

Optimizing Maritime Through Digitalization & Collaboration

TOC Panama

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What are BIMCO's main goals?



**Creating a level
playing field for the
shipping industry**



**Supporting
business through
standardisation
and harmonisation**



**The Practical Voice of
Shipping**

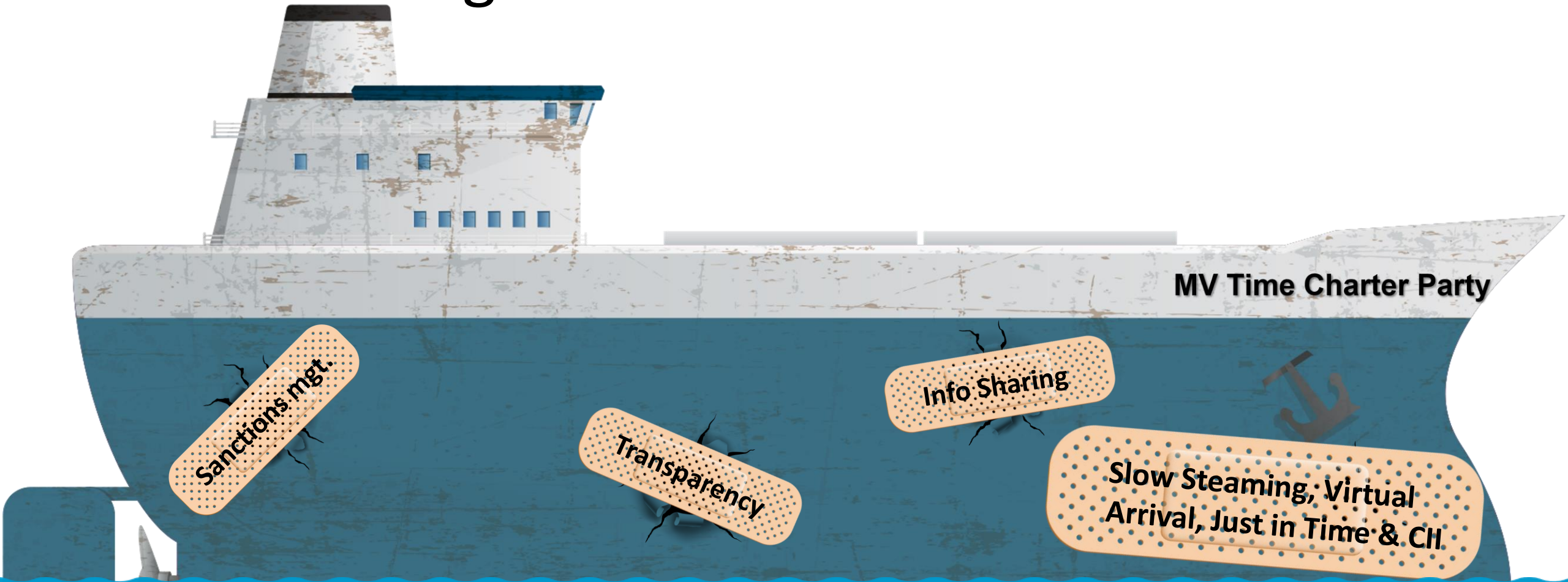
**Delivering useful tools,
information and advice
for the industry**

The topical issues right now



Sanction clauses	Single Maritime Window	New digital formats for contracts	Drug smuggling
Recycling of ships	Alternative fuels	Plastic	Clause to promote retrofitting ships
Fighting piracy	eBills of lading	Decarbonisation	New training formats

Maritime Digital Transformation



Digitalization of shipping!

The **World Bank** emphasises the importance of unified measures and actions to improve the resilience of the maritime logistic chain **especially with regard to digitalisation** and the **interface data elements**.

*“A successful digital transition requires sustained political commitment, adequate regulation, **effective collaboration** between the public and private sectors, along with a concerted effort on education and skills training.”*

