

Technology Trends in Managing Ships *a small to mid-sized managers approach*



Integrated ShipManagement Software

Shipowner's perspective and
experience

Digital Ship: Athens

*Presented by: Dimitris Orfanos, HSEQ Manager,
Dorian Hellas*

In the presentation

- Introduction to our business
 - Dorian Hellas
- Our business needs
- Our expectations from the software
- Our Commitment to technology
- Modules in use
- Our experience with a technology partner
- Our preferred technology partner



- Long history of shipmanaging in the best traditions of the Greek old fashioned, closely-knit, mid-sized operator style
- Mission: Safe, reliable and trouble free transportation services for Oil Majors
- Current Fleet: 3 LPGs, 2 Bulk Carriers, 1 Aframax Crude Oil Tanker
- Newbuildings: 4 VLGCs, 1 Aframax Crude Oil Tanker
- Adapting to today's needs: Management commitment to technology for operational efficiency

A comprehensive Ship Management software suite (not just PMS!) that enhances operational efficiency, and provides seamless fleet and vessel monitoring to management ashore and seafarers on board

Our Expectations from the software



- An integrated system that addresses customization. All aspects of our activities must be covered by the software
- Reduction of paperwork both onboard and ashore
- Eliminate filing errors – reduce paper chasing
- Automate the identification of tasks both on board and ashore
- Ensure nothing is missed!
- Automate or greatly facilitate the calculation of KPIs (TMSA!)
- Improve control over SMS documentation with automated updating of the vessels' manuals
- Reduce the man-hours associated with all the above tasks
- Streamline vessel performance monitoring
- **USER FRIENDLY!** Lend itself well to smooth introduction in the office and the fleet



Our Expectations from Integrated Systems



Management

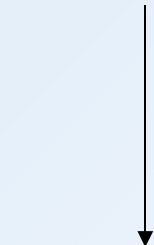


Technology



Organization

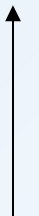
Business Challenges



Information System



**Business Solution:
Streamlined
Management**



Management Expectations



Management

-Centralized storing and purchasing functions

-Centralized Crewing Monitoring



Technology

-Real time results on expenses from all applications - Automated updating of budgets

