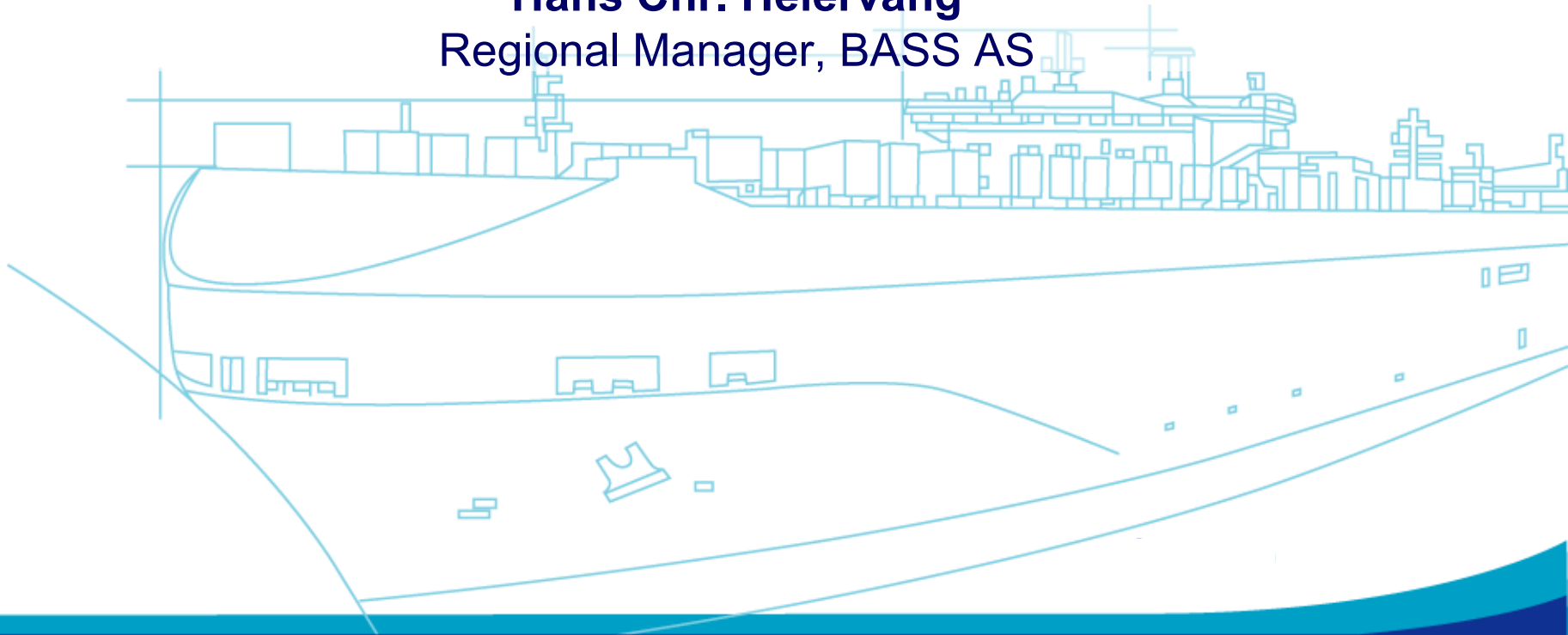


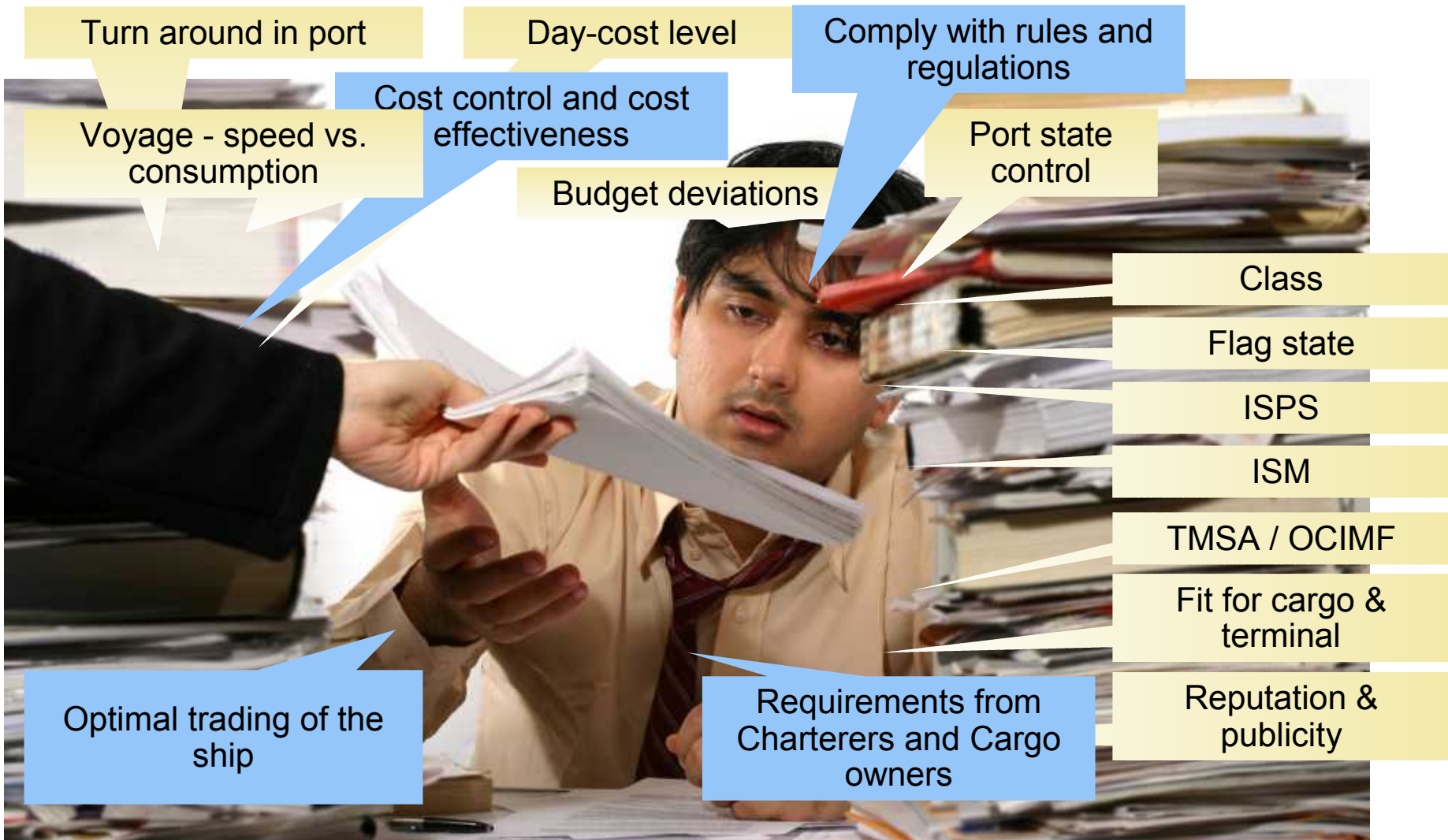
# The IT dilemma in Shipping

"Compliance-culture" vs. "Long term business improvement"

