FONASBA
ANNUAL MEETING 2023

SHIP BROKER PLENARY MEETING

16th OCTOBER 2023

"MANAGING COMPLEXITY DIGITALLY"

PANEL DISCUSSION
MODERATOR: FULVIO CARLINI FICS

FONASBA

SPEAKERS:

FONASBA Annual meeting
16th – 18th October 2023
Amman, Jordan

SPEAKER

Giampiero Soncini
Managing Director
Oceanly Srl

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SPEAKER

Alessandro Pescetto
Marine Digital Solutions
Director, RINA

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SPEAKER

Alastair Stevenson
Head of SSY's Digital
Analysis group

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OCEANLY

Managing Complexity Digitally:
The impact of shipbroking platforms and other IT solutions on the shipbroking profession

AMMAN
FONASBA 2023

The company - Oceanly

- One of the first companies to build a specialized Data collector, to aggregate all data coming from Integrated Navigation and Automation systems
- Oceanly software **Performance** collects, stores and analyzes all data, to provide Crews and Offices with a powerful **Decision Support System for Navigation, Engines Maintenance, Fuel and emissions control, and more**
- Oceanly designs and installs Fleet Operations Remote Control Centers (FORCE)

Myself:

Giampiero Soncini:

- 14 years Italian Navy – specialized in Advanced Automation plants
- 14 years at NATO Anti Submarine Warfare Centre – specialized in Noise & Vibration
- 20 years in SpecTec as shareholder and CEO – creators of AMOS – most sold software for Maintenance, Procurement, Quality & Safety
- Last 5 years dedicated to Fleet Operations Performance Monitoring Solutions -> **Oceanly**

- **53 years dedicated to high level technology and IT in shipping**

What is OCEANLY PERFORMANCE?

Oceanly Performance is a cloud-based software solution which collects, stores and analyzes on board data, to offer full visibility of operating parameters, such as:

- ✓ Voyage monitoring & optimisation
- ✓ Trim optimisation
- ✓ Route & speed optimisation
- ✓ Propulsion efficiency
- ✓ Condition Based Maintenance of all connected equipment
- ✓ KPIs & Analytics
- ✓ Alarms & Alert Tool
- ✓ Emissions monitoring
- ✓ Shaft Power Limitation
- ✓ Hull and Propellers' status

Oceanly Performance can work in stand-alone mode or operate in a multiconnected environment, being interfaced and linked to other 3rd party modules such as Asset, Procurement, Electronic LogBooks, Planning, QHSE etc
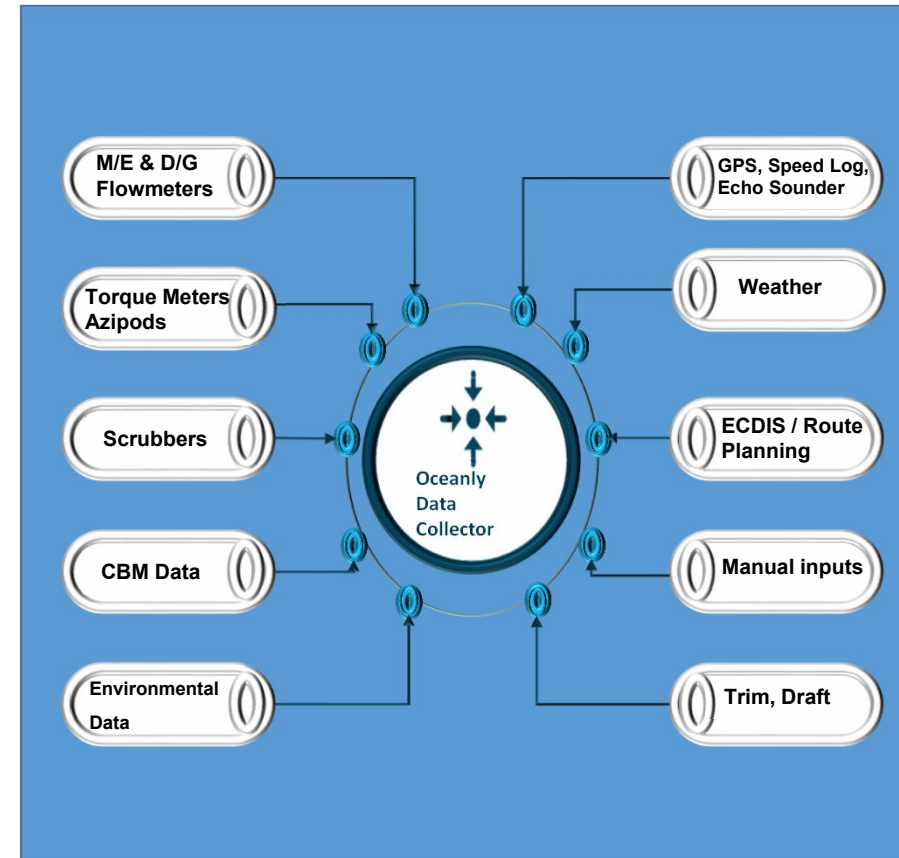
Software is completely open: all algorithms, reporting, mimics, alerts, alarms, pages, are completely configurable by Customers

IT IN SHIPPING….

