

ShipServ and Danaos to co-operate on e-commerce

www.shipserv.com
www.danaos.gr

ShipServ has agreed a deal with Danaos Information Services whereby the two companies will co-operate in efforts to bring their combined solutions to the maritime market.

The Danaos Enterprise Software Suite is a modular system that integrates information from various shipping company departments, feeding into shore-based applications such as accountancy, operations, ISM compliance, planned maintenance, crewing and bunkering.

The software will be developed to connect with ShipServ's TradeNet system, an online ship supplies trading platform which

allows buyers and suppliers to quickly exchange quotes, orders and confirmations.

In 2009 ShipServ says that it facilitated four million such transactions with a total value of nearly \$1.2 billion, serving over 30,000 users in 90 countries.

Together, Danaos and ShipServ say that they will enable shipping companies to consolidate their orders and request for quotes from their suppliers in the Danaos software through a single, web-based solution.

"Our customers will benefit from the combination of Danaos and ShipServ's leading technology and services, providing them with one of the best information management experiences," said Dimitris Theodossiou, managing director, Danaos

Management Consultants.

"This partnership with ShipServ provides us with a great opportunity to further extend our services to the largest and most active trading community on the web."

Paul Ostergaard, founder and CEO of ShipServ, also added: "We are thrilled to be working more closely with Danaos and we think this agreement represents a great opportunity to benefit our customers."

"ShipServ offers a market leading trading platform, which has proven success in helping companies save money. Working together, we can create even more value for our communities."

ShipServ and Danaos say that they will begin to roll out the initiatives outlined in the agreement immediately.



"This is a great opportunity to extend our services" – Dimitris Theodossiou, Danaos



Evan Michaelides, new at Veson Nautical

Evan Michaelides has joined **Veson Nautical** as Veslink technical director, where he will act as lead architect for the next phase of development on the web-based information management system. Mr Michaelides was previously VP product development at **ABS Nautical Systems**.

Applied Weather Technology has opened a new office in London and hired Bob Billett as its European sales manager. Mr Billett has previously served in the British Merchant Navy for nearly a decade, as a radio/electronics officer.

The **International Bunker Industry Association (IBIA)**, the trade association of the global bunker industry, has launched a new website which includes a paperless billing facility for members.

SDSD, developers of the SD Matrix and Strategic Dataworks software products, reports that its free online service for the shipbroking community, The Shipbroker Portal, has reached 600 unique users in the three months after its launch.

www.veson.com
www.abs-ns.com
www.awworldwide.com
www.ibia.net
www.shipbrokerportal.com



The Shipbroker Portal has reached 600 users in the first three months

Shipdex protocol sees further progress

www.shipdex.com

The latest Shipdex conference, held at the MAN Diesel PrimeServ Academy in Augsburg, Germany, has concluded with the members behind the marine data

exchange protocol highlighting a number of new developments and declaring Shipdex "ready and available for use."

The Shipdex protocol aims to improve the quality of technical and logistical data and simplify the exchange of this data

within the maritime industry, creating a basic specification for implementing data interfaces from technical manual solutions to maintenance and purchasing software, or any fully fledged ERP systems.

Some of the major announcements from the event included confirmation from MAN Diesel that it is ready to deliver manuals in Shipdex format, while MacGregor Cranes, MacGregor RoRo and MacGregor Hatch Cover are all expected to shortly offer similar services.

United Arab Shipping Company confirmed that it has requested Shipdex datasets for nine upcoming newbuildings, joining Shipdex founders Grimaldi Group and Intership Navigation in adding this stipulation to its newbuilding contracts.

Intermanager, represented at the event by Alexandre Albertini of Marfin Management, also declared that it is currently exploring how it might become involved in the proliferation of the protocol.

"InterManager is showing great interest in Shipdex as additional proof of the positive moves the shipping industry is making towards self-regulation and

improved governance," said Mr Albertini.

"InterManager is interested in discussing the project further and checking the interest of its members in such a standardisation initiative."

Henrik Striboldt, business development manager at MAN Diesel PrimeServ representing Shipdex, expressed his satisfaction at the outcome of the meeting, and the developments with the Shipdex project to date.

"[This] declaration of the Shipdex protocol as a viable means of universal data exchange within the marine industry marks a significant milestone," he said.

"We have already gotten off to an excellent start with its acceptance by some of the key players within the industry, and I predict its widespread adoption in the near future."

Shipdex is a non-profit independent standard, open to all members of the maritime industry. The member companies note that it is encouraging all those within the industry to come forward with their own contributions to improve the protocol and the exchange of data.



Conference host MAN Diesel confirmed that it can now supply technical data in Shipdex format