**Hans Chr. Heiervang**  
Regional Manager, BASS AS



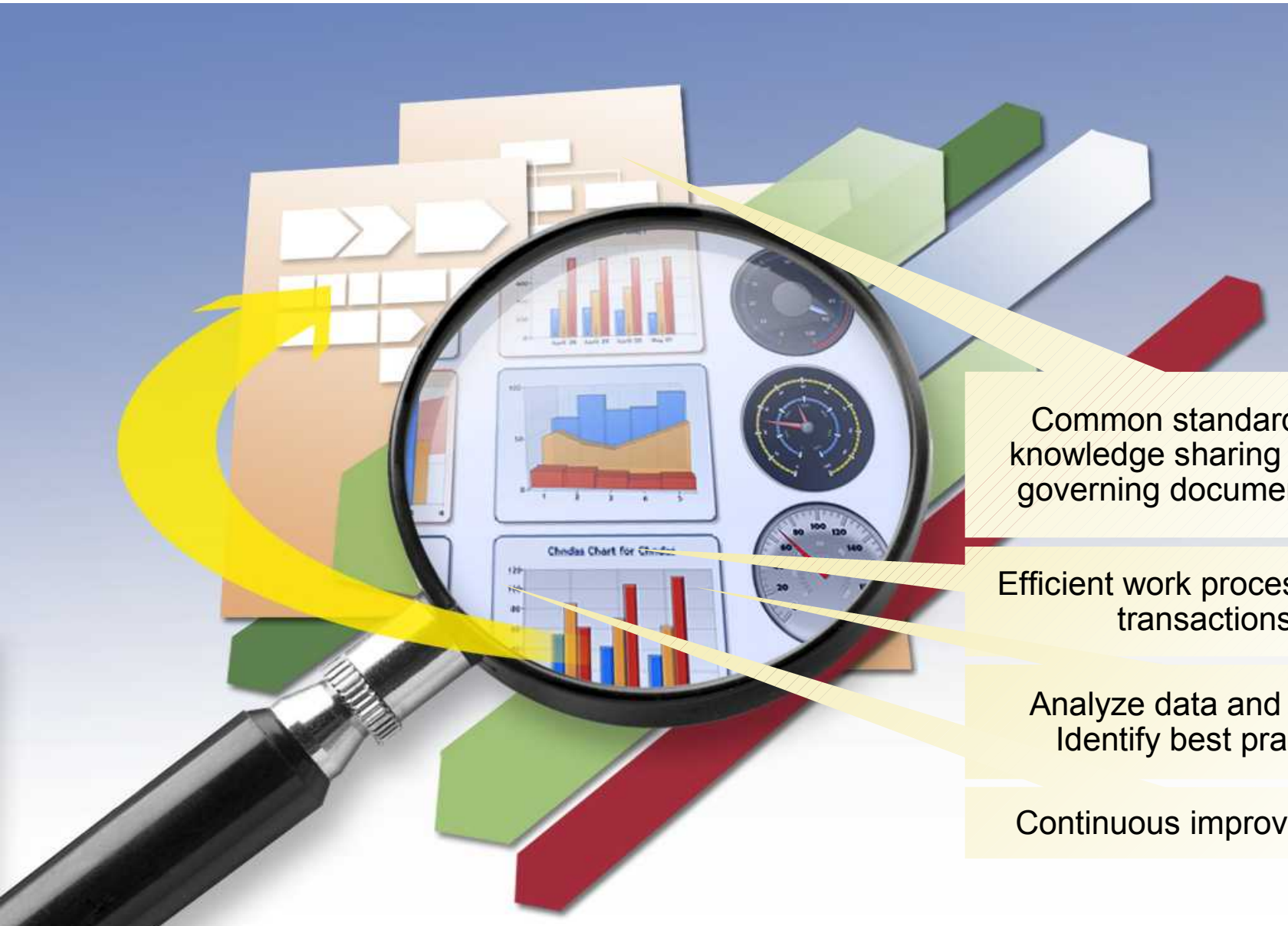
# Our shared reality



# The dilemma

- ❑ Many ship operators believe it's sufficient "just to comply" to the regulations and requirements (TMSA, ISM, Class, flag state, ISPS)
- ❑ "Compliance-culture" means you only act when you are forced by regulators, class or your customers. This ad-hoc approach means that you are not proactively pursuing your own development.
- ❑ Growth in this way might results in several different systems that do not integrate and share data (patches, fixes, add-on). You also have to enter the data several times in different systems.
- ❑ Consequence:  
The fleet management software do not support your ship operation and you will have limited optimization of work processes.

