

DIGITAL SHIP HONG KONG

5 SEPTEMBER 2006

SATELLITE COMMUNICATIONS SYSTEMS

Implementing integrated onboard software on the Petroships fleet

Francis Chin
General Manager
Petroships Pte Ltd

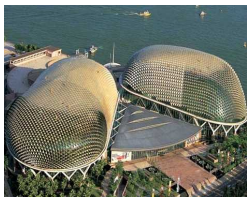


Introduction



Petro Vario
CPP/IMO III
16,500dwt

- Developing a safety culture for the delivery of a branded service to the oil majors.



Company Profile

- Clean Petroleum and IMO III Chemical Tankers
- Nine tankers in the 5,000 dwt to 16,500 dwt range
- Average age of 8 years
- Operate principally in South East Asia



Strengths

- All aspects of operations are being carried out at the same office
- In-house bunker tanker
- In-house repair team and workshop providing 24/7 support
- Top Management support



Office and Onboard Vessels

- Lloyds Risk assessment software, Mariner
- Management of Change
- Computer Based Training System
- Commitment to environmental protection-
ISO 14000



Challenges

- Requirements governing our operations are getting more rigorous
- Comply with TMSA
- Keep up with changes
- Keep abreast with new developments, requirements and regulations



Limitations

- Economy of scale – SME
- Resources constraint
- No dedicated IT personnel
- Mistakes can be very costly



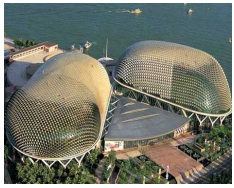
Solutions

- Need to optimize
- Simple, reliable, cost effective tools which can be managed by our staff
- Multi-task
- Funding – SMEs
- Careful selection of vendors



Maritime and Port Authority of Singapore

- MERIT (Maritime Enterprise IT Development programme)
- Help to defray cost in modernizing and upgrading operations through IT
- Assistance up to 70%



Selecting Vendors

- Do it right the first time
- All vendors have their own strengths
- Price and preference
- Forward looking and Flexible
- ABS Nautical System NS5
- Dialog



ABS Nautical Systems (NS5)

- Maintenance and Repair
- Purchasing and Inventory Control
- Code Compliance
- Crew Management
- Replication Manager

