# One day forum for **Charterers' & Shipbrokers**



Challenging discussion | Expert opinion | Smarter solutions



Digital Progress on Wednesday 17 May 2023



#### SESSION ONE:

#### Maritime Tech Solutions **Panel Discussion**

Our panel of industry experts discuss the current Maritime Technology landscape, from the influx of start-ups, venture capital investment, big and often bold promises to Digital Technology playing an important role in achieving the decarbonisation goals of companies and the industry at large.



#### PANELLISTS:

STEVE FLETCHER **AXSMarine** 



**CYNTHIA WORLEY** VP of Strategic Accounts, SEDNA

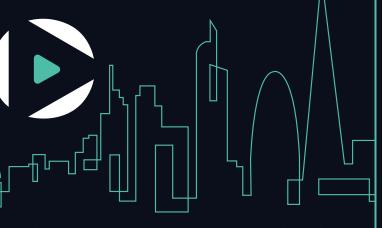


#### MODERATOR:

JOCHEM DONKERS Sky Sail Advisors



11:00 - 11:40: DISCUSSION AND REFRESHMENTS



One day of panel discussion, round table discussion and presentations from experts covering issues and challenges facing todays pre and post fixture professionals and how tailored software solutions are helping in the decision making process.

https://www.binnacle.ltd/digital-progress-london-2023/

#### **SESSION TWO:**

#### **Managing Carbon Emissions**

What charterers need to know to make informed carbon efficient decisions? From who is responsible to Carbon Calculation, Reporting, Trading schemes and the real cost's. In this round table discussion session experts in their fields will share informative and valuable insights.



#### From the near term to what could unfold in the next decade

Zero emission ships, stronger regulation on energy efficiency (from 2026) as CII is revised.



#### DR TRISTAN SMITH

UCL Energy Institute, MAS



#### Sea Cargo Charter Signatory:

Complying with internal and external reporting frameworks, responsible chartering.



#### **CLAIRE WRIGHT**

Genarl Manager, Commercial & Strategy, Shell Shipping and Maritime



#### Calculating:

Using AI predictive analytics to accurately forecast voyage costs.

THE SIGNAL GROUP



#### Carbon Schemes and Carbon Trading.



Head of Data Analysis Optima Shipping Services, Managing Partner Kaiyo2 Capital



#### The Carbon Journey.



#### **MIKE POWELL**

Chief Business Officer Cardinal & StrathumFive



#### MODERATOR:

RICHARD CLAYTON

Senior Correspondent, Lloyds List





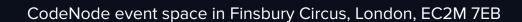




hut SEDNA SIGNAL







**S2** 



## DIGITAL **PROGRESS**





13:00 - 14:30: DISCUSSION AND LUNCH

14:30

#### **SESSION THREE:**

The afternoon session will be 1 session of 2 hours covering a range of topics delivered in 'bite size' slots to increase the content covered and keep attention.



#### Market entry: How and when?

How technology is assisting the charterer to negotiate well, access better informed market data to make better informed decision when to enter the market.



STEVE FLETCHER COO, AXSMarine



#### The Shipbrokers perspective:

An Analyst view of digital progress in the industry how it's advanced brokers services, finding the right ships for their clients, using accurate voyage data for future planning and touching on the analysis of ship efficiency.



ANNIKA BARTELS

Research Analyst, ifchor Galbraiths



#### Changing the mind set of charterers.

Advances in editing software, contracts and clauses and the continuing need for the 'real' collaboration that is required to achieve the emissions reductions targets. 'CII - Nothing to do with me!'



#### Digital adoption:

Ebl's Look at example of a digital 'win' what can we learn from the uptake in the dry bulk sector?



#### **GRANT HUNTER**

Director for Standards Innovation & Research,



#### CASE STUDY:

#### SEDNA looks at workflow strategies

Building a digital platform to work for maritime



#### **LEIGH STEED-MIDDLETON**

Senior VP of Product and Engineering SEDNA

## SESSION THREE CONTINUED.

#### **DEMURRAGE:**

#### How past data helps inform and shape future decisions

Collating & analysing historic data to make future savings and better commercial decisions.



PHILL STALLEY

Marketing Director, HubSE



#### CLOSING:

An opinion piece to provoke discussion over drinks

**S3** 

## **ADDITIONAL SESSION:**

Institute of Chartered Shipbrokers London and SE Branch Chairman's Lecture.





#### **DRINKS RECEPTION:**

All attendees are invited to drinks reception in the space bar networking area







Digital Progress on Wednesday 17 May 2023

https://www.binnacle.ltd/digital-progress-london-2023/









NU SEDNA SIGNAL SUPPORTING ORGANISATION