# What is the long term improvement strategy?



Common standards and knowledge sharing through governing documentation

Efficient work processes and transactions

Analyze data and trends  
Identify best practice

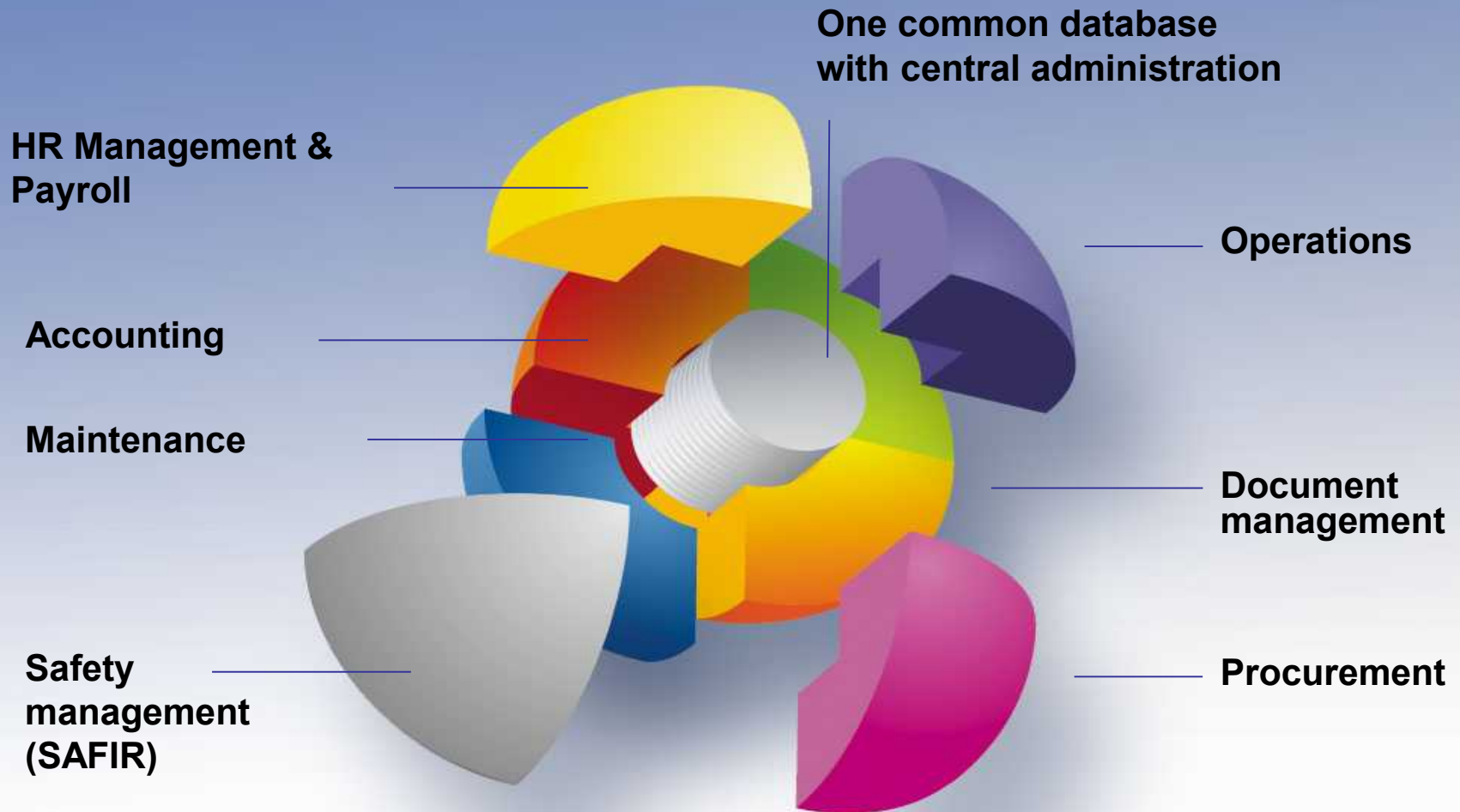
Continuous improvements

# Is an IT strategy really needed?

- Operational goals are always part of the company strategy, but what about IT?
- Short term solutions can be expensive in the long run (both internal and external).
- An operational strategy should be supported in the work processes by an integrated system solution to improve performance.
- Only with a long-term view on both operational processes and supporting IT-systems you will be able to handle the coming growth and best practice development.
- Your IT strategy will affect your ability to perform operationally and in the end cut costs and increase revenue.

