

Navarino and Starlink contribute to digital transformation in the Thenamaris fleet

Thenamaris is one of the largest Greek ship operators, with a diversified fleet of 47 tankers, 25 bulk carriers, 8 LNG carriers and 7 LPG carriers. Thenamaris has partnered with Navarino to install the high speed, low latency Starlink LEO service across the majority of its fleet. George Tsivgoulis, Electrical Supervisor in the Thenamaris Technical department, describes how Starlink is helping Thenamaris with the digitalization of its fleet.

"We use Navarino solutions in our fleet, and have once again turned to them for the majority of our Starlink deployment. We are adding Starlink to our pre-existing setup of Fleet Xpress and Ku band, and we are seeing significant improvements in the way we operate, thanks to its low latency and much faster speed."

George Tsivgoulis, Electrical Supervisor at Thenamaris

"Each vessel with Starlink is on the 1 TB plan, and we see that most of this data is consumed on the crews' network. Starlink has allowed us to significantly increase the data quotas that we offer our seafarers. We want our crews to enjoy the best working environment possible, and being able to provide them with a high-speed connectivity option, like Starlink, improves their well-being by enabling them to more easily communicate with family and friends. We have had excellent feedback from our seafarers who now enjoy high-quality video calls with their loved ones.

Our business operations have also benefited following the Starlink deployment. We have a very

customized IT and OT setup onboard, including a ship-wide wireless access system, that allows us to support our crews and carry out remote inspections throughout the vessel with video conferencing and remote work stations. With VSAT, accessing this setup from shore was quite challenging, but with Starlink the entire experience is vastly improved. We also plan on utilizing Starlink for additional business needs in the near future."



Shipping often requires tailor-made solutions and the utilization of cutting-edge technology. In this regards Navarino has consistently been a reliable business partner of Thenamaris.

Navarino's Andreas Dimitriadis, Strategic Relations Director at Navarino added, "We are delighted to be working with Thenamaris on this large-scale deployment. As one of the biggest names in shipping, and having worked closely with George and his team for many years, I am very proud to be helping them bring their fleet to the next level of connectivity services and to really enhance the way they work with their vessels. I look forward to continuing our partnership for many years to come."

Allseas Inc adds Vikand Health Services from Navarino to its fleet



Founded in 2009, Allseas Inc. manages a fleet of Handysize bulk carriers. The company has recently decided to rollout the Vikand health plan across its fleet in order to help enhance the wellbeing and health of its crews. This package means that seafarers can access the Vikand Connect app for 24/7 remote access to medical and mental health professionals.

It also provides an onboard health kit which includes a full set of medical testing equipment for use at sea.

“The well-being of our crews is the most important factor to us as a ship operator”

Christopher Valmas from Owners’ side and Angeliki Kalapodi, Legal Counsel for Allseas Inc. said, “When we heard about the Vikand Telemedicine app we quickly realised that it could really help us to offer our crews an additional layer of support and peace of mind and so it was a very straightforward decision to begin adding this service to our vessels. We particularly like the fact that it provides both physical and mental health support services, as for people working at sea for extended periods of time, both of these areas can be put under some strain. That is why we are very happy to begin this rollout for our people on board and we would like to thank Navarino for introducing this option to us.”

Neptune partners with Navarino to add Starlink Fleetwide

Neptune Lines, a company specializing in finished vehicle logistics, providing transportation and shipping solutions for manufacturers and shippers of cars and heavy cargoes, and Neptune Dry, focused on transporting dry bulk commodities via bulk carriers, are integral parts of the Neptune Group. Together, they manage a diverse fleet of 22 car carriers and 5 bulk carriers. In this article, Christos Kapodistrias, the group’s IT manager, discusses their Starlink rollout.

“As an IT department, we maintain an open-minded approach to technology. I’ve closely monitored developments in the LEO satcoms sector in recent years and was pleased to integrate Starlink terminals into our existing VSAT and Iridium setup.



This new connectivity service has radically improved the onboard experience for both our crew and our business operations, thanks to its high speed and low latency. Our crew can now communicate with their families via high-quality video calls and fully utilize the online world without experiencing delays or disconnections. Ensuring the well-being of our seafarers has always been our priority and we’re delighted with their positive response to the Starlink service.

From a business perspective, Starlink has brought significant improvements, offering faster access to our fleet for updates, troubleshooting, and remote installations, enhancing our overall efficiency and capability.

Having partnered with Navarino as our satellite systems provider for some time, we anticipate continuing our collaboration on future projects.”

“A crucial aspect for us in selecting a technology partner is the ability to access dedicated support promptly, and Navarino consistently delivers on this front.”

Christos Kapodistrias, Neptune Group IT Manager

Our new Cosmo platform puts your Navarino services at your fingertips

Cosmo is Navarino's latest innovation, designed to enhance your service experience. As a dedicated online platform, Cosmo centralizes the management of your fleet's connectivity and security, delivering efficiency and streamlined operations in one place.

What is Cosmo?

