



SHIPDEX: CHANGING THE WAY TECHNICAL DATA IS HANDLED

***Giampiero Soncini
CEO SpecTec Group***



Who am I

Giampiero Soncini

- Italian Navy Officer 1971-1985



- SpecTec bought by KPN in 2000, becomes Xantic
- VP South Europe 2000 – 2003
- Fired by Xantic in 2004
- Bought back the SpecTec Group in 2005 from Xantic (after 8 months)
- CEO since 5th May 2005



The SpecTec Group

- Today the largest supplier of IT in shipping, and one of the largest in oil&gas
- 7000 AMOS installations worldwide
 - Over 6000 ships
 - 700 oil rigs (offshore and onshore), FSO, FPSO,
 - 6 Navies
 - 46 Power Stations
 - Industries such as Swedish Post System, ISPRA Nuclear facility



Our services



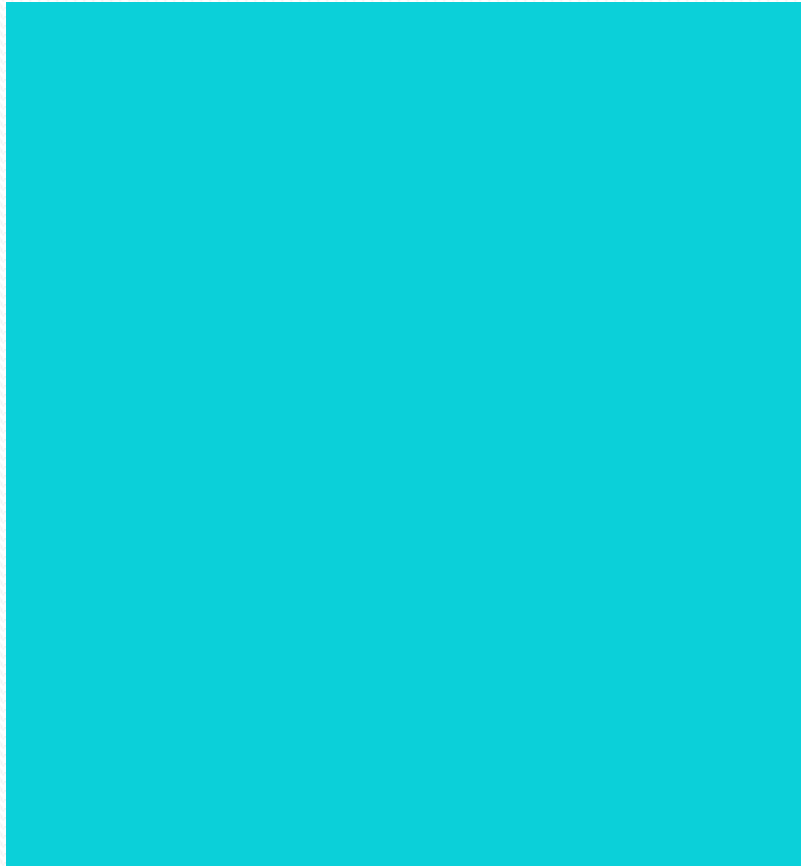
SpecTec Today



Our growth



Our offices



The logo for SpecTec, featuring the company name in a bold, sans-serif font with a stylized sunburst graphic above it. Below the name, the tagline "Leading the way" is written in a smaller font. The logo is positioned in the top left corner of the slide, partially overlapping a decorative blue and white wave graphic.

Agents and distributors

Distributors:

- Spain
- Japan
- Poland
- Rumania
- Denmark
- Egypt



Our customers - shipping

Yang Ming Lines

MISC

Messina Lines

Grimaldi Naples

Premuda

Intership Navigation

NGSCO

Columbia Ship Mgmt

Jebsen Aboitiz

Fesco

Unicom

Novoship

Viking Line

Grieg

MSC CT

Carnival

Princess Cruise

Holland American Lines

Norwegian Cruise Lines

Disney

Cunard

MSC Cruise

Louis Cruise

TeeKay

Neste Oy

Jo Tankers

KG Jebsen

NITC

UASC

OMI

SeaFood

Cosco Dalian

Scinicariello

Augustea

Carnival UK

Montanari

Zacchello

NWS LNG (Australia)

CMM Greece

Eletson

Augustea Offshore

Alfa Ship

T&H

Louis Dreyfuss

Vroon

Smits Wejis

Over 7600 ships!!!