In my 53 years dedicated to technology in shipping, I have learnt that:

- In shipping, there's never a technical revolution, but a "slow-in-being-adopted" evolution
- Shipping is never proactive, always reactive. This means that it has to swallow rules and regulations written by regulators who know nothing about shipping
- Everybody thinks that IT is easy and can make everyone rich. Think again, especially in shipping (90% of the start-ups of 2021->2023 will be gone by 2027)
- IT in shipping is a small business: all IT companies dedicated to shipping that you may know, and I mean ALL, would not reach 2b€ revenues in 2023. And there are hundreds

Will AI replace shipbrokers?

This question is equivalent to ask: will microwave cookers replace cooks?
Why?

1. There is no such thing as AI: it is just a name "pour épater le public". I am much more worried about Natural Stupidity, which is surely increasing, than by AI

2. In any case, AI misses a lot of ingredients which are normally part of any transaction:

   - **Empathy**
   - **Trust**
   - **Eye to eye conversation**
   - **Familiarity**
   - **Gut feeling**
   - **Sensations**

3. In any transaction, IT can help. But cannot take the ultimate decision

So, should you forget about IT?

NO, NO, NO
IT is a TOOL. And as many tools, it evolves, it gets better, it changes, it transforms, it becomes more and more useful

Those who keep ahead of the mass and intelligently apply new technologies, will lead the pack
Remember Darwin? It is not the strongest who will survive, but the one will adapt. The dinosaurs who refuse IT or consider it as a waste of money, will become extinct. As those who will never modify their status quo. The technology world is full of companies which died or downsized because of complacency; DEC, NOKIA, KODAK.

You live surrounded by technology in your private world. Do the same at work.
If you always have the latest mobile phone, the latest TV, the latest gadget…. Do the same at work. Consider hardware as a consumable, and change it often. Don't upgrade once every 10/15 years, the costs will kill you… keep your systems updated and keep an eye for new stuff. And protect yourselves (escrow agreements, open data, etc.)
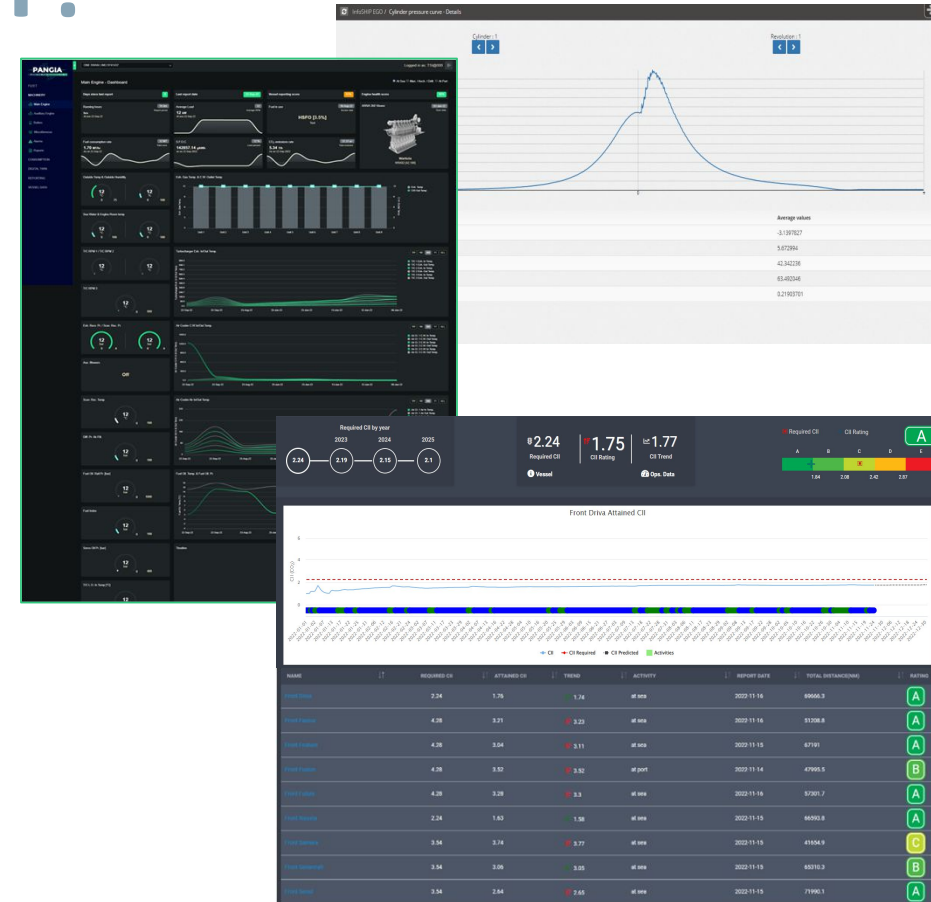
FORCE - THE FUTURE OF SHIPPING