# An integrated strategy...

## BASSnet™ - Fleet Management Systems



# Build an integrated solution gradually, module by module...

The screenshot displays the BASSnet - Fleet Management Systems interface, which is a web-based application for managing fleet operations. The main window is titled "BASSnet - Fleet Management Systems" and features a menu bar with "File", "Modules", and "Help". The interface is divided into several sections:

- SAFIR (Left Panel):** A vertical navigation menu with sections for "Reports" (Overview, New Report, Closed Reports) and "Audit/Inspection Report" (Overview, New Audit Report, New Inspection Report, Audit Planner).
- Tasks and Alerts (Main Content Area):** A central workspace with tabs for "Maintenance", "Procurement", and "SAFIR". It displays several status boxes: "New Report", "New Report/s Received (0/0)", "Report Analysis", "Main Action Assigned (0/0)", "Sub Action/s Assigned (0/0)", "Report/s Analysis Overdue (0/0)", "Corrective Action/s Overdue (0/0)", "Experience Transfer", and "Experience Transfer Received (0/0)".
- Role - ADMIN : administrator (Bottom Left):** A window showing user privileges. It includes a "Privileges" tab and a tree view of modules and sub-modules. The "Register" sub-module under "SECURITY" is highlighted, with a "Vessel & Office" link.
- Planner (M/V BERGER) (Bottom Right):** A window displaying a calendar view for March 26-April 23, 2006. It shows a list of components and their scheduled jobs. The table below is a representation of the data shown in the calendar.
- Manage Filters (Bottom Center):** A window for creating and managing filters. It shows a "Filter Creation" section with a field "Drawing No.", an operator "Equal To", and a value field. Below it is a "Filter Summary" table.

Component ID	Component Name	Scheduled Job ID	Calendar
601.000	MAIN ENGINE (MA	601.000/E0001	
601.000	MAIN ENGINE (MA	601.000/E0013	
601.000	MAIN ENGINE (MA	601.000/ME-INS	
601.000	MAIN ENGINE (MA	MAINT HP PIPE	
601.000	MAIN ENGINE (MA	601.000/ME-COV	■
601.000	MAIN ENGINE (MA	601.000/301002	
601.000	MAIN ENGINE (MA	601.000/ME-P15	■
601.000	MAIN ENGINE (MA	SURVEY_PISTON	
601.000	MAIN ENGINE (MA	CHECK LINER	
601.000	MAIN ENGINE (MA	LINER_REMOVE	■
601.000	MAIN ENGINE (MA	CHANGE_EXH VV	
601.000	MAIN ENGINE (MA	MAINT_EXH VV GR	
601.000	MAIN ENGINE (MA	CHANGE_EXH VV	
601.000	MAIN ENGINE (MA	MAINT_EXH VV GR	
601.000	MAIN ENGINE (MA	CHANGE_EXH VV	
601.000	MAIN ENGINE (MA	MAINT_EXH VV GR	■

Field	Operator	Value	Value2	Operand
Finance Accoun...	Equal To	SJ-109C		

# Allways updated Documentation and Certs.

The screenshot displays the BASSnet Document Management System interface, which is integrated with Microsoft Word. The main window shows a document titled "GREEN TANKER MANAGEMENT LTD. OPERATION MANUAL TANKER" with sections for "Loading Operation", "Manifold Valve", and "Start of Loading".

