


About Danaos

- Established in 1986
 - One of the largest maritime software & services company globally.
 - Over 400 customers world-wide
 - Large shipping company customers for over 10 continuous years
- Today's World leader in
 - Ship management Information Systems
 - Maritime I.T. Services & Outsourcing
 - Maritime I.T. Research & Development



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TMSA Requirements

- Oil majors want to distinguish "true quality" tanker operators from those who are just complying to the minimum required ISM standards.
- Emphasis is placed on self-regulation and self-assessment of tanker operators.
- Tanker Operators and ship-managers need to MEASURE and REPORT specific Key Performance Indicators (KPI) metrics related to company operation and standards.
- The ability to measure and report ACCURATELY the KPIs is in itself a proof of the quality of operations of the shipping company.

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Consequences for Maritime Software

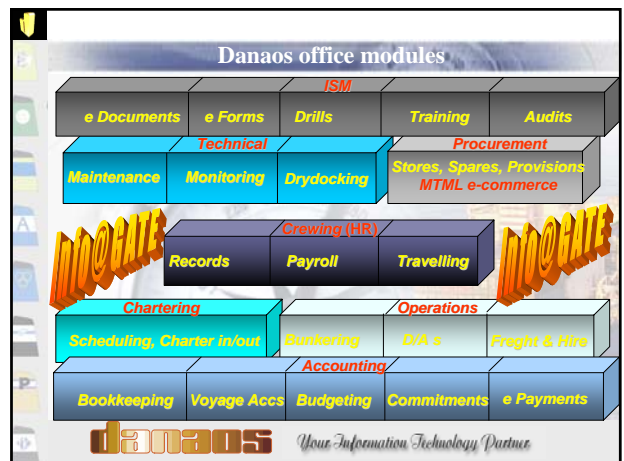
- The I.T. systems of the tanker operator must be state-of-the-art.
- Especially regarding computerized follow-up of Vessel Maintenance records (explicit TMSA requirement).
- Modern software facilities must be available to capture information in a measurable form.
- The systems must be comprehensive covering all operation fields.
- Many KPIs span different activity fields and different software modules.
- ONLY AN INTEGRATED SOFTWARE SYSTEM COVERING ALL THE ACTIVITY AREAS IN A UNIFIED MANNER IS ABLE TO PROVIDE THE COMPLETE RANGE OF KPI METRICS ACCURATELY.**
- DANAOS has been offering precisely such a system for over 20 years.