LNG OPERATOR CONTROL ROOM (Oceanly project)

We believe that the future of ship management is to *manage by exception*:
- Let the software collect, store and analyze data
- Present data analysis to the Management
- Support the management decisions with reliable data analysis
- Verify results of decisions taken
- Repeat

Thank you

Digital Transformation of Class Societies

RINA Digital Solutions

RINA combines a Software Ecosystem, with a comprehensive knowledge of the maritime domain, thanks to the expertise of Naval Architects and Marine Engineers.

Maintenance	Procurement	Logbooks	Performance
HSQE	Crewing	Voyage	MRV｜DCS｜CII
CFD calculations	Performance analysis	Fatigue analysis	Seakeeping analysis
Retrofitting analysis	Custom reporting	Logbooks configuration	KPIs identification

KATERINA NOMIKOU MARITIME PHOTOGRAPHY

CII Simulator

Find the answer to questions:

- What will be the vessel CII rating with specific operations?

- How will a new operative profile affect the CII rating?

- Which speed should I have to reach a specific CII rating?

Based on inputs:

- Vessel model

- Speed [kn]

- Sailed Distance [nm] or Time at sea [h]

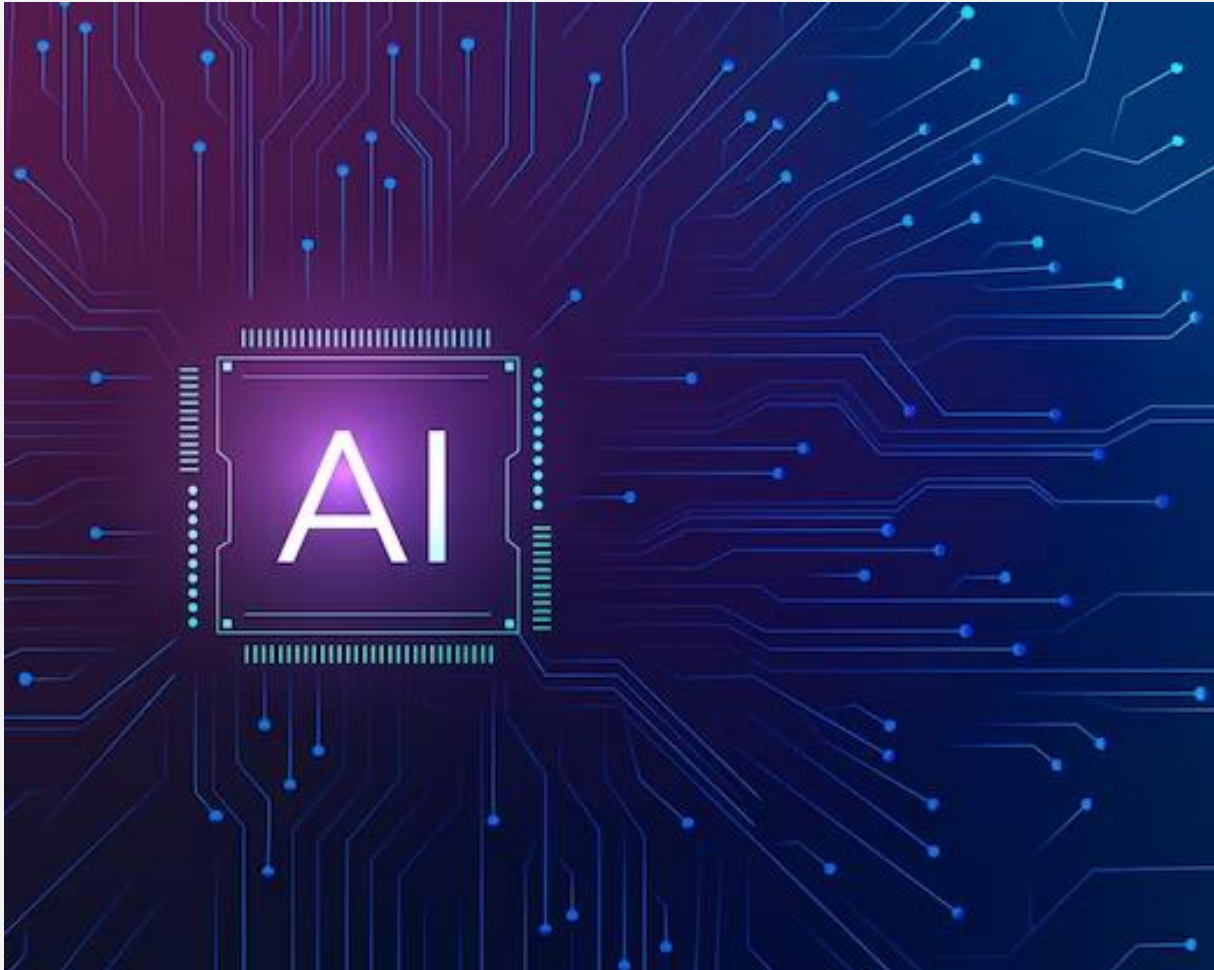- Time at port [h]

