

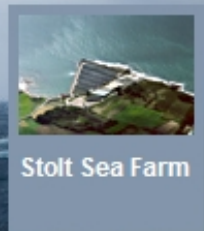
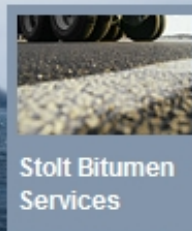
**Digital Ship**

**The Maritime CIO Forum - Rotterdam**  
**Innovation and Leadership in Maritime**  
**Technology and Communications**  
29 September 2015 - Hilton Hotel, Rotterdam

Managing ROI Through Shipping Business Technologies  
Key Processes for Potential Savings  
Presented by: Jose Milhazes

Stolt-Nielsen - Global Manager  
Stolt Tankers B.V - Business Process Manger SNSO  
[j.milhazes@stolt.com](mailto:j.milhazes@stolt.com)  
Mobile: +31 6 21507845

<http://www.stolt-nielsen.com>

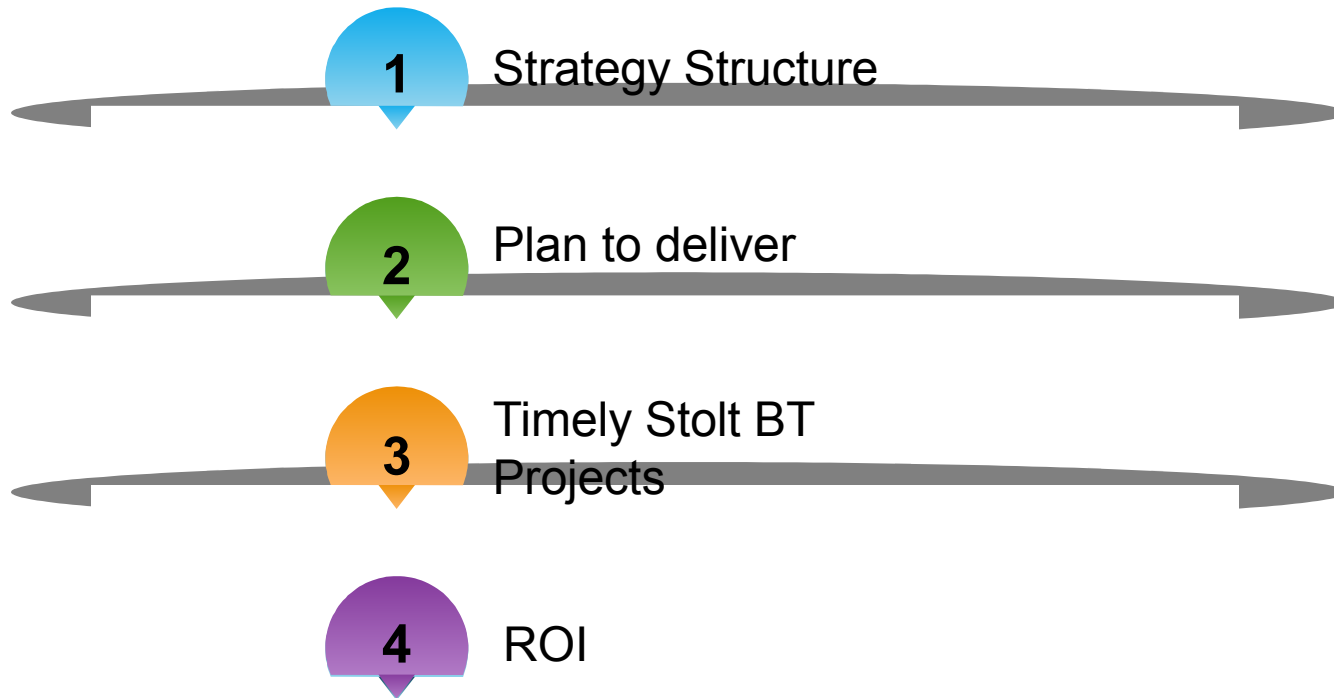


## Stolt Tankers Overview

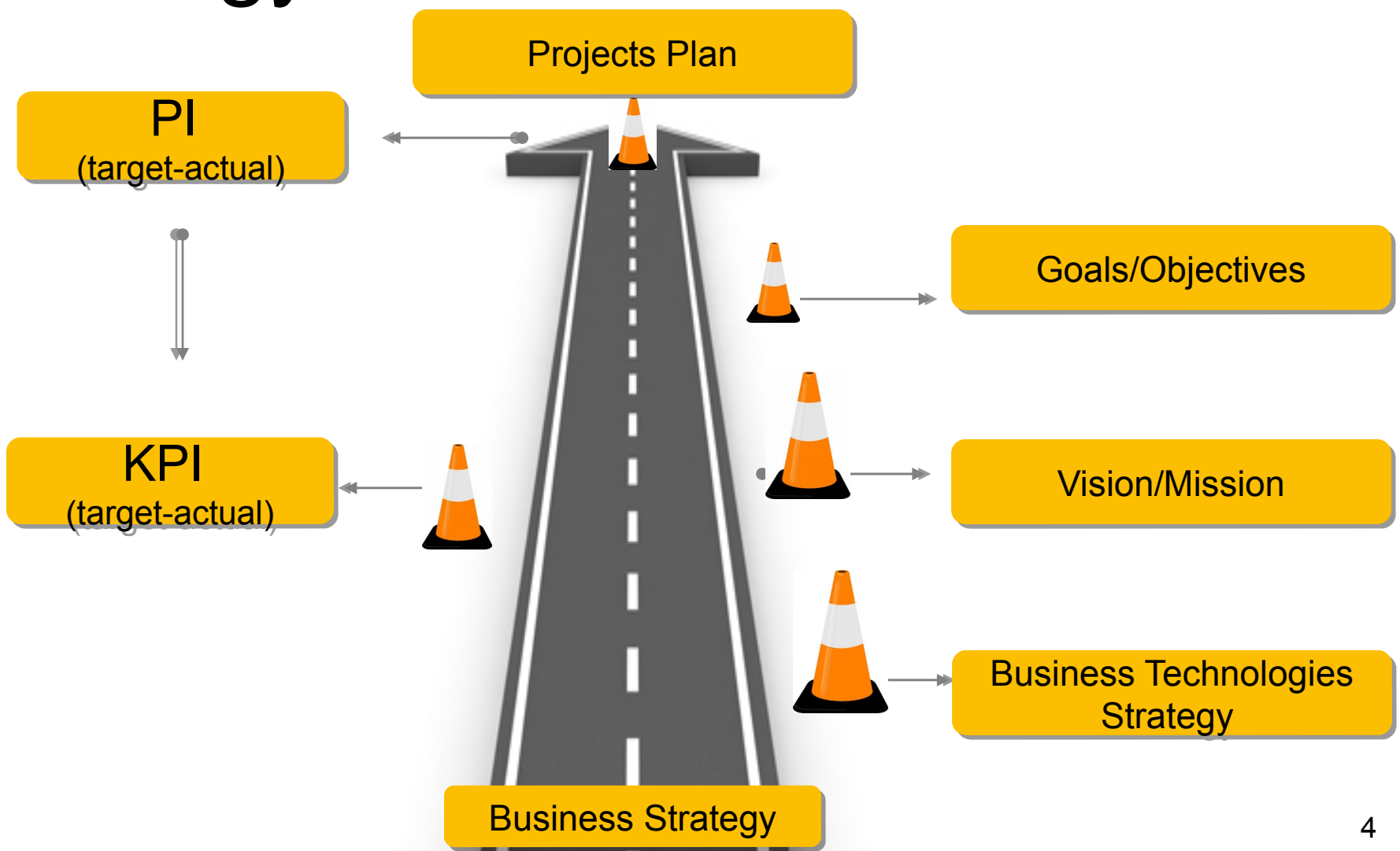
- Total Operating – 157 Ships
- Total Shipmanager – 89 Ships
- Total Inland Tankers – 42 Barges
- Shipowning Global presence in:
  - Rotterdam; Singapore; Manila; Houston