-Instant status reports on Deficiencies and Non-conformances



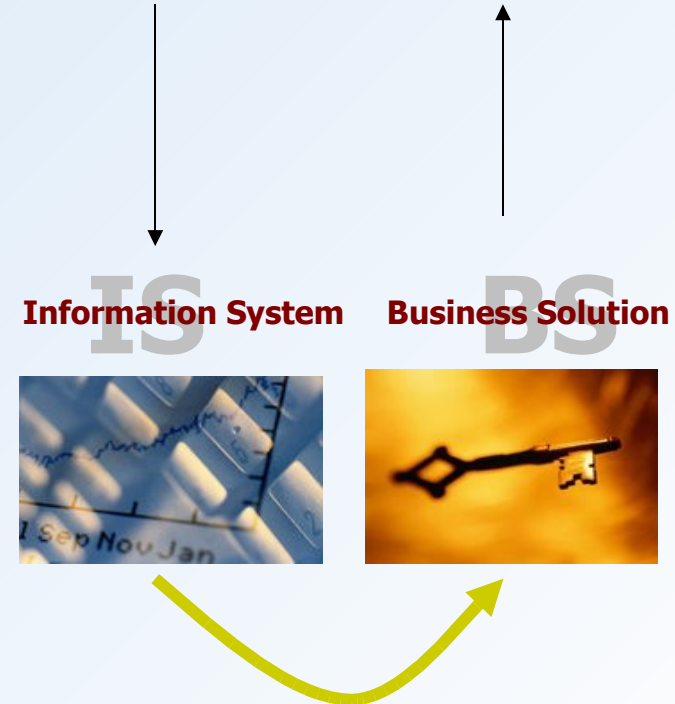
Organization

- Scalable IT infrastructure to absorb vessel acquisitions/expansion

- TMSA KPI monitoring

- Fleet monitoring

Business Challenges





Management

M

RELIABILITY! A tested program with minimum teething problems



Technology

T

secure digital infrastructure for data transmission and storage

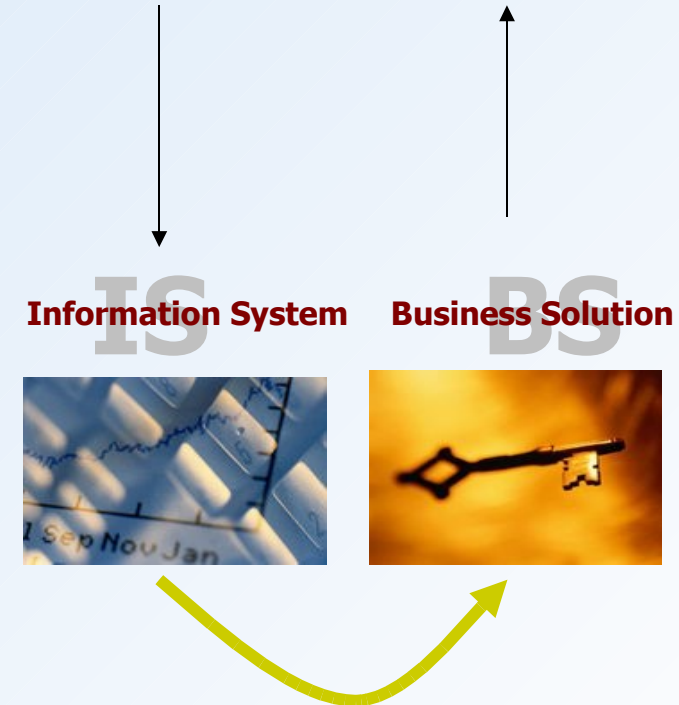


Organization

O

-Disaster Recovery

Business Challenges



Organizational Requirements



Management

M

-Monitoring from satellite offices: web based monitoring facility



Technology

T

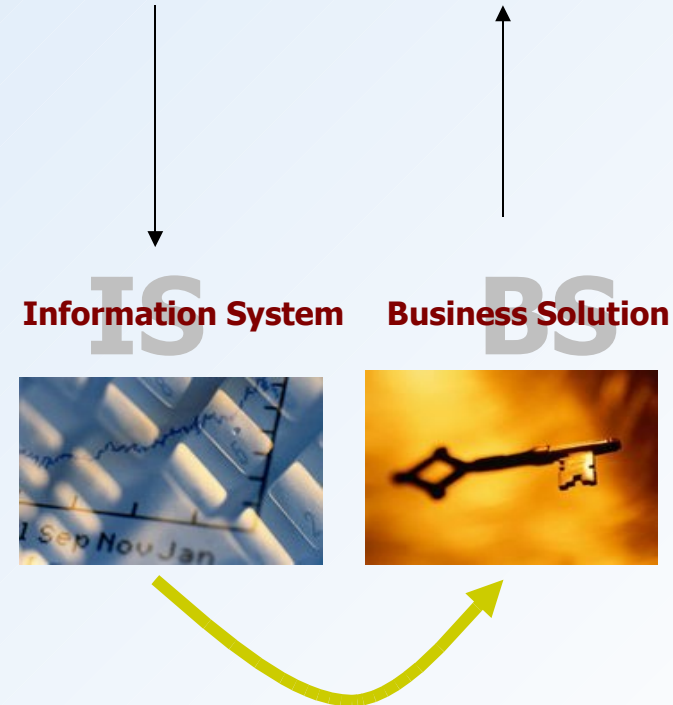
-Superintendents on the go! Keep them updated



Organization

O

Business Challenges



Information System

IS



Business Solution

BS



Our experience with technology

The HURDLES

- Nobody likes change!
- Fear and anxiety of high computer literacy demands
- Resistance from key managers

OVERCOMING them:

- Show them the benefits!
- Re-engineering
- Hands-on Training and Implementation