At launch, Cosmo will serve as your centralized dashboard for:

- **Monitoring Connectivity:** View real-time vessel connectivity status, quality, and latency metrics.
- **Managing Data Consumption:** Monitor usage and configure alerts for vessel or fleet consumption.
- **Tracking Vessel Positions:** Access current and historical location data.
- **Shore-Side Firewall Management:** Manage your vessel's shore-side firewall.

Coming Soon

- **Enhanced Security Alerts:** Advanced notifications to keep you ahead of potential threats.
- **Order Viewing and Status Tracking:** Easily view all your orders and their track their progress.
- **Billing and Invoice Management:** Easy access to billing and financial information.
- **Direct Access to Support Tickets:** Instant Access to your Support Tickets.
- **Future integrations** with Infinity, Quazar, and Spectrum.



Seanergy Maritime & United Maritime choose Starlink from Navarino

The companies jointly manage a versatile fleet of 28 bulkers, comprising 1 Newcastlemax, 21 Capesize, 3 Kamsarmax, and 3 Panamax vessels, crucial for facilitating global trade. They're currently in the process of enhancing their communication infrastructure by integrating Starlink alongside their existing satellite setup across the fleet. In this feature, Mr. Stavros Vafeiadis, serving as the IT Manager and project lead, shares valuable insights into the rationale behind choosing Navarino for this strategic rollout.

"Innovation is at the core of our operations. Embracing technological advancements is paramount. Selecting Starlink for its high-speed, low latency connectivity was a no-brainer, benefiting both our business operations and the welfare of our seafarers.

"Over the years we have collaborated with numerous technology partners. However, choosing Navarino was deliberate."

Stavros Vafeiadis, IT Manager

Navarino's unparalleled support team and innovative approach set them apart. From streamlined e-contracts to unique value-added services, Navarino's commitment to excellence distinguishes them from their competitors and also aligns perfectly with our vision. As we navigate the digitalization of shipping, Navarino remains a key partner.

We are constantly on the lookout for the next service to further enhance our business operations post-Starlink deployment, ensuring we stay ahead of the curve in the ever-evolving maritime landscape."



Navarino Sport Teams enjoy the wide variety of Posidonia sporting events this summer

As part of Posidonia 2024, the organisers held several sporting events that were open to all Posidonia participants. For the Navarino sport teams this meant that they could get involved with some of the excellent competitions on offer.

Running Team

First off, our Navarino runners joined hundreds of others for the Posidonia 5K running event. Following the success of the previous Posidonia Runs, which attracted over 1,800 participants from all over the world, the 2024 race took place on Sunday 2 June through the streets of Piraeus before finishing at the beautiful municipal theatre of Piraeus. All proceeds of the race were once again donated to the Municipality of Piraeus, the Public Benefit Municipal Corporation of Piraeus and other organisations.



Basketball Team

Next our taller staff members teamed up to join in with the second edition of the much-anticipated Posidonia 3x3 Basketball which took place at the indoor courts of Eurohoops Dome, in Kifissia, Athens. With more than 220 shipping executives taking part, the event delivered lots of excitement, fun and networking opportunities, with trophies handed out by EuroLeague legend Theodoros Papaloukas. Proceeds of the event were again donated to charity, namely Syn-Enosis, the Greek Shipowners' Social

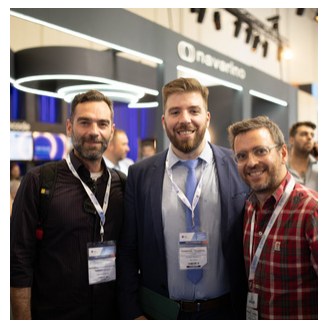
Welfare Company and we were very happy to take part and contribute to a good cause.



Sailing Team

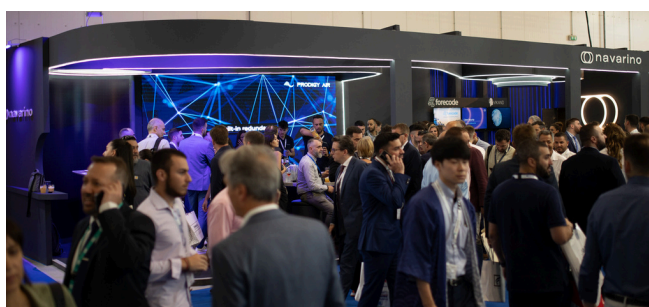
Finally, Navarino's sailing fans were delighted to join in with the Posidonia Cup Sailing Regatta on 2 boats – one was Navarino's own sailboat, while members of our staff also joined on a second boat which was operated by AMMITEC. The race saw some 60 yachts gather 700 senior executives and yachtsmen to compete around the scenic Faliron bay for the coveted Posidonia Cup trophies, a must-have for every shipping related company. We were especially proud to see our Navarino boat sail home as the 2nd runner up in the performance boats group 1 division and in 5th place overall!





POSIDONIA 2024 SPECIAL EDITION

5K+ GUESTS VISITED OUR STAND





The Navarino - Dell Posidonia Dinner

300+ GUESTS IN ATTENDANCE