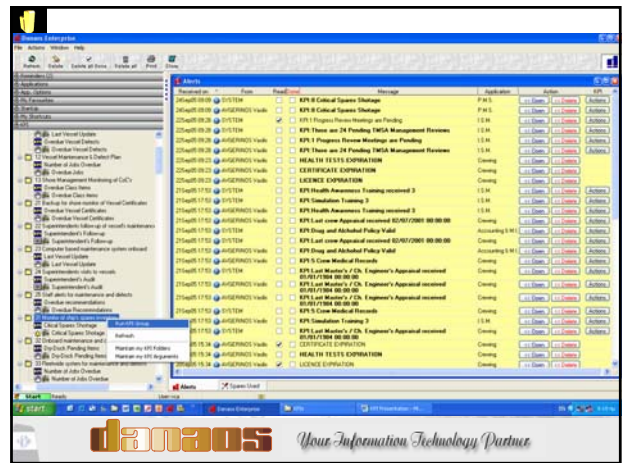
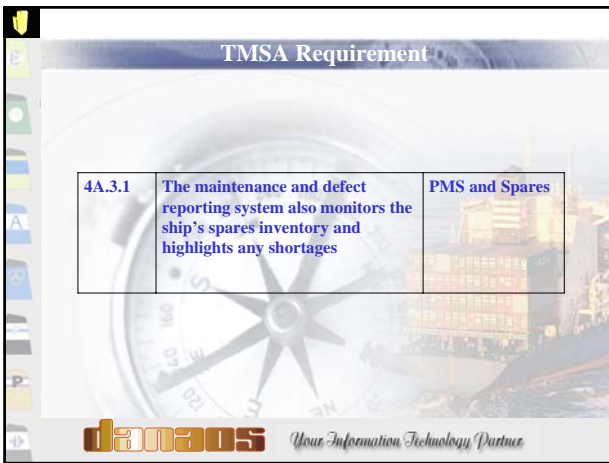
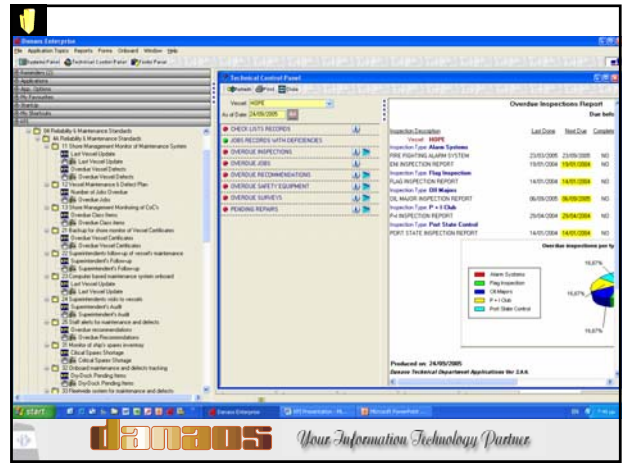
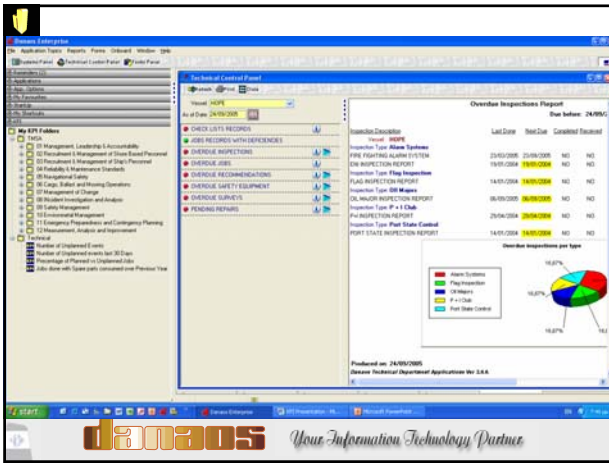
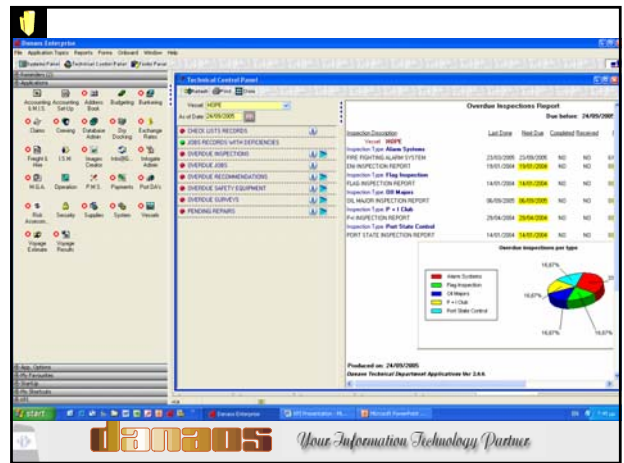
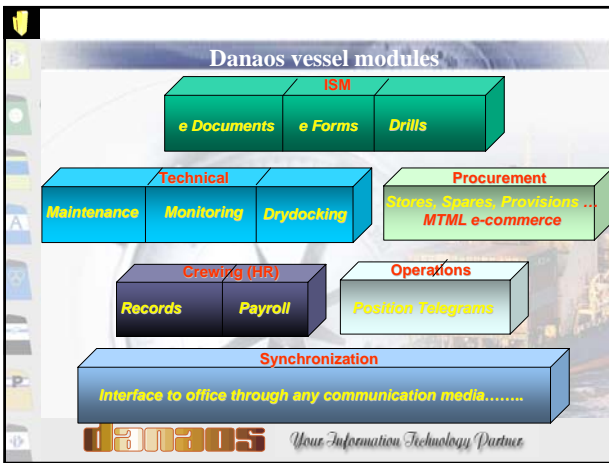
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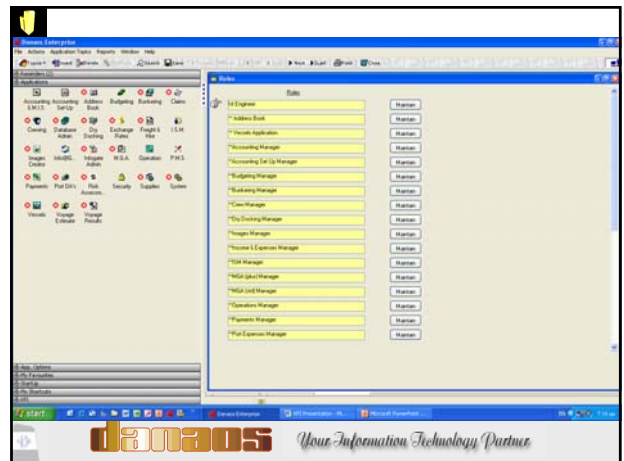
