Who is Digital Ship?

Digital Ship is the commercial maritime world’s authority on all aspects of information technology and innovation, including satellite communications, software, navigation, vessel efficiency, cyber security, big data and analytics.

Established in August 2000, Digital Ship provides news and information covering the commercial shipping sector, focusing on innovation and developments in information technology and maritime communications. Breaking news updates, shared on our website and via our social media, are supplemented by a print magazine, and a weekly e-mail newsletter, which includes further in-depth analysis and features on issues affecting this sector.

In addition to our news and features, Digital Ship organises a global series of conferences in the world’s major shipping centres where industry stakeholders can meet to learn about and discuss technology developments and the issues and trends affecting the maritime IT sector. These include conferences, exhibitions and the now renowned Maritime CIO Forums.

“Thank you very much for a splendid day. As an IT Manager, joining a forum like this was a great opportunity for me to meet other people from the maritime industry, both ship owners and suppliers, in order to get an idea where the industry is positioned.”

Henrik Borch IT Manager Team Tankers International
The Maritime CIO Forums

CIO Hamburg 20 February  
CIO London 28 February  
CIO Cyprus 14 March  
CIO Tokyo 29 August  
CIO Rotterdam 19 September  
CIO Singapore 10 October  
CIO Bergen 27 November

Within these highly targeted one-day forums we investigate and exploring issues & opportunities including:

- **Maritime Satcom Summit** – Investigating the evolution of maritime connectivity
- **Cyber Security in an Unsecure Age** – A look at maritime cyber security, safety and risk
- **The Connectivity Evolution** – Redefining digitalisation in maritime
- **The iShipping Revolution** – How big data, IoT and analytics are bringing about a shift in smart shipping – and how can we harness disruptive influence to deliver innovation and opportunity

Cyber security is high on our agenda with ever-increasing threats being proven to disrupt business continuity. Real life examples in the maritime industry, and related sectors; including ports, terminals and the supply chain, clearly demonstrate the impact of cyber-attacks. In this Forum, we will discuss ways to mobilise internal commitment, set up training and incorporate cyber awareness into daily procedures. Topics include:

- **Facing the Cyber Threat** – An overview of maritime cyber challenges and focus on building resilience
- **Business Planning and Cyber Preparedness** – Including legal, financial and insurance implications; best practices and mitigating risk
- **Training, Awareness and the Human Element** – Turning guidance to training for the shipping industry
Increased data availability and transparency has led shipping companies to review their approaches to operational efficiency and performance analysis – and investigate ways to integrate data into their operations and make it valuable. We need to determine the most valuable relationships among the variables we collect. We need to translate big data into smart data. In this series of forums we look at how to drive the journey from big data to big value.

- **Disruptive Technologies, Sustainable Thinking**
- **Aligning Practical Concerns with the Digital Landscape**
- **Building Digital Competence and Measuring Impact**
- **The Pioneers’ Showcase – Accelerating Maritime Transformation**

Given the speed of change in the maritime market, it’s no longer enough to look just one year, or even five years, ahead. There is a fundamental shift taking place, with shipping now facing a new landscape, thanks to the Fourth Industrial Revolution, where technology is creating even greater resilience in connected spaces, and those companies that want to maintain competitive advantage must find ways to adapt in order to compete. And in times of turbulent change, strategy and differentiation matter. These issues will be addressed at Digital Ship’s iShipping Forum in Copenhagen – where we will delve into the complexities and outlook of Maritime’s digital future.
At this forum we discuss the full spectrum of innovation and digital transformation in shipping – including what this means from a business perspective, for your operations and, of course, for Seafarers themselves.

- **The Maritime Satcom Summit** – What's next in maritime connectivity and how will this power future developments?
- **Blockchain in Practice** – Digitising the global supply chain
- **iShipping: Harnessing Maritime's Digital Future** – Enabling collaboration, harmonisation and standardisation in our operations
- **Building Cyber Resilience** – including a hackathon

To discuss any events listed above, contact Youngsuk Park, via young@thedigitalship.com

---

Higher fuel prices, tighter regulation, and a commitment to a greener future are changing the way the shipping industry does business. Greater insight into vessel performance is available through high-tech monitoring systems and digital twins, but it is vital to understand why a parameter is being monitored and what the data shows in order to adjust a vessel’s operation to make it more efficient and attractive to charterers. In these Forums we will identify and discuss the approaches to better ship performance through monitoring, fuel management, and financing technologies for change. Topics to be covered include:

- **Monitoring and Management for Performance Gains**
- **Vessel Design and Benchmarking**
- **Technical Optimisation**
- **Ship Operations**
- **Fuel Management and Bunkering for 2020 Compliance**
The calendar 2019 in summary

