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Allowing your crews to bring their own device



At Navarino we have an substantial amount of experience in the relatively new phenomenon that is seeing more and more shipping companies allowing their crews to connect to the internet while at sea on board. One of the most popular methods of delivering this important improvement to crew welfare is through Bring Your Own Device (BYOD). This means allowing crew members to connect to the internet using their own devices such as smartphones, laptops and tablet pcs through a dedicated crew network on the ship, which is kept separate from the business network by using Infinity. Most often this is offered over one of the larger Inmarsat FleetBroadband packages, for example the 2 or 6 GB or the All You Can Eat plan.

One of the advantages of allowing crews to BYOD is that it allows them to connect to the internet in their own time, in a way which is uncomplicated and easy to use, both on the part of the crewmember and for the shipping company.

A typical BYOD setup would involve setting up a wifi area on board, often in the accommodation area of the ship and then, using Infinity, providing the crew with individual login details, much like one finds in a hotel. The crewmember is then able to connect his device to the internet for his internet browsing, personal banking and to keep in touch with friends and family on shore. All his usage is either paid for himself, or provided free, depending on the policy of the shipping company. In fact more and more companies are providing a certain amount of internet usage free, (either in terms of time connected or MB consumed), before then beginning to charge the crew if they need more time or MBs online.

Thanks to the powerful controls that Infinity puts into the hands of the shipping company, IT managers are able to strictly control what sites and applications their crews are able to access, and Infinity even allows IT managers to control what times of day the crew network is available. This useful feature means that IT managers can ensure crews are not online late at night, or during very busy periods on the vessel for example.

To find out more about how we can help deliver crew internet to your vessels, and the unique, powerful tools that Infinity can give you to enhance your satellite communications, please contact your Navarino account manager or email us on info@navarinotelecom.com

Editor's note

by Christian Vakarelis

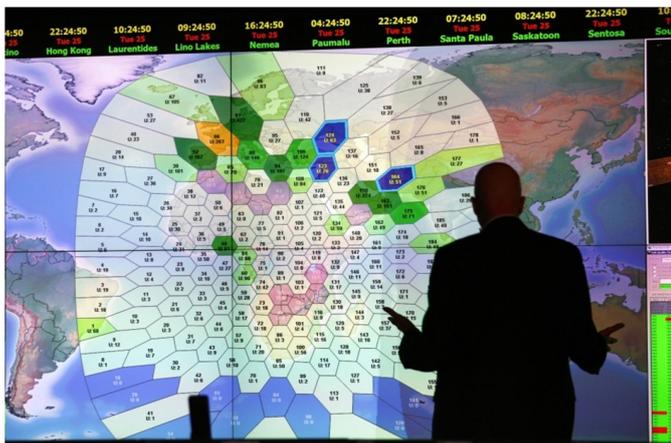
Hello all and welcome to another of our Navarino Newsletters. This month we include a story slightly different from our usual maritime theme, on how Inmarsat satellites were assisting in the search for the missing Malaysian airlines plane. The whole world was gripped by this tragedy, and we all share in the hopes that answers will be found as soon as possible. The reason to include this in our Newsletter is that we feel it shows another interesting side of how Inmarsat technology can contribute to safety services in another industry, and is an eye opening look at how a company we are all familiar with at sea operates in another sector.

On a more familiar theme, also this month we include as usual a case study showing how more and more shipping companies are using Infinity on their vessels to enhance their satellite communications, both for their crews and their business applications. The case study is complemented by our article on Bring Your Own Device, which is becoming an ever more popular method of delivering internet to crews. One of the main advantages of Bring Your Own device is the fact that most devices used are tablets or smartphones – which means the websites visited on them are the lighter versions of sites automatically, greatly saving on the amount of MBs consumed as crew surf the internet. It is also a much more personal, private way of getting online than for example using a shared computer on board. We believe it is the future of the way internet will be provided on board and expect that BYOD is in the very near future going to become the norm for the way shipping companies provide this important facet of crew welfare to their ships. We have also included the latest Infinity developments, which as always arise from the valuable input that our Infinity development team receives from users, and are then pushed free of charge to all Infinity units. So, I hope you enjoy this edition of our Newsletter and if you would like any more information on any of the articles we print, please do let us know by getting in touch with us on info@navarinotelecom.com

Market News

Inmarsat has been recognised globally, but now it has the City's attention

The previously low-profile satellite company's share price has risen 9% in the past fortnight and its future looks promising.



