

23RD ANNUAL
NAUTICAL SYSTEMS
GLOBAL *User*
Conference 

Hosted by

 **ABS WAVESIGHT™**



A tailored approach to the Ship Owner & Charterers (Challenges & Opportunities)

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Presented by





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SEABIRD RESORT | OCEANSIDE, CA

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Greg Linton

Senior Product Manager

Greg Linton is a Senior Product Manager at ABS Wavesight. In his role, he leads the product management rebuild of the My Digital Fleet product.

Greg has 10 years of software product management experience across various sectors including manufacturing and oil and gas. He graduated from Leeds University in the United Kingdom with a Bachelor of Science in Biology, and a Masters in Business and marketing.



Divya Iyer

Product Manager, My Digital Fleet

Divya Iyer is a Product Manager at ABS Wavesight, she is part of the product management and user experience team. Divya's primary focus is on product lifecycle management (ABS Wavesight Product-My Digital Fleet).

Divya has 16+ years of experience in the maritime industry. Prior to joining ABS Wavesight, Divya worked as an engineer onboard oil/gas tankers with Chevron, where she sailed as a Second Assistant Engineer and later as a Vessel Performance Manager with Maersk Tankers managing fuel optimization and energy efficiency for their commercial pool vessels.

Open Innovation Agenda

Rules of Engagement	3 Minutes
Session Deliverable Overview	3 Minutes
Currently Released & Roadmap Recap	3 Minutes
Group Work	Remaining Time

Rules of Engagement



Rules of Engagement

Open Innovation Session to Capture User Feedback

- Stay on topic
- Active participation
- Aim to focus on the deliverable (main challenges)



Session Deliverables





Recently Released & Roadmap



Recently Delivered

- eLogs Attachments
- Request for Quote Enhancements
- Technical Defect Enhancements
- WBS & Cost Center Additions
- Interface Enhancements
- Budget Enhancements
- Enhanced KPIs
- Condition Based Maintenance Features
- Management of Change Deferral
- Crew Work Rest Enhancements
- Business Central Integration
- Insurance Claim Enhancements
- Crew & HSQE Web Preview

2023/2024 Plans

- Sea Cargo Charter
- Recruitment Management
- Training Management
- Payroll Web
- Sire 2.0
- DMS Replacement
- Drydock Mobile App
- Hourly Payroll
- Work Planning
- Mooring Management
- Disciplinary Actions
- Formal Promotion Process
- MDF 2.0
- EU ETS

Long Term

- Vendor & Crew Performance Appraisal Enhancements
- Crew Portal
- Data Capture
- Remote Audit – Freedom Integration
- IHM – Part 2
- Web Releases
- Logistics Phase 2
- Recruitment Portal
- Dispatch / Chartering
- Vendor & Customer Portals
- Warehousing
- **MDF Chartering Module**

Framing the session

Why?

1. Hypothesis: environmental regulations (such as CII, BIMCO and EU ETS) will require more collaboration and transparency than ever before between Owner and Charterers to be compliant.
2. In order to tailor any solutions which could benefit this relationship, we would first like to understand the most critical challenges facing owners and charterers as they engage with each other today.

Objective

1. Uncover pain-points that exist today for ship owner and charterers when engaging with each other. Ideally, a list of case examples agreed by both parties, ranked by impact.
2. What – if anything – are ship owners and charterers doing about these.



