where vessels are sharing bandwidth over a very wide geographical area, with Global Xpress vessels are only sharing bandwidth across a very tight location within the same spot beam.

What's more, because GX uses a dual teleport system, with each GX teleport separated by hundreds of miles, the outages and downgrades of service that Ku band users often encounter today will not be experienced through Global Xpress. These are just a couple of the design and redundancy features built in to Global Xpress that will make it a real step forward for satellite communications. Combined with the specs that mean the GX satellite network will deliver consistent download speeds of up to 50Mbps and up to 5Mbps over the uplink, through a combination of fixed narrow spot beams that enable the delivery of higher speeds through more compact terminals, plus the steerable beams that provide additional capacity in real time to where it's needed, will make Global Xpress the ultimate network for shipping.

As a GX VAR, Navarino looks forward to offering the service to our customers and congratulates Inmarsat on its successful launch.

Market News

Argenton to become Navarino reseller

Navarino is proud to announce a new partnership with Argenton, a company based in Genoa. Under the terms of the agreement, Argenton is to provide both airtime and Infinity services to its customers and Navarino welcomes the high profile company into the group of resellers that it is building world-wide. Argenton & Soci (formerly Technos Informatica) began in Genoa in 1986, and their focus is to develop and market computer based solutions for companies needing high-level messaging services, in particular for the financial and maritime industries.



Argenton created and developed its own Robin Unified Messaging software available for Windows and as a Web-based applications, that can also be interfaced with Voip switchboards, and the product has become a standard of quality in the Italian maritime sector. The company provides skilled and timely support, and in 2012, thanks to excellent results, Argenton became an “Inmarsat Silver Partner”.

Argenton founder Maurizio Argenton said of the agreement with Navarino ‘We as a company enjoy building partnerships with the best companies in the industry and we look forward to expanding our business with Navarino and working together on providing the best services available to our customers, by expanding our portfolio with Navarino’s Infinity system and air-time.’



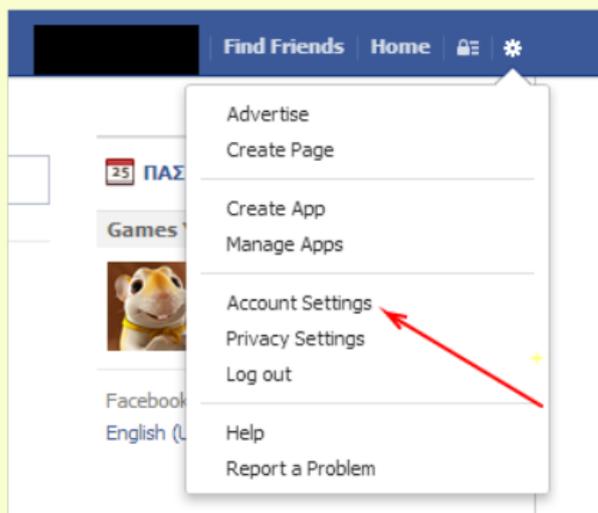
Mr. Konstantinos Katsoulis and Mr. Maurizio Argenton

Mr Konstantinos Katsoulis, VP of Sales and Marketing for Navarino is also looking forward to working together – ‘Argenton has shown that they are one of the best regional players in their market. For us at Navarino we always choose partners who we are sure can deliver results and work together with us successfully, and I am very confident that this agreement with Argenton will be most fruitful, it is an exciting new step for both our companies.’