The Malaysian government has acknowledged the importance of the analysis by Inmarsat and the UK Air Accidents Investigation Branch. However, Pearce, 50, and chief executive since 2012, is oddly reluctant to claim Inmarsat's contribution was critical. "I don't know whether you can say that honestly," he says, pointing out that he can't know what other sources of information were used by official investigators.

"Our job was to get our heads down, look at our data, to try to turn that into meaningful intelligence that could support the investigation. Full stop. What that turned into, where it went, whether it was actionable, that was for the accident investigation group. My belief is that there were many types of information coming in which they used to form a three-dimensional picture."

Now the share price has almost regained its old levels as attention has turned to the potential of Inmarsat's latest generation of satellites, called Global Xpress. The first, built by Boeing, was launched last December from Kazakhstan and two more will go up later this year. A fourth is on order as a reserve in case of a blow-up on the launchpad, not unknown in this industry, although Inmarsat has never lost a satellite. Pearce calls 2014 "a year of transition leading to transformational growth".

The kit is substantial. Each Global Xpress satellite costs about \$400m and is the size of a London bus. The new generation can run 100 times faster than the old technology and the potential size of new markets is said to be worth \$3bn a year across maritime, aviation, energy, government and commercial fields.

This article first appeared in The Guardian newspaper. The original article can be seen here: <http://www.theguardian.com/business/2014/mar/27/inmarsat-recognised-globally-city-attention-satellite-company>

Navarino at the APM

Navarino was in attendance at this year's Asia Pacific Maritime conference. The APM 2014, which took place 19 to 21 March 2014, received a total of 14,239 visitors from over 64 countries, an 11 per cent growth from its last edition in 2012. Beyond the exhibition floor, APM delegates also heard first-hand insights on key growth areas in the Asia-Pacific region, Asia's impact on container shipping and dry bulk demand, as well as viable solu-

tions to improve efficiency, cut cost and make a green impact in the face of tightening environmental and energy policies imposed on the maritime industry.

Ms Michelle Lim, Managing Director, of the exhibitions said: "This has been the biggest APM to date in all aspects. We have received very positive feedback from the floor, including strong re-bookings for the next edition of the show by exhibitors. These positive indicators mirror the industry's careful but optimistic outlook."



Navarino at the Asia Pacific Maritime event

The Navarino stand was staffed by our Singapore office staff, including Ms Phoebe Wang and she was joined by our Hong Kong representative Mr Spyros Georgiou. Both were on hand to show customers the latest features of Infinity and to meet the growing number of local shipping companies we count among our customers in the Far East. Mr Georgiou said 'A very successful event in all respects. We really enjoy these kinds of opportunities to meet new companies and also to see our existing customers. It is a very good chance for us to catch up on the latest developments within shipping and also allows us to demonstrate some of the newest services available from Navarino.'

Navarino attends Digital Ship Bergen

In March 2014, the Navarino Scandinavian team took part in the Digital Ship Bergen event. Both Marina Angler and Christian Vakarelis were there to meet Navarino customers and to update the attending shipping companies on the latest news from Navarino and Infinity.

The event and the Navarino stand was well attended and as always was the perfect opportunity to network with our Scandinavian partners and catch up on developments with our substantial Norwegian client base. There was a lot of interest in Infinity and we are pleased to say that we shall shortly be announcing some new collaborations as a result of meetings held during the conference. What is also valuable about meeting shipping companies in the relaxed atmosphere of Digital Ship conferences is the amount of feedback we gather on what new features and applications IT managers and technical teams would like to see implemented into the Infinity suite in future. It is in this way that many of the most popular and useful applications are developed by the Infinity team.

INFINITY News

ECDIS updates through Infinity

Several customers are making some slight changes to the firewall rules on their vessels to allow ECDIS updates to reach their vessels.