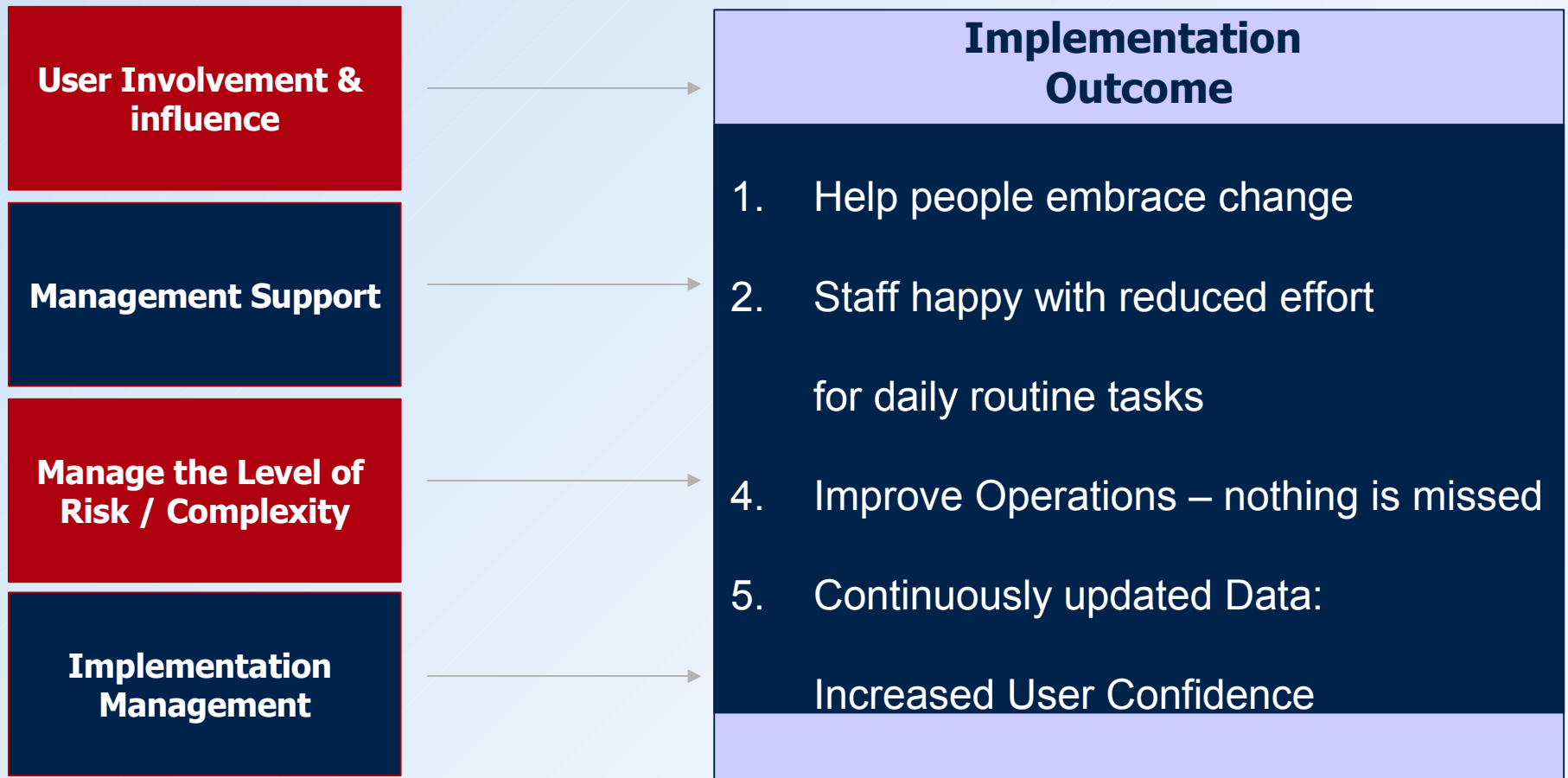


Threats in our minds



A Rather seamless & Peaceful result!

Our commitment to technology



Modules in use at Dorian



- Planned maintenance
- Inventory & Purchase
- Repair management
- Safety, QA, Security
- Document management
- Accounting
- Web- based Monitoring System
(satellite offices)

TMSA KPI adherence



ShipManager - GRAMPIAN

Administration Setup Planned Maintenance System Voyage Performance Inventory Purchase Management Dry Dock Management System Safety Management Security Management Budget & Fleet Accounting Communication Management System Document Management System Manual Management System Query Database Utilities Help

Regular work completion details

Menu Show List Report Print Refresh Attachment Percentage of Maintenance

Select the Ship: GRAMPIAN

Filter for:

- Done
- Partly done
- PMS listing
- Re-scheduled
- Breakdown
- Class Survey
- Statutory Survey
- Maintenance (Work order)

Filter by:

- Maintenance Head: [Dropdown]
- Select designation: [Dropdown]
- From: [Dropdown] To: [Dropdown]

Calibration Scheduled maintenance
 Survey Unscheduled maintenance
 Class survey Statutory survey Both

Cargo Space
 Deck Machinery
 Electrical
 Electronics
 Engine Machinery
 LSA & FFA
 Pipes & Valves
 Pumps & Motors
 Rudder, Shafting & Propeller
 Smoke, O2 & Gas Detection
 Tanks