- Trading Days [dd]

Regulations and AI

Class Societies have always been a Regulatory repository.

RINA Project: use Generative AI (Chat GPT) to create a bot able to reply to advanced questions on Marine Regulations.

Ex: Does the paint room of this ship need ventilation?
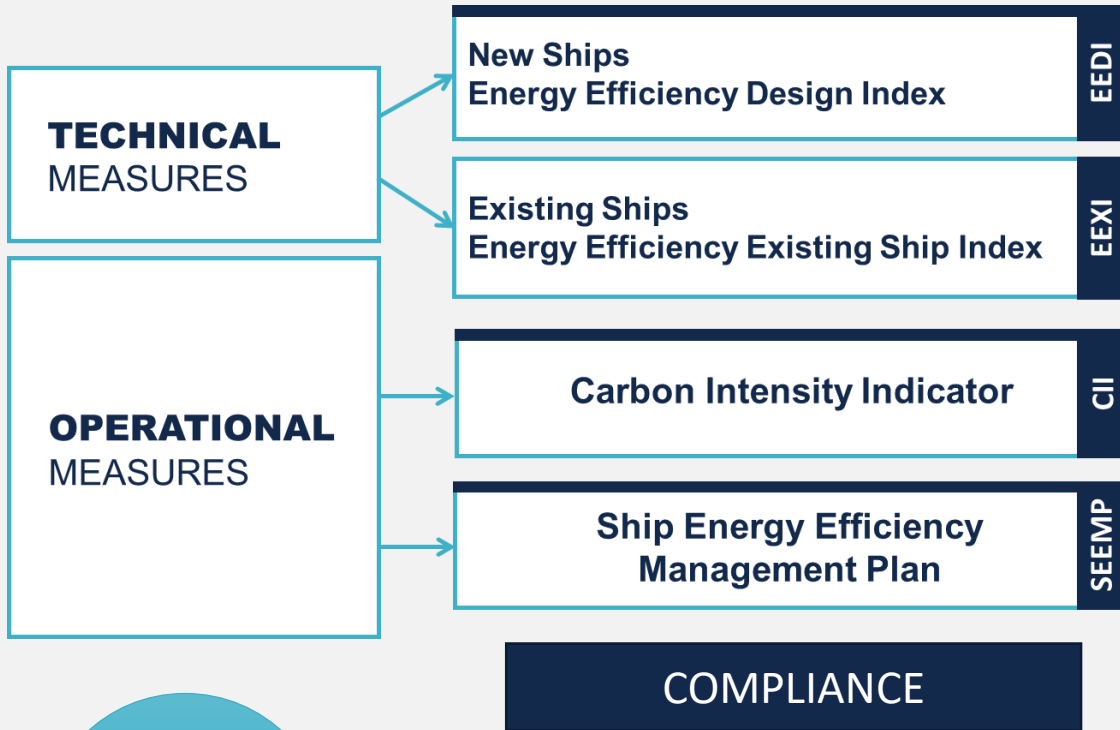
Damage & defects detection with ML