**Maritime CIO Forums**

<table>
<thead>
<tr>
<th>Event</th>
<th>Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>CIO Hamburg</td>
<td>20 February</td>
</tr>
<tr>
<td>CIO London</td>
<td>28 February</td>
</tr>
<tr>
<td>CIO Cyprus</td>
<td>14 March</td>
</tr>
<tr>
<td>CIO Tokyo</td>
<td>29 August</td>
</tr>
<tr>
<td>CIO Rotterdam</td>
<td>19 September</td>
</tr>
<tr>
<td>CIO Singapore</td>
<td>10 October</td>
</tr>
<tr>
<td>Digital Ship Athens</td>
<td>13 &amp; 14 November</td>
</tr>
<tr>
<td>CIO Bergen</td>
<td>27 November</td>
</tr>
</tbody>
</table>

**Maritime Cyber Resilience Forums**

<table>
<thead>
<tr>
<th>Event</th>
<th>Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Athens</td>
<td>7 May</td>
</tr>
<tr>
<td>London</td>
<td>31 October</td>
</tr>
</tbody>
</table>

**The Maritime Digitalisation Forum**

<table>
<thead>
<tr>
<th>Event</th>
<th>Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Maritime Digitalisation Oslo during Nor-Shipping</td>
<td>5 June</td>
</tr>
</tbody>
</table>

**iShipping Conference**

<table>
<thead>
<tr>
<th>Event</th>
<th>Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>iShipping Copenhagen</td>
<td>5 September</td>
</tr>
</tbody>
</table>

**Digital Ship Conference**

<table>
<thead>
<tr>
<th>Event</th>
<th>Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Digital Ship Athens</td>
<td>13 &amp; 14 November</td>
</tr>
</tbody>
</table>

**Vessel Performance Optimisation Forums**

<table>
<thead>
<tr>
<th>Event</th>
<th>Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>VPO Cyprus</td>
<td>14 March</td>
</tr>
<tr>
<td>VPO Oslo during Nor-Shipping</td>
<td>6 June</td>
</tr>
<tr>
<td>VPO London</td>
<td>19 June</td>
</tr>
<tr>
<td>VPO Singapore</td>
<td>9 October</td>
</tr>
<tr>
<td>VPO Copenhagen</td>
<td>22 October</td>
</tr>
</tbody>
</table>

The calendar is subject to change by organiser.
Statistics and demographic

15.65% 59.62% 23.73%
Americas EMEA Asia-Pacific

27,165 TOTAL CONTACTS 7,256 NEW CONTACTS

Regional data

Once again, the event was a great opportunity to meet and discuss some current issues. It was a great day.”

Phil Tinsley, Head of Maritime Security BIMCO

128,863 WEBSITE VISITS 75,305 UNIQUE USERS 254,168 PAGE VIEWS

VP/Senior Manager 25%
Technical Support/Fleet Manager 18%
Middle Manager 17%
IT/Communications 15%
CEO/Managing Director 14%
Other 11%

Shipowners/managers 57%
Ports & Harbours 9%
Ship/Boat Builders 6%
Offshore 6%
Government Agencies/Costguards 5%
Consultants 5%
Equipment Manufacturers 4%
Equipment Suppliers 3%
Training 3%
Others 2%
Profile and Sponsorship Opportunities

**Platinum (Headline) Sponsor**

One exclusive position, available for group booking. Please enquire for details. 
Please note – This option is not available once a Global Sponsor has been confirmed.

**Gold Sponsor** – One exclusive position on each event

Conference Opportunities:
- **x1 Speaking Slot** – A stand-alone presentation from a senior member of your company, or (preferably) a co-presentation in conjunction with an end-user
- **Acknowledgement** – Conference Chair will announce and reference your sponsorship and support
- **x4 Non-Speaker Delegate Passes Company Staff** – (6 passes for a two-day event, 4 passes for a one-day event)
- **Discounted Fees** – For additional passes for your company staff

Advertising Opportunities:
- **Logo on Registration Sign & Name Badges** – Only the Global/Headline Sponsor and your company logo will be found on these
- **Event Website** – Company logo and link to your website
- **Email Blasts** – Acknowledgement of your sponsorship with company logo included in email blasts
- **Company Signage** – Your company logo on signage throughout the conference
- **WebApp** – Company logo and profile included in the event WebApp

Display Opportunities:
- **Banner Display at the Registration Area** – Only the Global/Headline Sponsor and your company banner will be displayed in the area.
- **Table Top Display** – A table & two chairs will be offered, along with space for up to 3 roller banners

*At Digital Ship Athens this is a Shell Scheme Stand with a table & two chairs offered in your stand.
*At Nor-Shipping, this will be Banner Display Only at the catering & networking area.