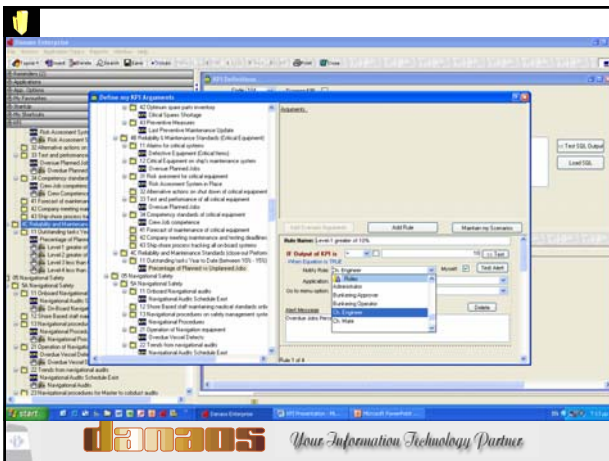
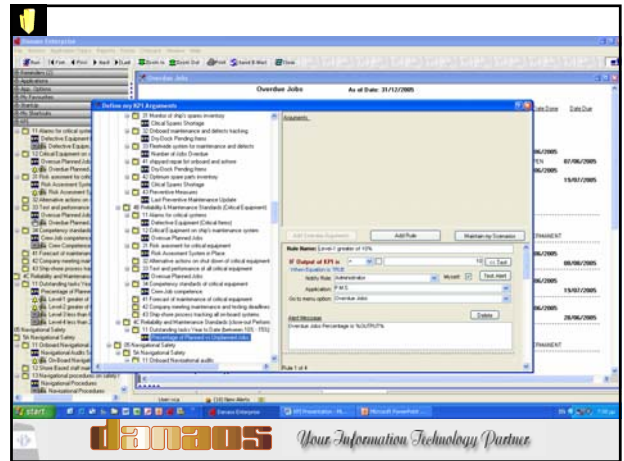
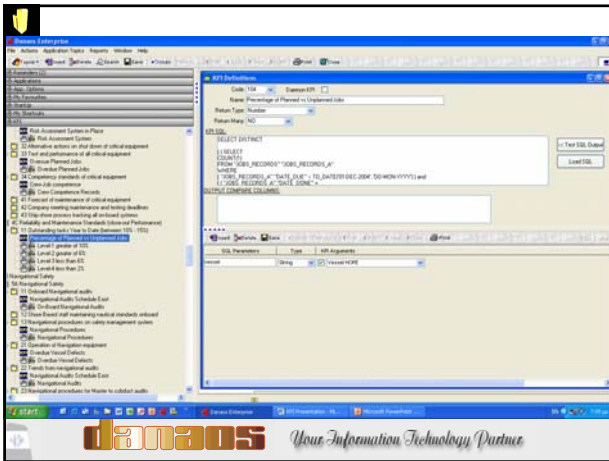
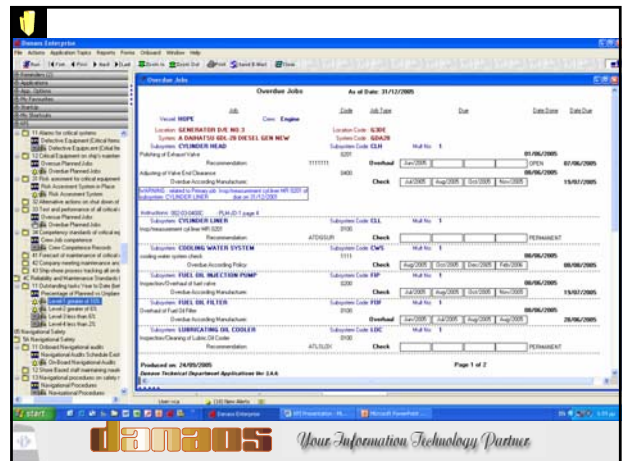
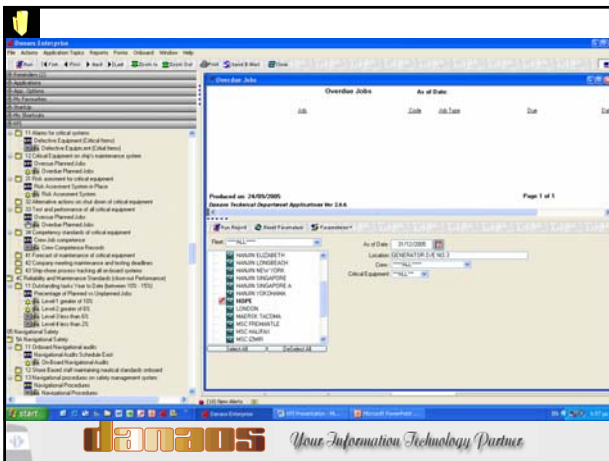
KPIs requiring inter-connected software modules