Our customers – Oil&Gas

ENI
Group

- SNAM (Rete Gas Italia)
- AGIP
- SAIPEM

AGIP
Libya

TeeKay

Chevron

BP

Bergesen

SerGaz (Swiss
Gas company)

SBM (Single
Buoy Moorings)

Frontier
Drilling

Premium
Drilling

Maersk Supply

NITC (Iranian
tankers)

NGSCO Abu
Dhabi

NYK (LNG
carriers)



SHIPDEX

What is it, and
why you'll be
happy it exists





What is ShipDex

- **Shipdex is an XML based protocol allowing the automatic download of Technical Publications into any PMS Software which is used on board ships, and which is compatible with the protocol**

The SpecTec logo is located in the top left corner. It features the word "SpecTec" in a bold, sans-serif font, with a stylized sunburst or fan-like graphic above the letters "e" and "c". Below "SpecTec" is the tagline "Leading the way" in a smaller, lighter font. The logo is set against a white background that is slightly tilted and has a soft shadow.

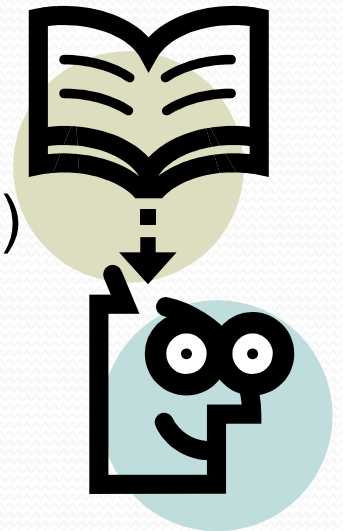
Who is behind ShipDex

- The following companies have participated to ShipDex:
 - **SpecTec**, who has the know-how and came out with the idea
 - **Grimaldi Napoli and Intership Navigation**, who prompted the development of the protocol
 - **Alfa Laval, MacGregor, Yanmar, MAN** who effectively participated in the development



Which problems prompted the creation of ShipDex

- When installing a PMS on board ships, the most expensive and important part is creating the database for the vessel, i.e. inserting all technical information regarding the equipment
- This information is relevant to:
 - All equipment on board
 - Maintenance jobs (description, duration etc.)
 - Spare parts





What does it mean?

Today

- When building a ship, you get equipment
- Each equipment is built by a different manufacturer
- Each manufacturer has his own Technical Handbook
- You then buy a PMS software, and task a company to insert data into it. Or you do it yourself

Which means

- You either spend a lot of money, or you insert less data, or you buy a skeleton Database (which is 100% of the times useless)
- Data is not consistent, as all handbooks are written in a different way, or data is inserted by different people
- Your PMS system ends up by NOT being what you wanted

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Creating a ship's DB

- Creating a ship's DB is a very difficult and always overlooked task
- And Shipowners hate to pay for it
- Which means that many shipowners who do not want to pay the right price for a good DB, end up with poor data, which in turn makes the PMS on board of little use!!



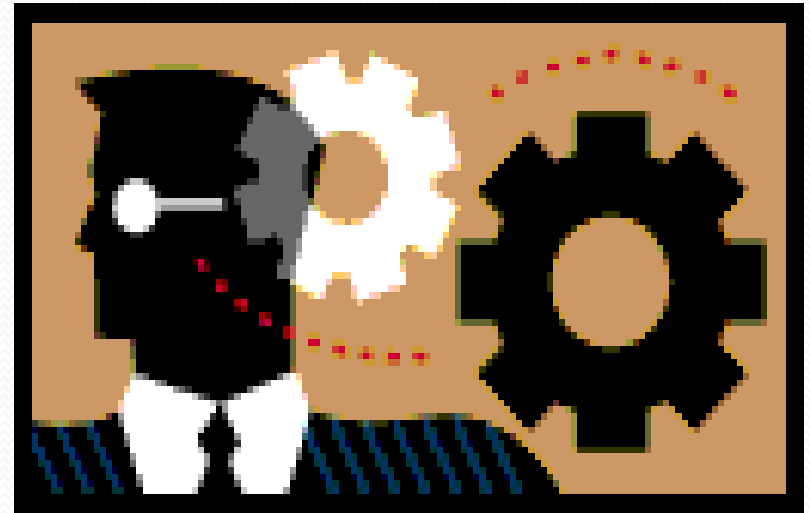
The issue of Data

- This results in bad publicity on the use of IT on board ships, because most of the companies who had accepted a poor quality DB (so called “Skeleton DB”) do not then say *“I have made a mistake”*.
- Most would say:
 - 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 many shipping companies, who even when ships have reached values above 100mU\$, often refuse to invest 50kU\$ to *get a good DB*



