CATCHING THE NEXT WAVE IN MARITIME COMMUNICATIONS

Navarino Telecom drives innovation in a billion-dollar market with an on-board cloud for shipping vessels featuring original equipment manufacturer (OEM) technology.

Business needs

Navarino Telecom wanted to develop an on-board cloud infrastructure for shipping vessels, improving connectivity from ship to shore.

Solutions at a glance

- OEM Solutions
- Cloud Solutions
- Servers
- Enterprise Support

Business results

- Enables innovation in cloud IT for maritime industry worldwide
- 50% acceleration of data
- 60% faster issue resolution to customers worldwide
- 75% increase in productivity
- 70% lower on-board communication costs
The maritime communications market is expected to be worth more than US$3 billion by 2020. The need for more reliable on-board communications and better satellite links for vessels at sea is driving this industry growth.

Navarino Telecom is a leading provider of maritime communications. The company has developed a range of products and services to help ships overcome the challenges of communications at sea. For example, bandwidth is an issue for vessels because maritime satellite links are much slower than land-based links. In addition, data transfer is prone to interruption as signals often drop. The final challenge for ships is a lack of IT skills among crews since shipping companies can’t afford to employ dedicated IT staff.

A significant leap forward

As part of a major advance in maritime communications, Navarino Telecom developed the Infinity Cube on-board cloud. The Infinity Cube is a virtualized infrastructure managed by administration staff onshore. It offers a wide range of applications for business processes and for study, allowing crews to participate in courses while at sea. The on-board cloud delivers improved connection speeds and enables land-based vessel managers to manage the communication infrastructure remotely.

To complete the solution, however, Navarino Telecom needed an original equipment manufacturer (OEM) to deliver the server hardware at the heart of the cloud platform.

Stratos Margaritis, solution architect at Navarino Telecom, says, “We chose to work with Dell EMC OEM Solutions in the development of our Infinity Cube on-board cloud. The support from Dell EMC was also key for us. We received our hardware quickly and the Dell EMC team was responsive to our questions.”

Enables innovation in communications for maritime industry worldwide

Today, the Infinity Cube on-board cloud is helping transform maritime communications. The platform is powered by Dell EMC R230 or R430 servers, depending on each customer’s requirements, and can include the Dell EMC PowerEdge R420xr with its rugged features for more challenging environments. All the servers include Intel® Xeon® processors.

Christian Vakarelis, vice president of media communications at Navarino Telecom, says, “We believe the Infinity Cube, supported by Dell EMC OEM Solutions, is a breakthrough in maritime communications. It improves operations and enhances safety, giving crew reliable communications while they’re at sea.”

Reduces on-board communication costs by 70%

The Navarino Telecom solution helps substantially lower costs for vessel owners because of its manageability. “Traditionally, shipping companies have spent significant resources on transporting IT professionals to resolve issues on-board. With the Infinity Cube supported by Dell EMC OEM Solutions, they no longer have to do this. It’s helping to lower costs by around 70 percent,” says Vakarelis.

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Increases productivity on-board by 75%

Crews can work more efficiently thanks to the technology behind the Infinity Cube. Data is split and compressed before being sent from ship to shore, enabling faster transfer. Also, commands to infrastructure are not executed until all the data is received, so if the signal goes down, administrators don’t have to send the entire command again, saving time.

Boosts on-board connectivity by up to 50%

Customers have seen improvements in data speeds thanks to the compression and acceleration technology of the Infinity Cube running on Dell EMC servers. Margaritis says, “Crews gain up to 50 percent faster connectivity with our Infinity Cube running on a Dell EMC platform.”

Speeds issue resolution by 60% globally

Navarino Telecom knows that if an issue occurs with the Dell EMC technology, customers will get a high level of support from ProSupport for OEM. Vakarelis says, “We can respond 60 percent faster and ensure our Infinity Cube solution stays up and productive with the assistance of ProSupport for OEM across the globe.”

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