**Document Management System (BASSnet)**

- Office:** Vessel, My Favorites
- Documents:** Safety Manuals, Maintenance Procedures, Class Rules and Regulations, Makers manuals, Service Letters, Company Manuals, Forms, Checklists, Certificates, Images/Pictures, Help Files
- Distribution:**

Office	Code	Name	Type
BASS	BAS1	M/V BERGER	RORO - ROLL ON / ROLL OFF
BASS	BAS2	M/V BEYOND	RORO - ROLL ON / ROLL OFF
BASS	BAS3	M/T BRIGADE	RORO - ROLL ON / ROLL OFF
- Version(s) of this document:**

Name	Version	Valid from date
Bearing Inspection	2	05/04/2007
Bearing Inspection	1	05/04/2007

**Fleet Certificates**

Vessel Code	Vessel Name	Flag State	Statutory - General	Statutory - Class - Trading Certifica...	General - Periodical - Class	Pollution Prevention	Insurance
BAS1	M/V BERGER	Non Expired	Non Expired	Non Expired	Non Expired	Non Expired	Non Expired
BAS2	M/V BEYOND	Expired	Non Expired	Non Expired	Non Expired	Non Expired	Non Expired
BAS3	M/T BRIGADE	Non Expired	Non Expired	Non Expired	Non Expired	Non Expired	Non Expired

**Manage Certificates For BAS3 - M/T BAS3**

Group	Status	* Cert. Code	* Description	* Cert. No	* Group	* Issue Date	Expiry Date	Last Survey	Next Survey	Time Window...	Time Window...
* Group: Flag State											
Not D... CA			Certificate of...	976646	Flag State	08/03/2001				3	1
Not D... SM			Certificate of...	E646547	Flag State	08/03/2001	07/03/2008				
* Group: Insurance											
Not D... CE			Certificate of...	8965678	Insurance	01/10/2004	01/10/2007			2	1
* Group: Miscellaneous Certificates											
Due DA			Drug and Alco...	567764	Miscellaneous...	15/12/2006	01/05/2007			1	1
Not D... MED			Certificate of...	462566	Miscellaneous...	22/03/2007	21/09/2007			1	1
* Group: Pollution Prevention											
Not D... CLC			CLC Certificate	L86876	Pollution Prev...	06/06/2006	05/06/2007			1	1
Not D... USCG			Certificate of...	988768	Pollution Prev...	19/07/2006	18/07/2007			1	1
* Group: Safety											
Not D... BA			Certificate of...	T57558	Safety	23/03/2007	22/03/2008			1	1
* Group: Statutory - Class - Trading Certificates											
Not D... CF			Certificate of...	976545	Statutory - Cla...	10/03/2001	09/03/2010			3	1
Not D... MVC			Certificate of...	675767	Statutory - Cla...	21/09/2002	20/09/2007			3	1
* Group: Statutory - General											
Not D... NAME			Certificate of...	245235	Statutory - Ge...	16/03/2001	16/03/2011			6	1

# Future proofing your partnership

ORACLE®

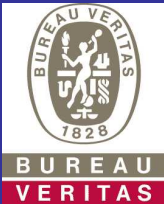
Microsoft  
CERTIFIED

Partner

LLOYD'S



DNV



ClassNK



- ❑ Standardized integrated solution that fully supports your work processes and operations
- ❑ Up to date platform that speeds up the ability to adapt changes (.net/xml)
- ❑ Partnership with strong and long-term players in the market
- ❑ Full overview of the fleet - to monitor your performance with updated information.
- ❑ Be compliant **in front** of rules, regulations & requirement from authorities, charterers, and shareholders

# The advantage of the Microsoft .NET platform



- ❑ Microsoft's commitment to .NET undisputed.
- ❑ Flexible software architecture provides agility for enhancing our products
- ❑ .NET provides a framework that allow developers to focus on providing logic that fits your needs
- ❑ An ever increasing library of ready-made functionality for .NET increases the output of developers targeting this application platform.
- ❑ BASS has 5 years experience of building applications on .NET

# Secure your Ticket to trade

- ❑ Streamline work processes by keeping data and governing documents up-to-date
- ❑ Avoid a mix of systems and technical platforms
- ❑ Easy to learn and use solution all sharing the same data
- ❑ Enforce best practices, deal with problems proactively
- ❑ Modular system on .Net platform and common database
- ❑ Improve profitability and your reputation
- ❑ A consistent work process combined with a clear IT strategy will give you ability to long-term improvement and secure your “ ticket to trade”.



# Thank you



**Contact@BASSnet.no**  
**www.BASSnet.no**