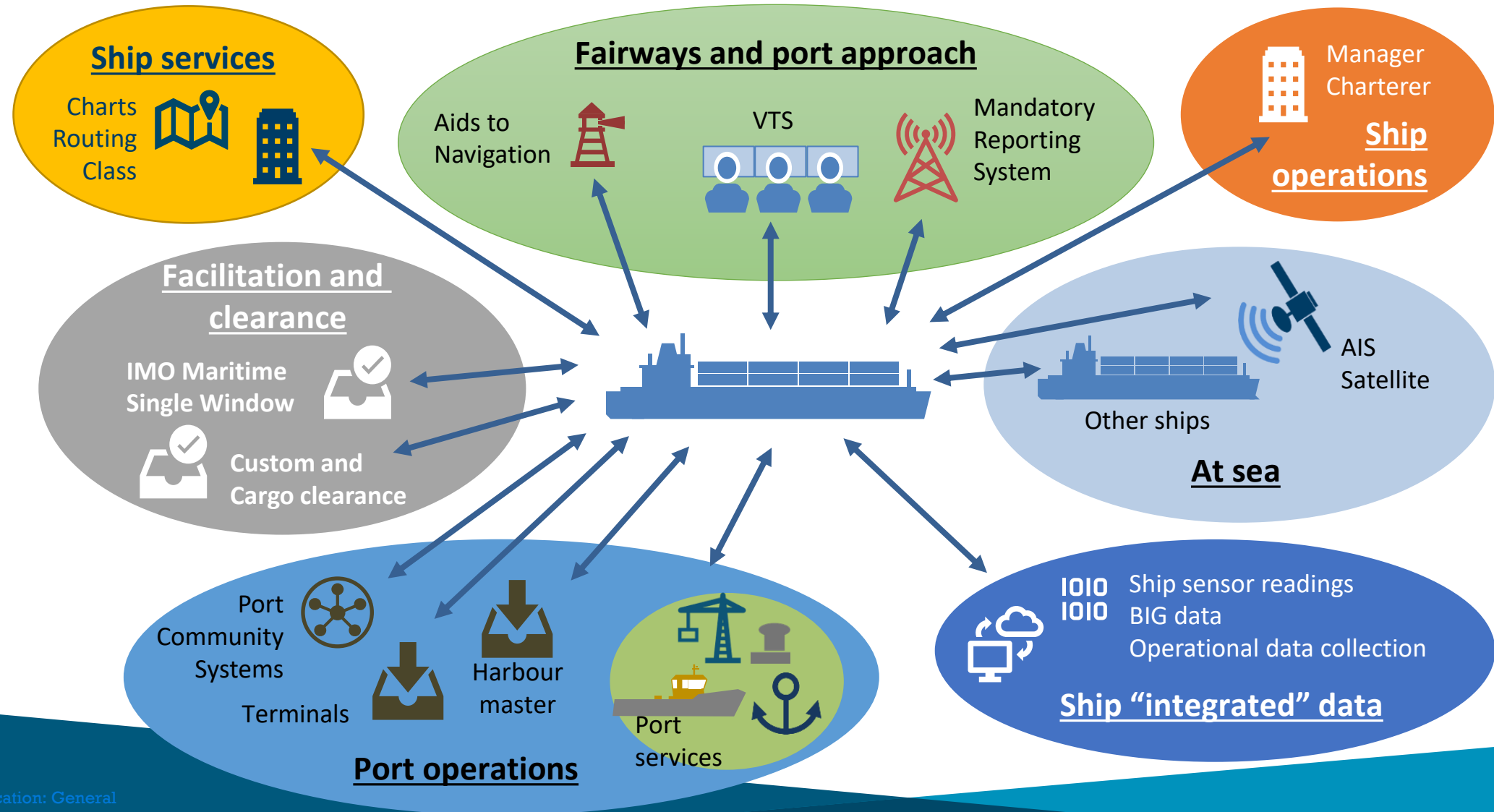
Source: World Bank report, August 2020

Digital BIMCO

Working with stakeholders across the maritime value chain as a solution partner

- Supporting inter-operability initiatives v.v. Digital exchange of data
- Ship PI platform supporting metric driven operation for digital integration
- BIMCO Smartcon
- Electronic Bills of Lading (BIMCO e-Bs/L)
- Education, training & guidance
- Contracts & clauses for an evolving industry

Digital exchange between ship and shore



Bridging the gap - How to stay relevant?



Extending relevance & life for existing assets(vessels) to bridge technology gap to next generation of vessel design & equipment

- Data supporting commercialization (data driven decision making)
- Shipping PI & benchmarking
- Support real-time performance metrics (non-generic)
- Vetted clean tech including sensor tech.



Contract editing made easy



Original Content Provider

Use standard contracts and clauses from BIMCO



Convenient Access

Access your contracts anytime, from any device



Compare Features

Get a transparent overview of your contracts



Simple Editing

Create your contracts in a simple and easy way



Easy Sharing

Share and edit contracts during fixture negotiations



AI Features

Use advanced AI to create your contracts quicker

electronic bills of lading

paper bill
processing costs

3x

as much
as eBL processing

**\$4
billion**
estimated potential
annual
savings

at 50% adoption rate for
container shipping industry

BIMCO

BIMCO's Role

creating an eBL standard for bulk shipping

Why use
electronic
bills of
lading?



SAFER
reduced risk



GREENER
reduced emissions



FASTER
instant transfer

Data for wiser (& smarter) decisions

- Shared data sets
 - Shipping PIs (benchmarking)
 - Single Maritime Window
- Challenges in data sharing between competitors

Q: Do you want to share data with someone who is also enforcing?

- “Data Sharing Clause” being developed
- Regional regulator’s role in the digital transition

Efficiency is a no regret move....

....So why is it so difficult to accelerate the adoption of Digital Measures within maritime?

Leading Transformation is a shared endeavour – requiring collaboration....

This is beyond compliance!

In Summary - Maritime Digital Outlook

- The digital transformation is set to play a **vital role** in shipping and for shipping companies
- **Harmonisation and interoperability** are key to the success for resilient, sustainable maritime digitalisation – in particular with regard to the exchange of information
- Global standards and collaboration with all stake-holders ensure **digitalization and integration**
- There is a need for **smarter collaboration** to enhance operations, satisfy clients' expectation of transparency and predictability and respond to societal concerns
- Ensure **interoperability between public and private systems** for the exchange of logistics information

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