Distribution Opportunities:
- **Literature** – Your company brochure or literature can be distributed on conference seats/or in conference room

**Silver Sponsors**

Conference Opportunities:
- **x1 Panel Slot** – A senior representative from your company can join one of the panel discussions
- **Acknowledgement** – Conference Chair will announce and reference your sponsorship and support
- **x3 Non-Speaker Delegate Passes for Your Company Staff** – (5 passes for a two-day event, 3 passes for a one-day event)
- **Discounted Fees** – For additional passes for your company staff

Advertising Opportunities:
- **WebApp or Wi-Fi Sponsorship** – Enhancing your visibility via these strong branding tools (see WebApp Sponsor & Wi-Fi Sponsor below for more details.)
- **Event Website** – Company logo and link to your website
- **Email Blasts** – Acknowledgement of your sponsorship with company logo included in email blasts
- **Company Signage** – Your company logo on signage throughout the conference
- **WebApp** – Company logo and profile included in the event WebApp

Display Opportunities:
- **Table Top Display** – A table & two chairs will be offered, along with space for up to 3 roller banners

*At Digital Ship Athens this is a Shell Scheme Stand with a table & two chairs offered in your stand.
*At Nor-Shipping, this will be Banner Display Only at the catering & networking area.

Distribution Opportunities:
- **Literature** – Your company brochure or literature can be distributed at a distribution point
Bronze Sponsors

Conference Opportunities:
- **x1 Panel Slot** – A senior representative from your company can join one of the panel discussions
- **Acknowledgement** – Conference Chair will announce and reference your sponsorship and support
- **x2 Non-Speaker Delegate Passes for Your Company Staff** (4 Passes for a two-day event, 2 Passes for a one-day event)
- **Discounted Fees** – for additional passes for your company staff

Advertising Opportunities:
- **Event Website** – Company logo and link to your website
- **Email Blasts** – Acknowledgement of your sponsorship with company logo included in email blasts
- **Company Signage** – Your company logo on signage throughout the conference
- **WebApp** – Company logo and profile included in the event WebApp

Display Opportunities:
- **Table Top Display** – A table & two chairs will be offered, along with space for up to 3 roller banners

*At Digital Ship Athens this is a Shell Scheme Stand with a table & two chairs offered in your stand.
*At Nor-Shipping, this will be Banner Display Only at the catering & networking area.

Distribution Opportunities:
- **Literature** – Your company brochure or literature can be distributed at a distribution point

*Important, applied to all title sponsorship options above: Speaker/panel/topic/sessions to be agreed with Digital Ship conference producer. Sponsor must follow Digital Ship’s presentation guidelines, which will be provided. Any sponsor who does not adhere to the guidelines, Digital Ship reserves the right to cancel future presentations/panels with no penalty.

Promotional Sponsors

Conference Opportunities:
- **Non-Speaker Delegate Passes for your company staff** (3 Passes for a two-day event, 2 Passes for a one day event)
- **Discounted Fees** – For additional passes for your company staff

Advertising Opportunities:
- **Event Website** – Company logo and link to your website
- **Email Blasts** – Acknowledgement of your sponsorship with company logo included in email blasts
- **Company Signage** – Your company logo on signage throughout the conference
- **WebApp** – Company logo and profile included in the event WebApp

Display Opportunities:
- **Table Top Display** – A table & two chairs will be offered, along with space for up to 3 roller banners

*At Digital Ship Athens this is a Shell Scheme Stand with a table & two chairs offered in your stand.
*At Nor-Shipping, this will be Banner Display Only at the catering & networking area.

Distribution Opportunities:
- **Literature** – Your company brochure or literature can be distributed at a distribution point

“This is the best conference I have ever been to”

Stein Are Hansen, Senior Intelligence & Exercise Advisor, Norwegian Shipowners’ Mutual War Risks Insurance Association
Lunch Break Sponsor

Conference Opportunities:
• **x2 Non-Speaker Delegate Passes** – Passes with full access for your company staff*
• **Discounted Fees** – For additional passes for your company staff

Advertising Opportunities:
• **Display of Your Company Banner** – During the lunch break you sponsor
• **Opportunities of Conducting Marketing Activities** – You may run a raffle etc. during your sponsored break. Activities to be agreed with Organiser and can be included in agenda for promotion prior to the event
• **Event Website** – Company logo and link to your website
• **Email Blasts** – Acknowledgement of your sponsorship with company logo included in email blasts
• **Company Signage** – Your company logo on signage throughout the conference
• **WebApp** – Company logo and profile included in the event WebApp

