



# SpecTec

***SHIPDEX***  
***THE WAY TO GO***

Giampiero Soncini  
CEO SpecTec Group

# Why ShipDex

- During our CAB meeting in 2006, we were asked to provide a Data Management system, i.e. a system to control the Data inserted in a Database
- We looked at all aspects of the problem:
  - Data dictionary?
  - Skeleton DB?
  - Data insertion Wizard?

# The issue of Data

- While we were busy thinking on the best possible solution, we were also fighting against a competition which was quoting Databases at 2000U\$ per ship
- We found it hard to believe that any shipping company could be so naïve to think that for 2000U\$ they would get something workable
- Yet, these competitors were able to get some contracts.

# The issue of Data - 2

- We then found out that some of the shipping companies who had paid 2000U\$ in the past, or who had decided to do the DB themselves in order to “save” money, were in deep trouble
- Of course, almost none of them (Purchase manager, or Superintendent that had selected the system) was saying “*I have made a mistake*”. All of them were saying:
  - the system does not work
  - IT on board does not work
  - IT on board is too complicated

# If data is wrong... .

- If data is wrong, even the best SW in the world will not give the expected results!
- Still, such an elementary evidence is constantly refused by most shipping companies, who even when ships have reached values above 100mU\$, refuse to invest 50kU\$ to
- get a good DB

# So, what could we do?

## ➤ We faced:

- a market that is reluctant to pay for good data
- a market that needs good data
- a market that “accepts” bad data
- a request from our best customers to provide data management control

# Possible decisions



# Enter the Solution

- Around the same time in 2006:
  - We met Grimaldi and ISN: they presented to us their NB plan, and asked us to find a way to avoid paying a lot of money just to insert data
  - We hired Marco Vatteroni, ILS manager of Fincantieri. He brought with him a deep knowledge of S1000D

# S 1000D

- The concept is simple: all documentation relevant to Technical Systems must be written in the same, standardized way
- This makes it easy for manufacturers to update it, for users to read it, and for IT to download it
- But S1000D is 2600 pages long. We needed a shorter version. Marco was tasked to reduce it and make it possible to be used in the Merchant Marine. He did it.

## But... .

- Reducing S1000D was not enough. SpecTec did not have the power to force the industry to adopt a standard, even if this standard was going to benefit all members of the industry
- Here is where the link with Grimaldi and ISN became vital: **they had the power**
- AND: they have the willingness and the competence to try new territories





Leading the way

# The first meeting... .

- It made me understand how, even when a good idea is put on a silver plate, personal feelings, politics, professional jealousies, commercial issues would try to prevail to sink the whole thing
- But....we went ahead. Any problem was flattened by the caterpillars represented by the combined 80 ships built by Grimaldi and ISN

# The “incredible” decisions

- It was decided that:
  - ShipDex was going to be made available to all: suppliers, shipowners, IT companies
- Basically, the know how and the efforts of few was going to be made available to all, at basically zero cost
- The honor of this decision goes to Grimaldi and ISN **first**, SpecTec, Yanmar, MCGREGOR, ALFALAVAL, MAN **after**

# Why?

- Because we will all benefit from a better market
- Because a wrong DB damages everyone: the supplier, the buyer, the ship, but also the competitor who had offered a better DB but was not selected because of the price
- Because we need to push the shipping world ahead, in line with times

# This is why we did it

- ShipDex represents the perfect solution to Data problems
- SpecTec may lose in economic terms a high revenue of good DBs building
- But we strongly believe that this is the right way ahead, as we want to sell something which is useful for our customers and our industry
- Good data will allow our industry to become better: **better in management, in control and in safety**

The logo for SpecTec, featuring a stylized grey fan or cone shape composed of several parallel lines of varying lengths, pointing upwards and to the right.

**SpecTec**

Leading the way

**Thanks....**