Percentage of Maintenance

100
80
60
40
20
0

100
80
60
40
20
0

- Percentage of Maintenance Due
 - Percentage of Maintenance Done

Close Chart

Details of Maintenance In Percentage

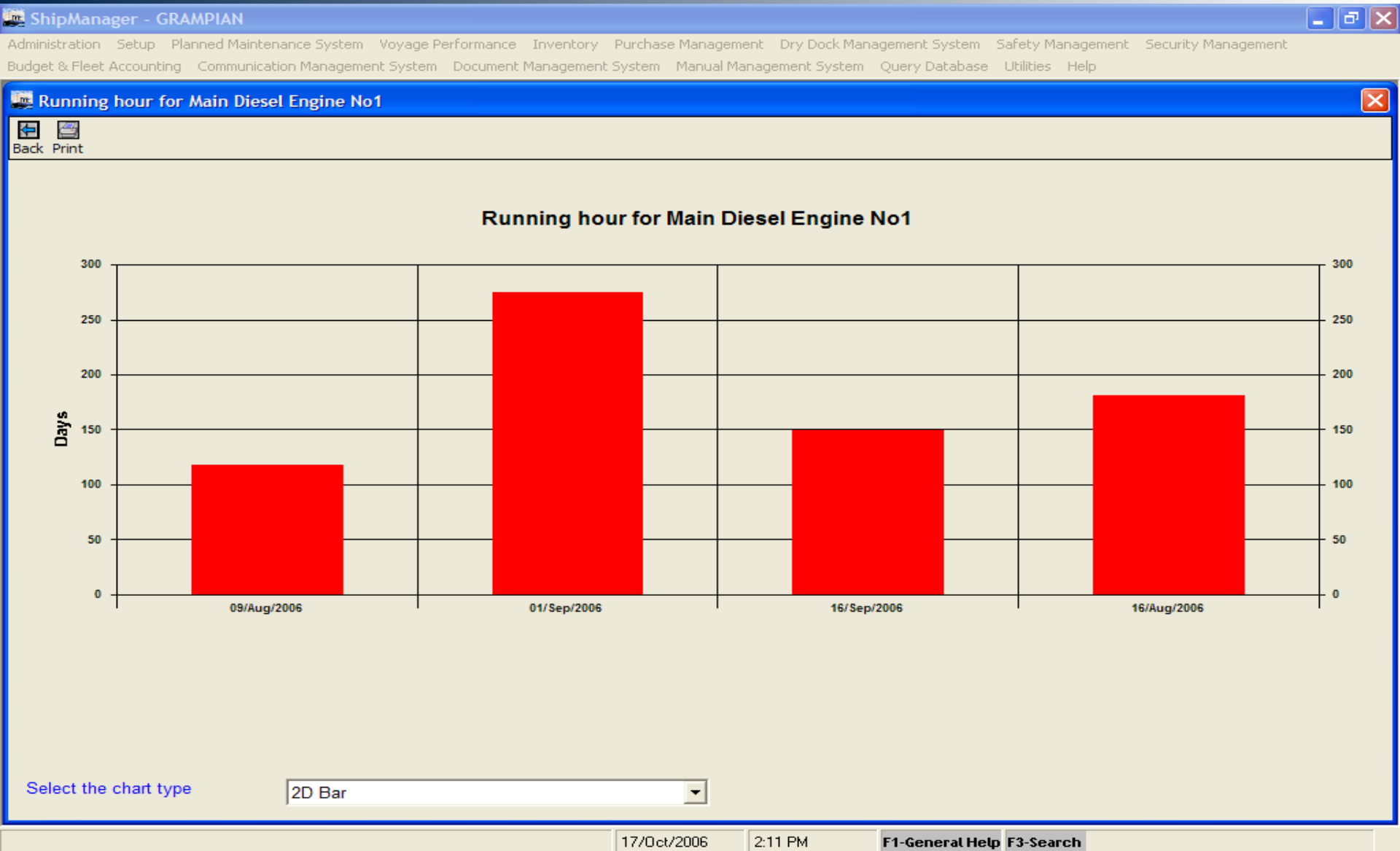
Total No. of Records - 65

Work history Show report Show chart Show Ship Details Critical maintenance Remarks/Suggestions