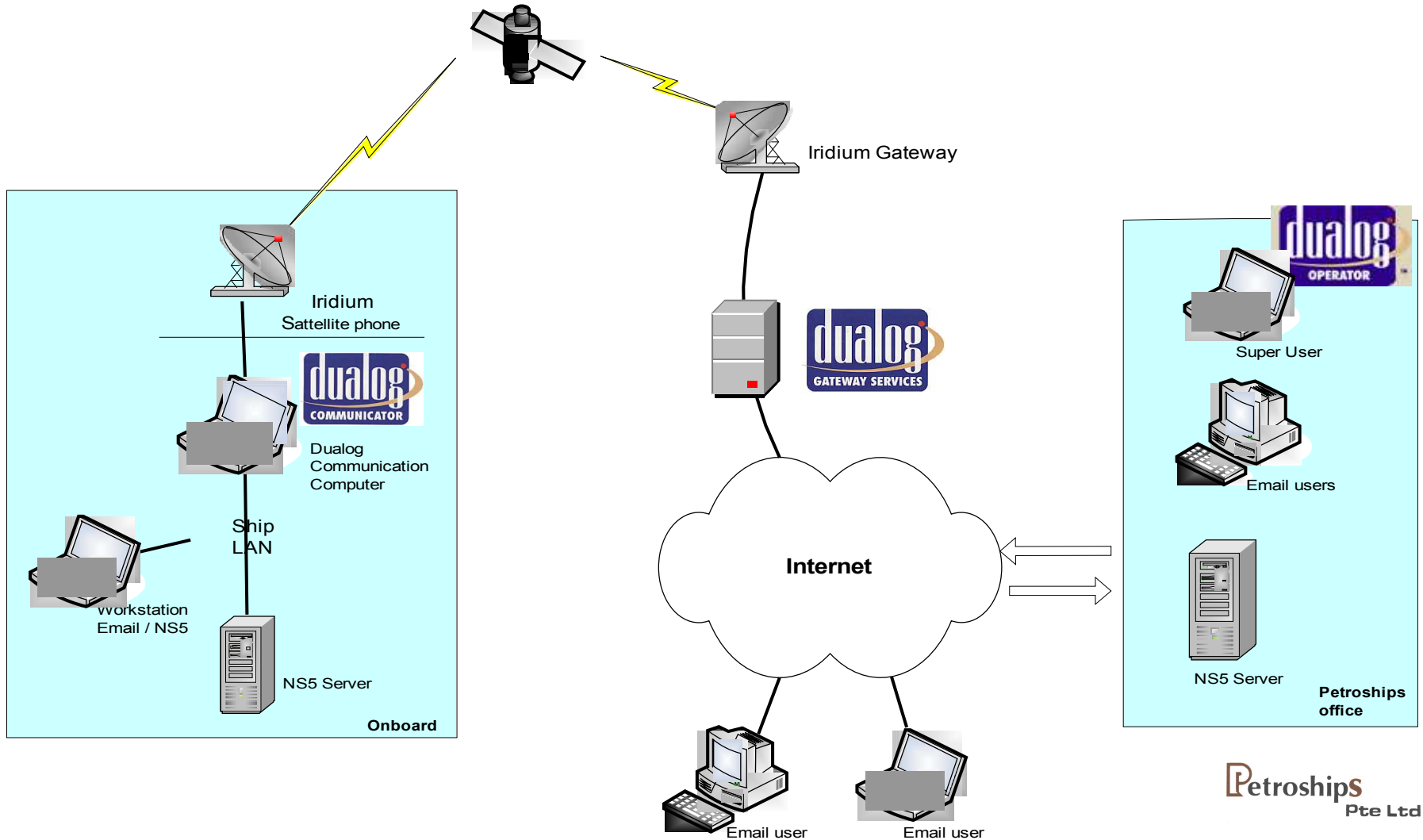


Dualog

- Linking the communications
- Constant R&D and adaptable to changes
- Web based – easy to monitor and cost effective
- Simple installation
- Full control



System Overview





Dualog – Traffic Printout



CONTENT



- ..:ALL VESSELS
- ..:OWN COMPANY
- ..:TRAFFIC
- ..:WEB USERS
- ..:ACCESS ROLES
- ..:CHANGE PASSW.

..:LOG OUT

User:

Jocelyn Wong Su Yee
Petroships PTE LTD
58.185.44.98

SEARCH



Go

Vessel Name
Email address

LANGUAGE



- English
- Norwegian

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TRAFFIC

Petroships PTE LTD

Vessel

Method

State

From date

To date

Wide screen

Lines per page

Sort order:

To	State
From	Server time
Time	Method

Update view

..:To vessel
14

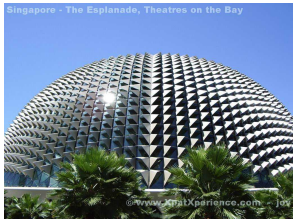
..:From vessel
8

..:Call Log
11

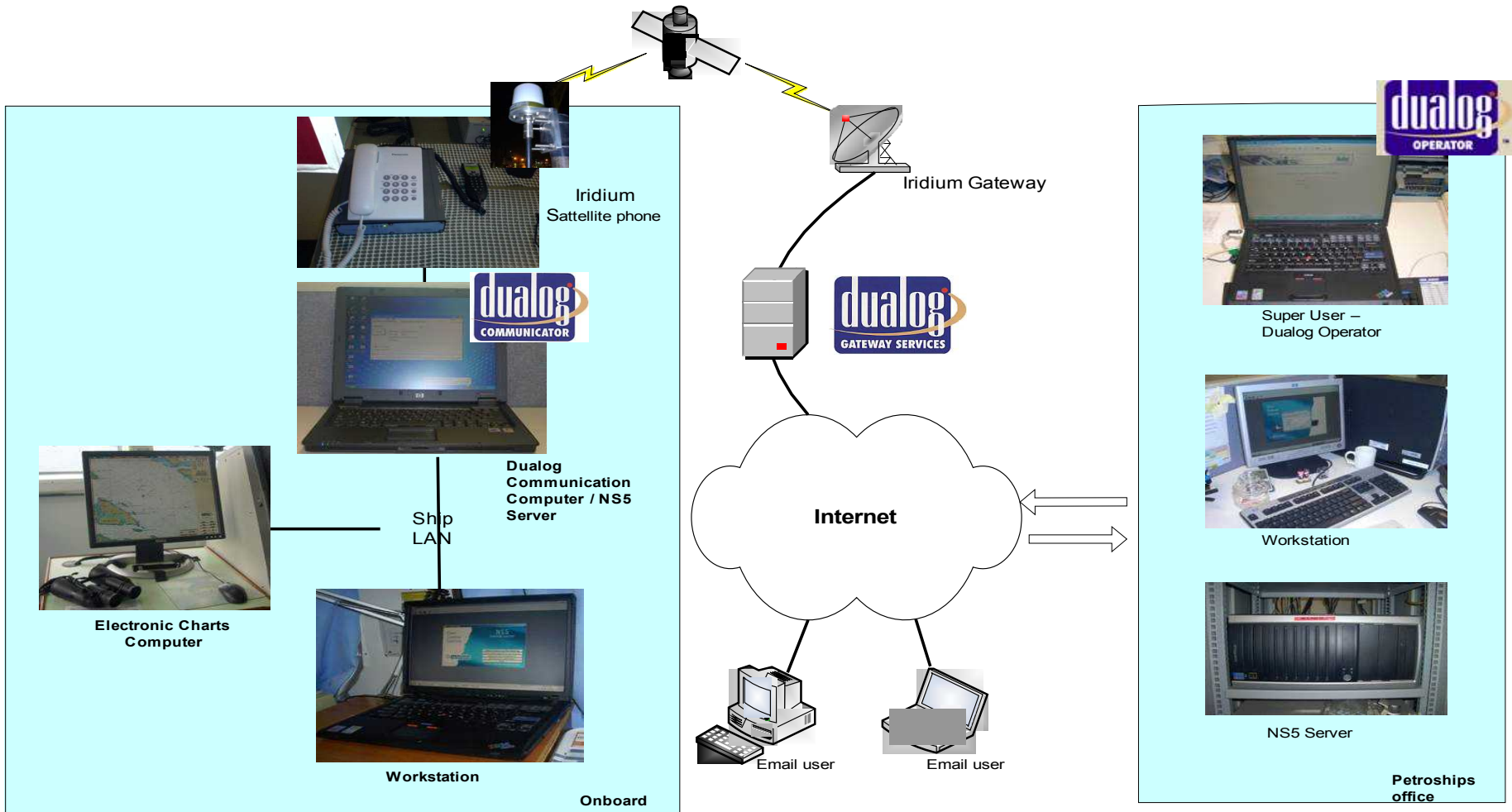
..:Rejections
0

1..14

To	From	Time	State
▶ Petro-lmtres	"NS5" <NS5@petroships.com.sg>	2006-AUG-28 04:29:02	PENDING <input type="checkbox"/>
▶ Petro-combo	"NS5" <NS5@petroships.com.sg>	2006-AUG-28 04:29:00	PENDING <input type="checkbox"/>
▼ Petro-vario	"NS5" <NS5@petroships.com.sg>	2006-AUG-28 04:28:58	SENT <input type="checkbox"/>
From:	"NS5" <NS5@petroships.com.sg>		
Subject:	NS5 Mail Subject		
Last error:			
Packed for:	Iridium	Sent by: Iridium	
Size comp/uncomp:	9691 / 9403	Retries: 1	Last retry: 2006-AUG-28 06:38:06
RefNo:	101179872	Notify:	Notific. delivrd:
▶ Petro-foremost	"NS5" <NS5@petroships.com.sg>	2006-AUG-28 04:28:54	PENDING <input type="checkbox"/>
▶ Petro-venture	"NS5" <NS5@petroships.com.sg>	2006-AUG-28 04:28:52	SENT <input type="checkbox"/>
▶ Petro-concord	"NS5" <NS5@petroships.com.sg>	2006-AUG-28 04:28:50	PENDING <input type="checkbox"/>



Equipment Overview





IT Journey

- Critical success factor
- In our opinion, PEOPLE
- Superintendents and sea staff share their experiences
- Some systems are not so user-friendly



How We Overcome!

- Top Management support
- Purchase of hardware and software
- Training and competency
- Superintendents train sea staff
- Cross audit
- Sea staff attachment to office (TMSA)



Evaluating the IT Implementation

- Reaction - Satisfied with Implementation
- Learning - Enhance knowledge and skills
- Behaviour - Positive feedback
- Results
 - More productive
 - Happy workforce



Achievement

- Optimization with limited resources



Thank you!