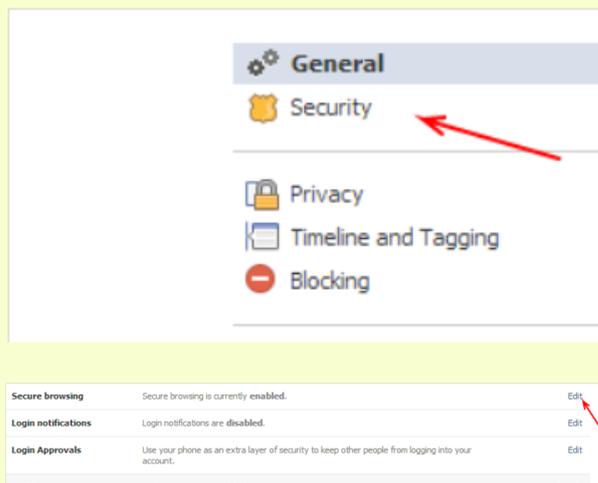
Tip of the Month

Did you know that Facebook has recently adjusted its settings and become a HTTPS site? This means that the login and use of Facebook has become much heavier in terms of MB consumption. While this is of no great concern for users on shore, for crews at sea using an allowance of MB per month or per week, they may wish to disable the HTTPS feature of Facebook in order to minimise its drain on their allowances. Below are some steps to follow to remove the secure option of Facebook and thereby consume less data through the extremely popular site.

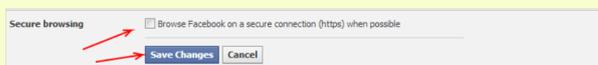
1. Once logged into your Facebook account, click on the gear icon and enter Account Settings.



2. Then, click on ‘Security’ and ‘Edit’ on ‘Secure Browsing’



3. Uncheck the ‘Secure browsing’ box and then make sure you save changes. Facebook will now stop using the heavy HTTPS browsing option and you should find that it consumes less MBs.



INFINITY News

Using satellite communications and Infinity to unlock cost efficiencies for shipping companies

In the poor market conditions that the shipping industry has been having to operate in over the last few years, squeezing the most out of every dollar spent has become more important than ever. In this article we examine how combining Infinity with the right airtime package can lead to important savings and benefits for shipping companies in almost all areas of ship operations.

To start with we are finding that more and more customers are choosing larger allowance package through Fleet Broadband, as the well known exponential increase in data requirements that both business and crew welfare applications demands continues to affect the shipping industry. By combining these larger plans with Infinity, customers are able to offset the cost of hardware acquisition and monthly fees as they are shared with users on board. For example, a company that puts the fixed fee All You Can Eat package on a vessel, can choose the rates at which crews are charged for using the internet per MB. In this way, they can recover the cost of the monthly fee and in some cases even surpass the cost of the monthly fee as crews can spend as much as they require on their internet browsing. In such cases both the shipping company benefits from the enhanced crew welfare and positive effect on crew retention, while the crew are in all cases most satisfied with the ability to browse the internet at sea. Besides these obvious cost and welfare benefits, the below section highlights some of the other areas that putting higher bandwidth on vessels while sharing the cost with crews can offer:

Crew related Savings

When one considers that the cost of recruiting, training and preparing a new crewmember or officer can reach around 20,000 USD, crew retention becomes especially important. In the modern world, seafarers expect a certain standard of life on vessels, and an important part of this is internet access. By keeping crews happy at sea, the shipping company is helping to ensure that their crews remain with the company for the long term and avoiding these costs.

IT Support

Another of the huge benefits of providing vessels with higher bandwidth packages is the availability of remote IT support. With the possibility of connecting to a vessels computers from shore remotely to troubleshoot, upload and update files, the need for sending IT support personnel onto ships is greatly reduced. This important saving means that most problems can be solved with a few clicks from the office and at much less cost than for someone travelling to a ship often to fix what are often fairly simple problems on a vessels PC.

Technical surveillance and remote training

Related to the IT support benefits are the benefits of being able to see things onboard over video or photos sent through email. By selecting a large allowance package the cost of doing so is today greatly reduced, and means once again that the need to send people out to ships is greatly reduced, and need only be done in circumstances that absolutely require it. Similarly, training of personnel on board can be done using the same technology, negating the need to send a trainer onto the ship and thereby removing the associated costs.

