

ShipNet

Developments in Ship Operating Software

Digital Ship Dubai

21 February 2006

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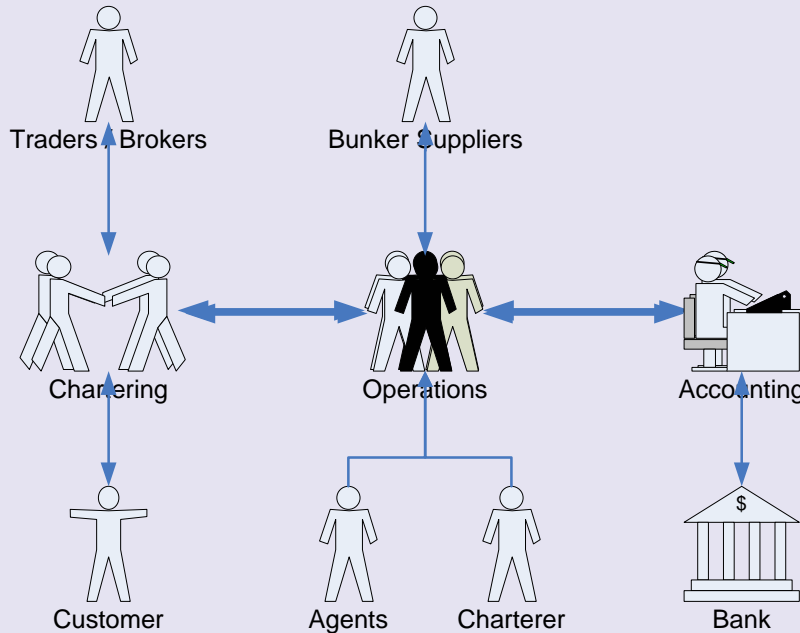
Developments:

- **What are the driving factors:**
 - **Customer**
 - Requirements
 - Awareness
 - **Software Vendors:**
 - The ability to understand and translate
 - Availability / Competition
 - **Legislation / Market Requirements**
 - **Technology**



Customer Requirements

- Horizontal vs Vertical Integration



- K.P.I
- M.I.S



Customer Objectives

“Best Practice” vs Customized Implementation



What can the Vendors do?

- Listen to Customer Requirements
- Understand Market Requirements
- Manage and QA development



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