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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

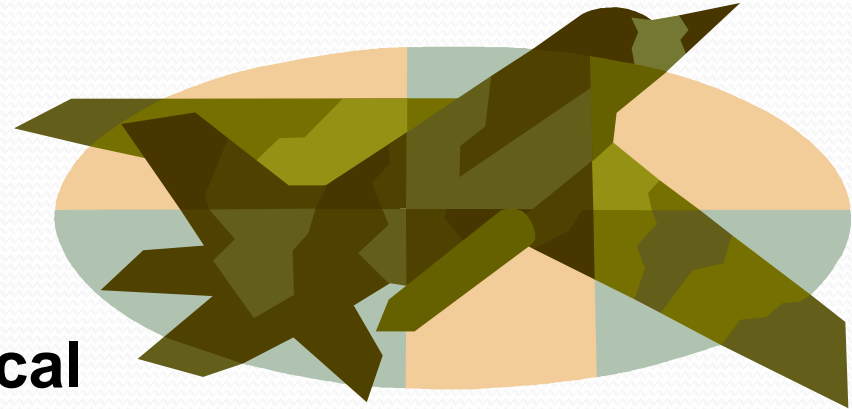


SpecTec Solution

- Around the same time in 2006:
 - We met **Grimaldi** of Naples (Italy) and **Intership Navigation** of Limassol (Cyprus): they presented to us their NB plan, totalling 110 ships, and asked us to find a way to avoid them 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**



S1000D



- A standard used by the Aeronautic Industries to build **Interactive Electronic Technical Publications**
- 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 systems 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 (and with the shipowners in general) became vital: **they had the power**
- AND: they have the willingness and the competence to try new territories





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



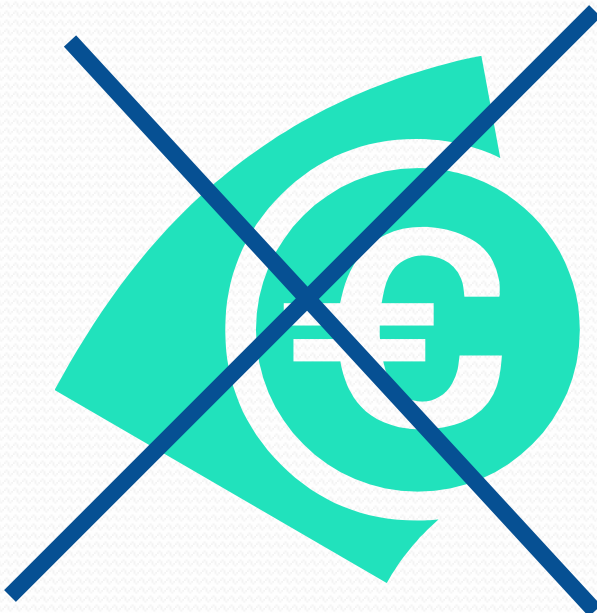
How does it work?

- When ordering a vessel to a shipyard, the Shipowner must insert the clause: *deliver all Technical Manuals in accordance to ShipDex protocol*
- This protocol can be downloaded from www.shipdex.com
- Cost: 2500 Euro to subscribe to the protocol, 500 Euro fee every year



\$\$\$\$\$\$\$\$\$\$\$\$\$\$\$\$??????????

- ShipDex is NO PROFIT: The cost is ONLY to cover the site maintenance cost and the development of new features. In other words, Shipdex is available to all at **no real cost**.



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How does it work? - 2

- Shipyards can create the Documentation themselves, or ask any documentation supplier. There is NO proprietary feature in the system that forces anyone to come to SpecTec.
- All our competitors can do the same (if they are good enough 😊)
- Once the documentation is created in accordance to the protocol, it can be downloaded into any PMS software automatically

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Benefits

- It is cheaper for the shipowners and the equipment manufacturers
- It allows complete data transfer into a PMS software
- Manufacturers have better control of their documentation
- In the future, items such as Service Bulletins will also be downloadable

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This is why we created ShipDex

- ShipDex represents the perfect solution to Data problems
- SpecTec strongly believes 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**



**Thanks for your attention,
and please support Shipdex!**