Distribution Opportunities:
• **Literature** – Your company brochure or literature can be distributed at a designated point

Coffee Break Sponsor

Conference Opportunities:
• **x2 Non-Speaker Delegate Passes** – Passes with full access for your company staff*
• **Discounted Fees** – For additional passes for your company staff

Advertising Opportunities:
• **Display of Your Company Banner** – During your sponsored Coffee Break
• **Opportunities of Conducting Marketing Activities** – You may run a raffle etc. during your sponsored break. Activities to be agreed with Organiser and can be included in agenda for promotion prior to the event
• **Event Website** – Company logo and link to your website
• **Email Blasts** – Acknowledgement of your sponsorship with company logo included in email blasts
• **Company Signage** – Your company logo on signage throughout the conference
• **WebApp** – Company logo and profile included in the event WebApp

Distribution Opportunities:
• **Literature** – Your company brochure or literature can be distributed at a designated point

Wi-Fi Sponsor

Conference Opportunities:
• **Non-Speaker Delegate Passes** – Passes with full access for your company staff* (3 for a two-day event, 2 for a one-day event)
• **Discounted Fees** – For additional passes for your company staff

Advertising Opportunities:
• **Choice of SSID or Password** – Your company name or product name in password to gain free Wi-Fi access for all delegates
• **Password on Conference Signage** – Wi-Fi login details including your company or product name will be displayed in the main screensaver throughout the conference
• **Event Website** – Company logo and link to your website
• **Email Blasts** – Acknowledgement of your sponsorship with company logo included in email blasts
• **Company Signage** – Your company logo on signage throughout the conference
• **WebApp** – Company logo and profile included in the event WebApp
WebApp Sponsor

In 2019, Digital Ship continues its paperless journey (no printed agenda material provided at the event) and is looking for a company who will share this with us, by becoming WebApp Sponsor. Features of the WebApp Include; Agenda · Speaker photos and bios · Sponsors and Exhibitors profiles with logos · Floor plan · Delegate list · Navigate Me · Announcements · Organiser profile · Event evaluation · Testimonials · Real-Time Q&A

Conference Opportunities:
- Non-Speaker Delegate Passes – Passes with full access for your company staff* (3 for a two-day event, 2 for a one-day event)
- Discounted Fees – For additional passes for your company staff

Advertising Opportunities:
- Company Logo on x1 push pop for the first access to the landing page
- Company Banner in 728*90 will be displayed at the bottom of the home screen of the WebApp throughout the event
- Event Website – Company logo and link to your website
- Email Blasts – Acknowledgement of your sponsorship with company logo included in email blasts
- Company Signage – Your company logo on signage throughout the conference
- WebApp – Company logo and profile included in the event WebApp

*Delegate passes included in all Sponsorship Packages are only offered to your own company staff and may not be shared with other suppliers or your own partners. Additional tickets for your company staff can be purchased at EUR600 for a two-day event and EUR400 for a one-day event.

It was a very interesting day with some eye-opening presentations!

Maren Schroeder, Head Technical, Vroon BV
### Summary of Sponsorship Options for a one-day event, All Maritime CIO Forums, Big Data Forum, and VPO Forums

<table>
<thead>
<tr>
<th>LEVEL</th>
<th>WORKSHOP</th>
<th>SPEAKER SLOT</th>
<th>PANEL SLOT</th>
<th>TABLE TOP DISPLAY</th>
<th>LANYARDS</th>
<th>LOGO ON BADGES REG SIGN</th>
<th>WEBAPP SP</th>
<th>WI-FI SP</th>
<th>FUNCTION SPONSORSHIP</th>
<th>LOGO EXPOSURE</th>
<th>TICKETS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Platinum/Headline</td>
<td>1</td>
<td>2</td>
<td>1</td>
<td>2</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>Drinks Reception</td>
<td>✔</td>
<td>10</td>
</tr>
<tr>
<td>Gold</td>
<td>1</td>
<td>1</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>✔</td>
<td>Lunch Sponsor</td>
<td>✔</td>
<td>6</td>
</tr>
<tr>
<td>Silver</td>
<td>1</td>
<td>1</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td>5</td>
</tr>
<tr>
<td>Bronze</td>
<td>1</td>
<td>1</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td>4</td>
</tr>
<tr>
<td>Promotional</td>
<td>1</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>✔</td>
<td></td>
<td></td>
<td>3</td>
</tr>
<tr>
<td>Lunch</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>✔</td>
<td>X1 Lunch*</td>
<td>✔</td>
<td>2</td>
</tr>
<tr>
<td>Coffee Break</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>✔</td>
<td>X1 Coffee Break</td>
<td>✔</td>
<td>2</td>
</tr>
<tr>
<td>Wi-Fi</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>✔</td>
<td></td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td>3</td>
</tr>
<tr>
<td>WebApp</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td>✔</td>
<td></td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td>3</td>
</tr>
</tbody>
</table>