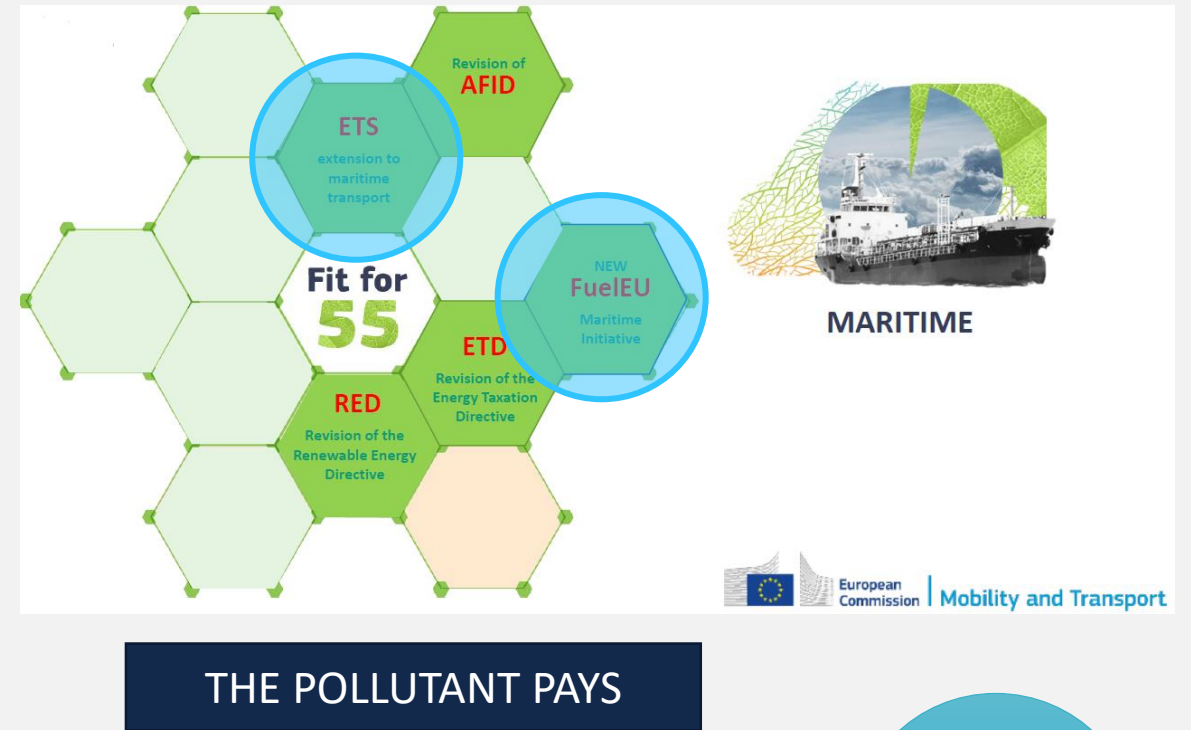**RINA has a wide repository (+30 years) of incidents on RINA Classed vessels.**

RINA Project: **use ML techniques to predict most critical items to be inspected onboard and classify defects**

Decarbonization challenges

IMO MARPOL Annex VI

TECHNICAL MEASURES

New Ships
Energy Efficiency Design Index
EEDI

Existing Ships
Energy Efficiency Existing Ship Index
EEXI

OPERATIONAL MEASURES

Carbon Intensity Indicator
CII

Ship Energy Efficiency Management Plan
SEEMP

COMPLIANCE

EU Fit for 55

Revision of
AFID

ETS
extension to
maritime
transport

Fit for
55

NEW
FuelEU
Maritime
Initiative

ETD
Revision of the
Energy Taxation
Directive

RED
Revision of the
Renewable Energy
Directive

MARITIME

European Commission | Mobility and Transport

THE POLLUTANT PAYS

Strong new market need: to have validated emissions, per period and/or per voyage.

New Daily Challenges for ShipOwners

Accurate Ship Performance Status

01

Collect Data
It is important to have the correct dataset to set the starting point

Informed Decision Making

02

Simulators & Analytics
Tools to analyze data, enable reports and simulate operation effects on CII

Maintain Efficient Operations

03

Optimize & Alert
Optimize operations, real-time data and alerts to control over time

New platform for emissions validation

Standard data format management

01 Data ingestion
Possible manually with .csv files or using API

Data validation per voyage/period

02 Data validation
The system analyzes the data and provides a feedback on its quality

Statement production

03 Data validation proof
A downloadable statement with the result of the data validation

For more info:

Thank you for your attention

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FONASBA

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PRESENTATION BY ALASTAIR STEVENSON:

https://www.navigator.ssyglobal.com/dynamic_ext/SSY_FONASBA_2023