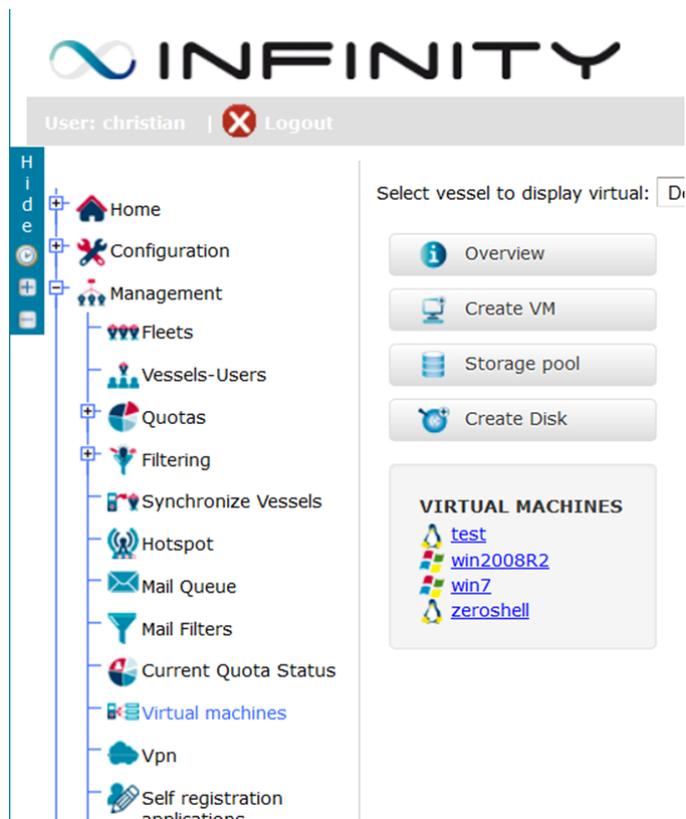
Operational Benefits

When a vessel has access to greater bandwidth at reasonable cost, several operational benefits also arise. Besides the advantages to IT departments, chart updates and file sharing between office and ship, there are also important savings to be made thanks to improved route planning and the implied fuel efficiency factors. Weather advice and piracy updates through NAVFOR, the ability to ease suppliers access to and from the vessel all add up to save time and money, turning the vessel into a modern, well prepared hub of activity. Even remote medical assistance becomes possible, meaning that any accidents on board can be diagnosed and treated quickly and often without the need for other medical assistance to be sent to a ship.

In conclusion, while satellite communications represent a small amount of the overall costs of running a modern vessel, the exponential benefits to be gained by an increase in bandwidth make sat-coms an ever more important and critical part of a ships operations.

New GUI Virtualisation features over Infinity Plus

The latest news is that now Infinity Plus allows virtualization with Graphical User Interfaces running in the Hub and on board.



This means that users can remotely manage all machines through the Hub. The benefit of this is that the shipping company saves money, time, and space because there is no need to purchase physical servers or any additional hardware. For example, an IT manager can create on the fly a new virtual server remotely, and install on it any software needed for business purposes.

Events- Promotions

Navarino sponsors Antarctic Expedition

Navarino is pleased to announce sponsorship of an exciting expedition to the Antarctic. The 25 metre sailing boat 'Vaihere' and its crew of 10 will set sail from Ushaia to the Antarctic Peninsula on January 11 on a month long trek which will return in early February.



The Vaihere boat

Navarino will be providing an Infinity unit, in conjunction with Inmarsat who will be sponsoring airtime, and Cobham who will



Mr. Panos Tsikopoulos

supply FleetBroadband equipment. The very southerly route will allow the crew to test FleetBroadband in one of the world's most harsh environments, right on the edge of the Inmarsat coverage map. Besides the difficult conditions, it is expected that many kinds of wildlife will be encountered, so we shall look forward to



The expedition team planting the flag

receiving the pictures and videos sent through the FleetBroadband. We wish the adventurers the best of luck and will keep you updated on how the trip went in our next Newsletter.



Mr. Panos Tsikopoulos using Inmarsat IsatPhone Pro

Navarino Sales department training seminar

In December 2013, the Navarino commercial team took part in a special training seminar in Athens with the well known motivational speakers Rob Maguire and Nigel Barlow. The entertaining training course covered all aspects of sales and how to improve the account management that the Navarino team work on every day while bringing more value to their customers. Besides the usual presentations and discussion the account managers were encouraged to take part in exercises and team challenges which resulted in a lot of fun alongside the more serious side of the training. The whole commercial team attended from each of the Navarino worldwide offices including, London, Singapore and Oslo, making it a good reason to also hold the Navarino annual party. Thanks to all who made the training and the party such a success, we look forward to 2014 with refreshed energy!