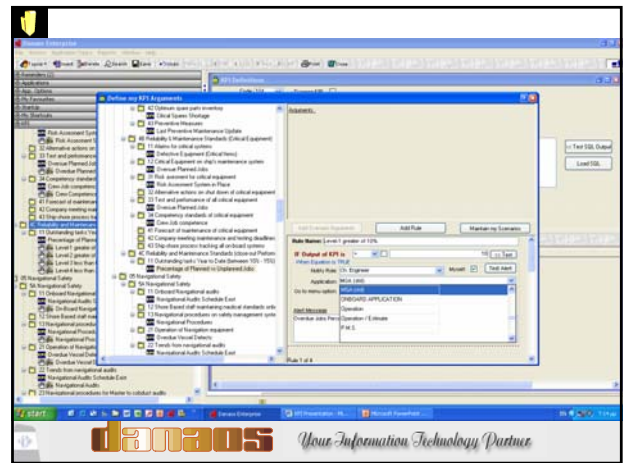
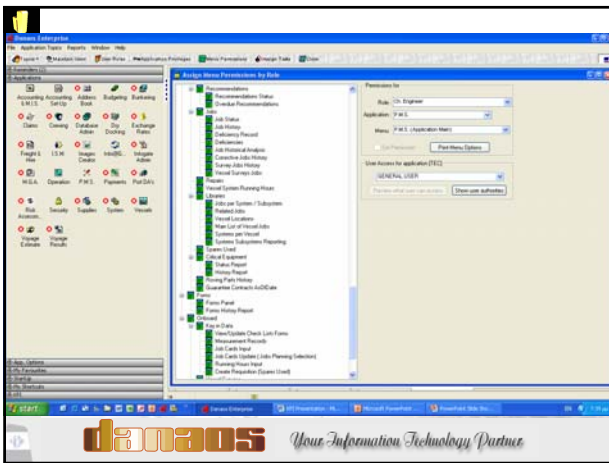
Paragraph	Description	Connected software modules
4A.2.2	Superintendents follow-up on all required maintenance	PMS and ISM
4A.2.4	Superintendents visit vessels to audit maintenance and defect plans	PMS and ISM
4A.3.1	The maintenance and defect reporting system also monitors the ship's spares inventory and highlights any shortages	PMS and Spares
4B.2	Critical equipment and systems are identified within the ship's safety-management system	PMS and ISM
4B.3.1	For routing planned maintenance of critical equipment, ship's staff provide shore management with a risk assessment that requires approval before the equipment is shut down	Risk Assessment
4B.3.4	The ship operator identifies and documents competency standards with regard to critical equipment and systems	PMS and Crew