Challenge	Why – business impact (Owners v Charterers)	Ranked (Optional)	Existing steps taken to solve?
<p>Regulatory Compliance Compliance with environmental, safety, and other regulations can be a challenge. Changes in international maritime laws and regulations can require adjustments to operations, potentially leading to disagreements.</p>	<p>Shared responsibility of CII (BIMCO), Transfer of financial cost Meeting SCC</p>		
<p>Contractual Disputes Disagreements can arise over the terms and conditions of the charter party agreement, including issues related to freight rates, laytime, demurrage, and other contractual obligations. (BIMCO CII clause). Disputes related to performance (challenges/ experiences to derive value from data to settle claims/dispute which are time bound)</p>	<p>Voyage charter: speed performance for predefined conditions Accuracy/validation of weather data Time charter: Fuel being paid by charterer – speed performance claim Long waiting time, impact on vessel performance</p>		
<p>Payment and Financial Issues Delays or disputes over payment of charter hire can strain the relationship. Economic fluctuations in the shipping market can also affect the financial stability of charterers, potentially impacting their ability to meet their financial commitments. Moving out of performance and focusing on commercial aspects.</p>	<p>Time bound settlement of claims/disputes, Bunker grade/quality of fuel</p>		
<p>Vessel Maintenance and Condition The owner expects the charterer to operate and maintain the vessel in a specific condition. Differences in maintenance standards or disputes over repair costs can lead to conflicts.</p>	<p>Forecasting: what the ROI is for the work being paid for Pending repairs, timing for getting it done vs being on hire (Ship Owner) From charterer's perspective: need to change itinerary due to repair.</p>		
<p>Performance and Cargo Quality: Charterers rely on owners to provide vessels that can transport cargo safely and efficiently. If cargo quality or vessel performance is compromised, disputes can arise.</p>	<p>Deliver what is loaded, performance evaluation of cargo handling systems</p>		
<p>Market Conditions: Fluctuations in the shipping market can affect charter rates and vessel availability, impacting the owner's and charterer's financial interests.</p>	<p>Value of vessel (to resell, purchase) Understanding the value with respect market conditions (fluctuating) Fluctuating market conditions When is it time for ship owner to place vessel on hire, when is it time for charterer to take a vessel on hire</p>		

Challenge	Why – business impact (Owners v Charterers)	Ranked (Optional)	Existing steps taken to solve?
<p>Risk Management: Deciding on the allocation of risks, such as insurance coverage and liability in case of accidents, can be challenging. It's essential to have clear terms in the charter party to address these issues.</p>	<p>Opportunity cost, pain points around trade-off decisions</p>		

Group Work



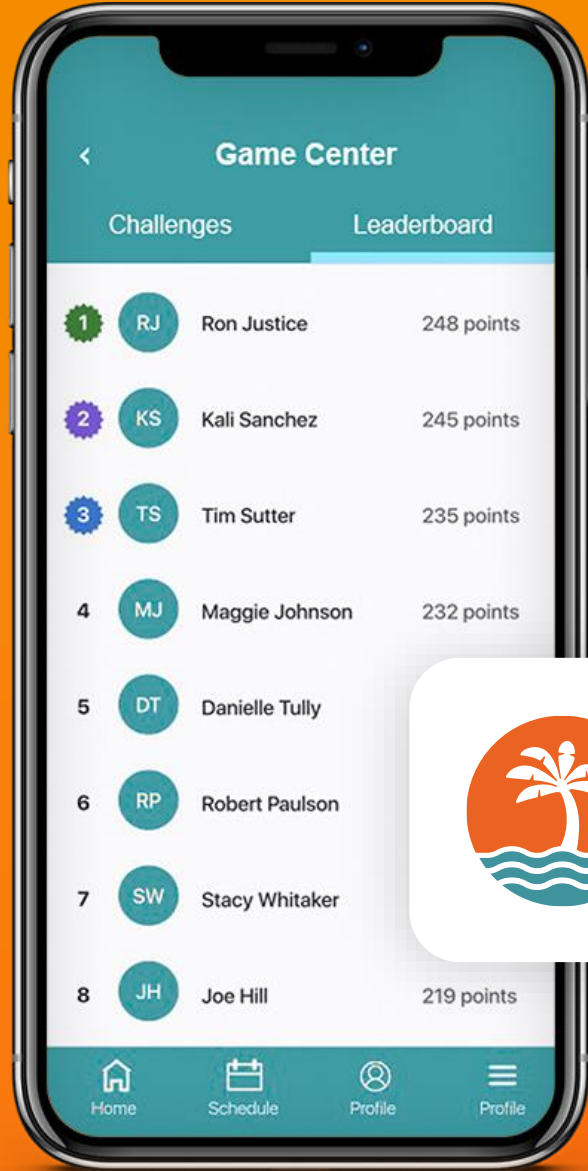
Group Work (pending size)

Take five (5) minutes

Categorize

Discuss

Prioritize / Vote



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