- Total assets of \$4.0 Billion
- 2Q15 Net Profit of \$42.8 Million
- Tanker fleet of 2.5 Million DWT
- Storage capacity of around 4.4 Million cbm
- Tank container fleet of around 35,000 tanks
- Capacity of 5,400 tonnes of Turbot per year and 1000 tonnes of Sole per year

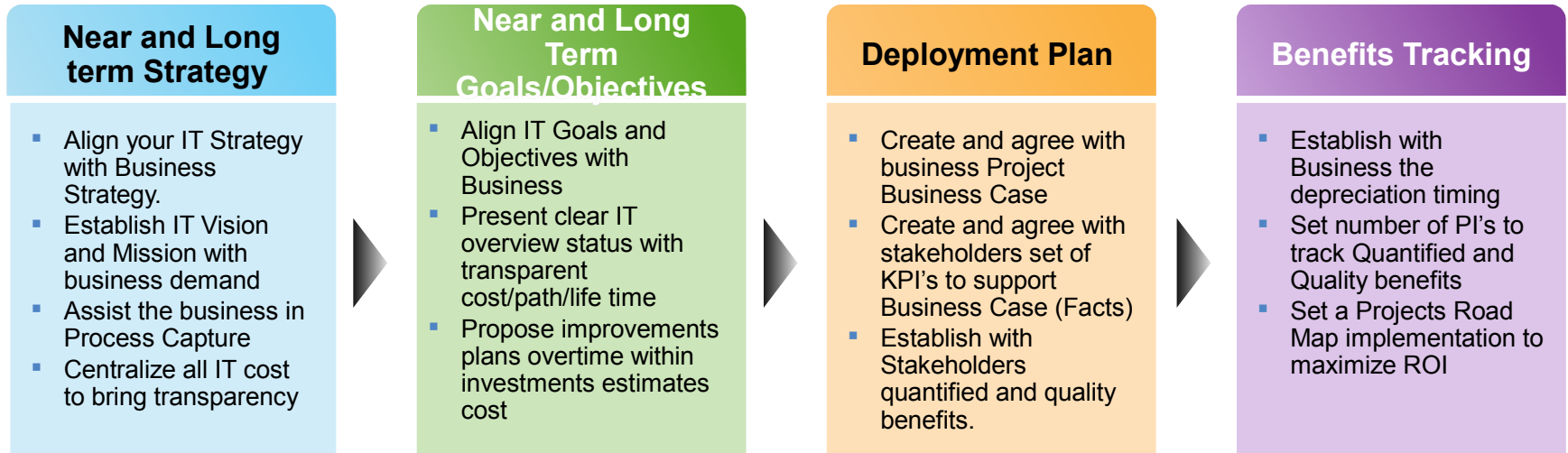
# Agenda:



# Strategy Structure



# Plan to Deliver



## Others

- Define and Deploy good Project implementation plan
  - Set up a Management SC to follow project implementation
  - Involve Supplier in the project implementation

# Timely Stolt BT Projects

- Improve Regulatory Compliance
- Increase efficiency
- Increase Customer Satisfaction
- Lower Technical Cost
- Crew Performance Evaluation
- Business focus
- Reduce IT Assets & Performance
- Deliver Scalability in sustainable

**SMS**



- Improve Ship Communication
- Move to SLA agreement
- Cost Control
- Enable remote systems monitoring
- Segregation of onboard networks
- Introduction of formal Crew Welfare services

**Always-On**



- Improve IT Fleet Support
- Reduce systems down time
- Improve SLA's
- Improve support in shipping dedicated systems

**BTFS**



- Share IT resources with fleet
- Extend Stolt Cloud services to the ships
- Shore/ship Intranet portal
- Improve Ship communication
- Reduce the need to increase connectivity
- Improve Internet Experience

**IDS**



Collaboration without the cloud.™



# ROI

- The most important fact is to trace FTE's PI's
- Trace close SLA's KPI's with Business
- More can be less, with proper IT assets with Cost Transparency.
- ADD NEW, need to lead to Phase-Out

# Thank you

Questions?

Jose Milhazes  
[j.milhazes@stolt.com](mailto:j.milhazes@stolt.com)