- Stand-alone Wi-Fi, WebApp, Lunch, Coffee Break options are subject to availability. Please enquire check.
- For Bronze, includes WebApp. Wi-Fi, Lunch, allocated first come first served. If WebApp or Wi-Fi stand-alone option is sold out, alternatively Lunch or Coffee Break Sponsorship will be included, subject to availability.
- There are x3 Coffee Breaks on Day 1 and x1 on Day 2: Welcome, Morning, and Afternoon on Day 1, and Welcome or Morning on Day 2. Sponsor may choose which to sponsor based on the availability – first come first serviced.
- For multiple event bookings, discounts may apply. Please enquire.
- Digital Ship events are free for shipping companies to attend. For all others, there is a small delegate fee as outlined below, excluding Sponsors who have complimentary passes included or those with discounted fees as part of their packages.

### Summary of Sponsorship Options for a two-day event, iShipping Copenhagen and Digital Ship Athens

<table>
<thead>
<tr>
<th>LEVEL</th>
<th>WORKSHOP</th>
<th>SPEAKER SLOT</th>
<th>PANEL SLOT</th>
<th>TABLE TOP DISPLAY</th>
<th>LANYARDS</th>
<th>LOGO ON BADGES REG SIGN</th>
<th>WEBAPP SP</th>
<th>WI-FI SP</th>
<th>FUNCTION SPONSORSHIP</th>
<th>LOGO EXPOSURE</th>
<th>TICKETS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Platinum/Headline</td>
<td>1</td>
<td>2</td>
<td>1</td>
<td>2</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>Gala Dinner</td>
<td>✔</td>
<td>10</td>
</tr>
<tr>
<td>Gold</td>
<td>1</td>
<td>1</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>✔</td>
<td>Drinks Reception</td>
<td>✔</td>
<td>6</td>
</tr>
<tr>
<td>Silver</td>
<td>1</td>
<td>1</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td>4</td>
</tr>
<tr>
<td>Bronze</td>
<td>1</td>
<td>1</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td>3</td>
</tr>
<tr>
<td>Promotional</td>
<td>1</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>✔</td>
<td></td>
<td></td>
<td>3</td>
</tr>
<tr>
<td>Lunch</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>✔</td>
<td>X1 Lunch</td>
<td>✔</td>
<td>2</td>
</tr>
<tr>
<td>Coffee Break</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>✔</td>
<td>X1 Coffee Break</td>
<td>✔</td>
<td>2</td>
</tr>
<tr>
<td>Wi-Fi</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>✔</td>
<td></td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td>2</td>
</tr>
<tr>
<td>WebApp</td>
<td>✔</td>
<td></td>
<td></td>
<td></td>
<td>✔</td>
<td></td>
<td>✔</td>
<td>✔</td>
<td></td>
<td></td>
<td>2</td>
</tr>
</tbody>
</table>

- Stand-alone Wi-Fi, WebApp, Lunch, Coffee Break options are subject to availability. Please enquire check.
- For Bronze, includes WebApp. Wi-Fi, Lunch, allocated first come first served. If WebApp or Wi-Fi stand-alone option is sold out, alternatively Lunch or Coffee Break Sponsorship will be included, subject to availability.
- There are x3 Coffee Breaks on Day 1 and x1 on Day 2: Welcome, Morning, and Afternoon on Day 1, and Welcome or Morning on Day 2. Sponsor may choose which to sponsor based on the availability – first come first serviced.
- For multiple event bookings, discounts may apply. Please enquire.
- Digital Ship events are free for shipping companies to attend. For all others, there is a small delegate fee as outlined below, excluding Sponsors who have complimentary passes included or those with discounted fees as part of their packages.
Contact

Contact us to find out more about how you can get involved with Digital Ship events in 2019:

For Maritime CIO Forums, Big Data Forums, iShipping, Digital Ship, and Digital Cruise
Youngsuk Park, +44 (0)207 017 3409, young@thedigitalship.com

VPO:
Exhibition & Sponsorship Sales Manager
Paul Skinner, M: +44 (0)7388 187968, T: +44 (0)20 8150 5293, paul@vpoglobal.com