In most cases, the way this happens is using the Infinity file synchronisation feature of Infinity. An ECDIS folder is maintained on shore, which is setup to share with all a shipping company's vessels. All updates are automatically pushed to the ships once per week, and most importantly, only changes are sent. In this way the information is not resent each time, with only the small changes made each week delivered to ships.



This fully automated smart system allows both the office and vessel peace of mind, as they know that their ships are always automatically updated with the latest information, in a way which minimises the MB cost.

Tip of the Month

Given the huge increase in crewmembers using their own devices on board, our tip of the month this edition relates to ensuring they do not waste their MB allowances on unnecessary applications. One of the most important things to do when using one's own device on board is to disable all of your devices automatic updates, these can be icloud, applications, or carrier setting updates. To do so on for example iphone, simply go into Settings, iTunes & App Stores and look for the "Updates" option below automatic downloads. Switch this option to 'Off' and you won't need to worry about your MBs disappearing into automatic updates.



Infinity smart internet routing

The Infinity development team has recently implemented smart internet routing in an update which will soon be pushed out to all units.

Previously, using only the hubs in London, the roundtrip time for data could be up to 600ms, if a vessel was trading in for example Hong Kong. Now, thanks to the new coding and the four new hubs we have implemented in Europe, the USA, Hong Kong and Australia, the vessels Infinity unit is automatically connected via the nearest of these hubs, which significantly reduces the overhead roundtrip time for data and thereby greatly improves even further the speeds of browsing the internet with Infinity.

Gourdomichalis case study

Greece based Gourdomichalis Maritime is a third generation traditional ship-management company founded in 1969 by Stathis Gourdomichalis, a prominent shipowner and businessman who served as President of the Union of Greek Shipowners between 1984 and 1991. Over the years the company has managed a fleet of up to 15 vessels, including tankers and bulk carriers up to 100,000 dwt. Today the focus is on young dry-bulk tonnage, with a significant new-building program having been successfully implemented over the last 15 years. The current fleet profile includes Supramax and Panamax size vessels, trading globally.

In December the company decided to upgrade the FleetBroadband packages from the 200 MB plan to the 6 GB plan, with a view to offering their crews internet access. Since then, 2 ships have been installed with Infinity, with the other vessels to follow soon. Gourdomichalis is offering its crews internet by selling them Infinity pins of 50MB each, which the crew use to login to the onboard wifi network using their own smart phones and tablets. The solution has so far met with great success and the crews are most satisfied, which as Mr Makris (technical manager) points out, is 'proven by the fact that the crews are already exceeding 6 GB of use over a month and have started reaching 8 GB.'



Gourdomichalis vessel Kavo Platanos

Having moved from the previous 200 MB plan to the 6GB means that Gourdomichalis is able to consider many more options with regards business applications too. There is a plan in the near future to start using the virtual machine feature of Infinity to create company business account backups and replication of the company's server through the Infinity unit, which will enhance the way the vessels and office can connect to each other and streamline many of the company's daily business communications.

Events- Promotions

The continuation of the Antarctic expedition

As promised in our last newsletter, here are some more great pictures from the expedition that Navarino's Commercial Director Panos Tsikopoulos undertook to the Antarctica in January this year. The voyage took place on board the 25 metre sailing boat 'Vaihere', with a crew of 10.



Cruising through ice



A view of the Cape Horn



The expedition team at completion of the adventure



Mainland Antarctica



Mr. P. Tsikopoulos browsing from the Antarctic



An abundance of wildlife

To keep in touch on the trip, Inmarsat sponsored the airtime through a FleetBroadband 250 which was provided by Cobham. To enhance the speed of the communications Navarino installed an Infinity unit on board and with this setup the crew were able to check their emails, do video calling and send incredible photos of the expedition to friends, family and sponsors.

Inmarsat equipment we had we were able to stay in close contact with everyone back on land, even though we were on a very southerly route. Both the FleetBroadband and the handheld Isat-phone worked perfectly and we were all impressed with the clarity and speed of our communications through these devices. Accordingly the crew and I would like to thank our sponsors, Inmarsat and Cobham for providing us with such vital and reliable solutions.'