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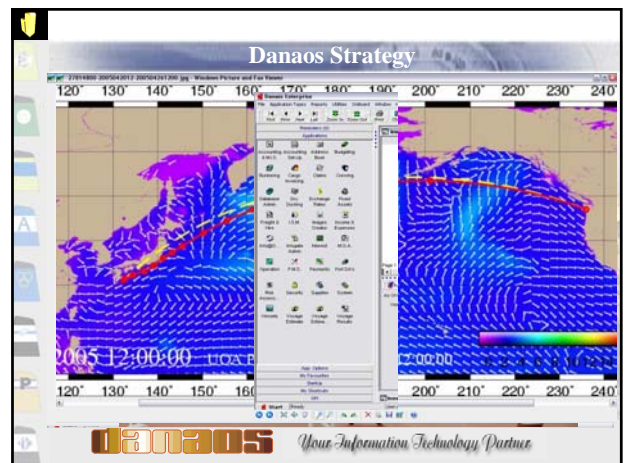
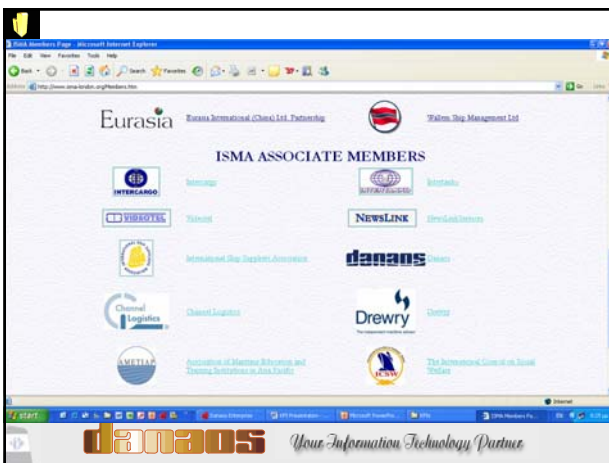
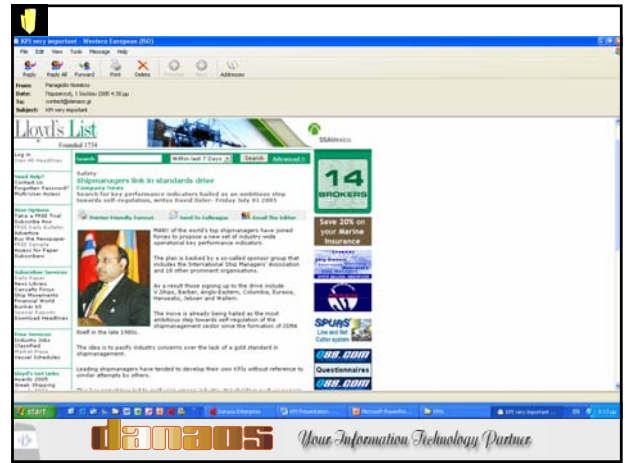






Conclusions

- ➔ A comprehensive INTEGRATED software solution is necessary for effective KPI measurement and follow-up.
- ➔ DANAOS is the only maritime software system offering a COMPLETE range of modules for all the activities of a shipping company.
- ➔ DANAOS has already integrated the full range of the required KPI metrics offering a measurable and accurate proof of the quality of operations of the shipping companies.



Danaos Management Consultants Ltd

Thank you

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