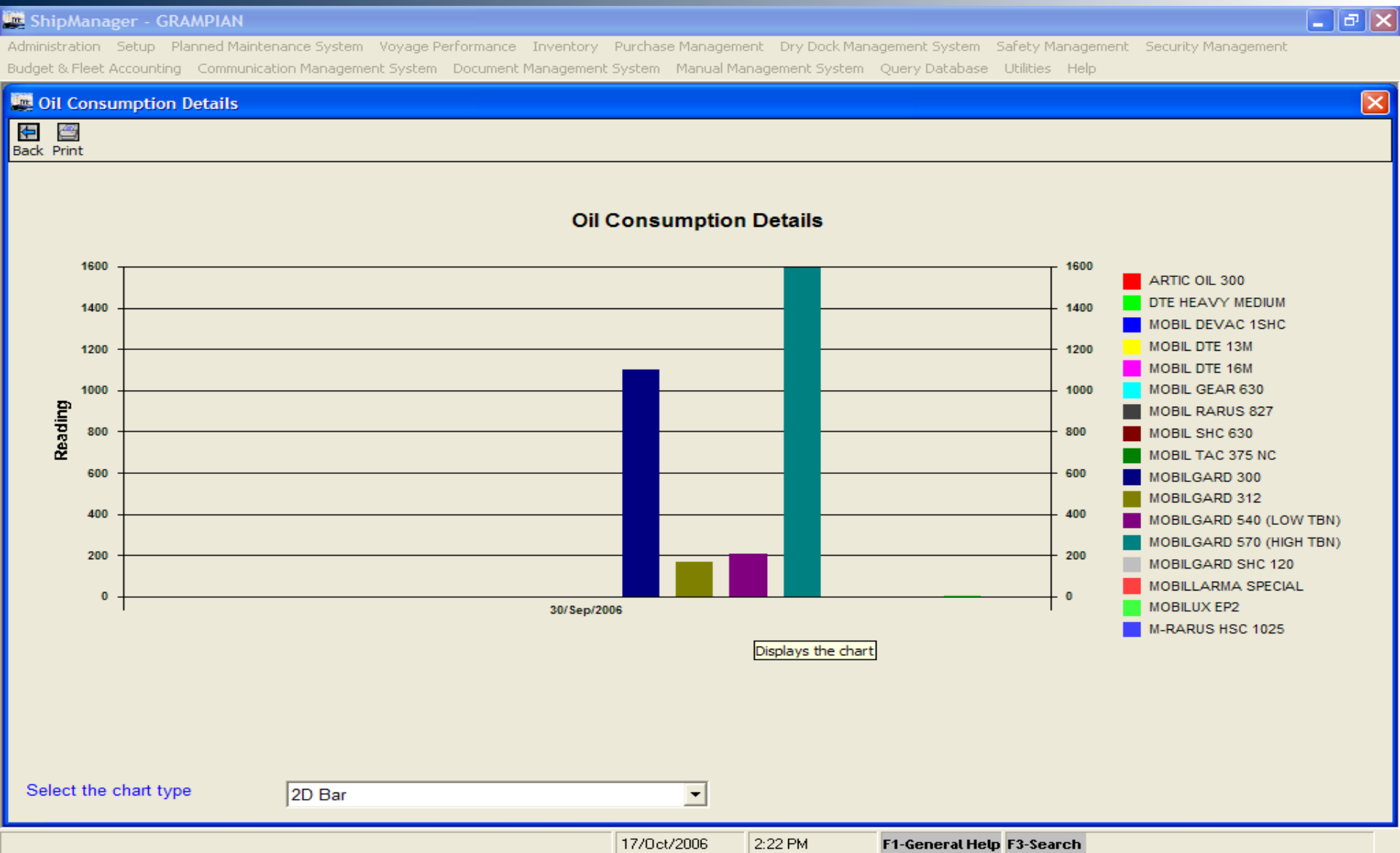
Select the option to view the details of works done 17/Oct/2006 1:57 PM F1-General Help F3-Search

start Dorian Screen Sho... Dlls&exe ShipManager - GR... Regular work comp... Desktop 1:57 PM

Informed operational decision making



Informed operational decision making



Technology Support from partner



Teledata

- Quick response in Greece and global
- 24 x 7 web based support
- Dedicated vessel and fleet support for data and updates
- Willingness to work on custom requirements
- Robust replication between offices and ships

In Summary:



- Trend for integrated solutions - not just PMS!
- Software can do many tedious tasks better and more error-free than people – Let people realize the benefits!
- Continuous management support to ensure the changes do not disillusion our staff – they must feel that their role is becoming more of a decision maker rather than a brainless clerk
- Our customers expect efficiency that in many cases only software can ensure!

Thank you!