

**CMA SHIPS**

# HOW CONNECTIVITY IS CHANGING THE MARITIME LANDSCAPE

*Study Case – CMA CGM / CMA SHIPS*

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*Excellence in Shipmanagement*

**CMA SHIPS**  
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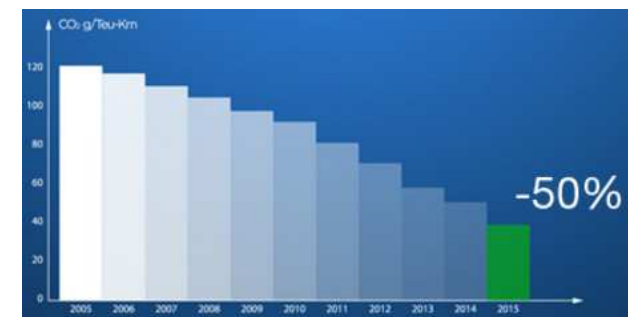
# Leading Worldwide Shipping Company

APL IS NOW PART OF CMA CGM Group

15.6 million Volume transported in TEUs	16.0 Billions revenue in \$	449 Vessel fleet**
2.208M Fleet's slot capacity in TEUs	600+ Offices worldwide	420+ Ports of call in 160 countries
200+ Shipping services	29,000+ Employees worldwide	4,500 Employees in France



With more than 40 maritime services and 323 ships, **Ocean Alliance** is the largest operational agreement ever made between shipping companies. The CMA CGM Group will have the biggest market share in this agreement deploying a fleet of 119 ships among the most efficient on their respective trades.



# Excellence in Ship Management

CMA SHIPS was created January 1<sup>st</sup> 2008 as a wholly **subsidiary of CMA CGM** with the objective to manage all fleet related operations.

- Managing the vessels (Crew and Technical)
- Supervising New Buildings and Dry Docks

In June 2016, CMA SHIPS took over the Management of APL (NSSPL in Singapore) and brings its support to APL MARITIME SERVICES in the USA.

**34%**

of CMA CGM operated vessels  
(176 vessels)

**59**

**SuperIntendents**  
(France, UK, Singapore, Morocco,  
Taiwan, Shanghai, USA)

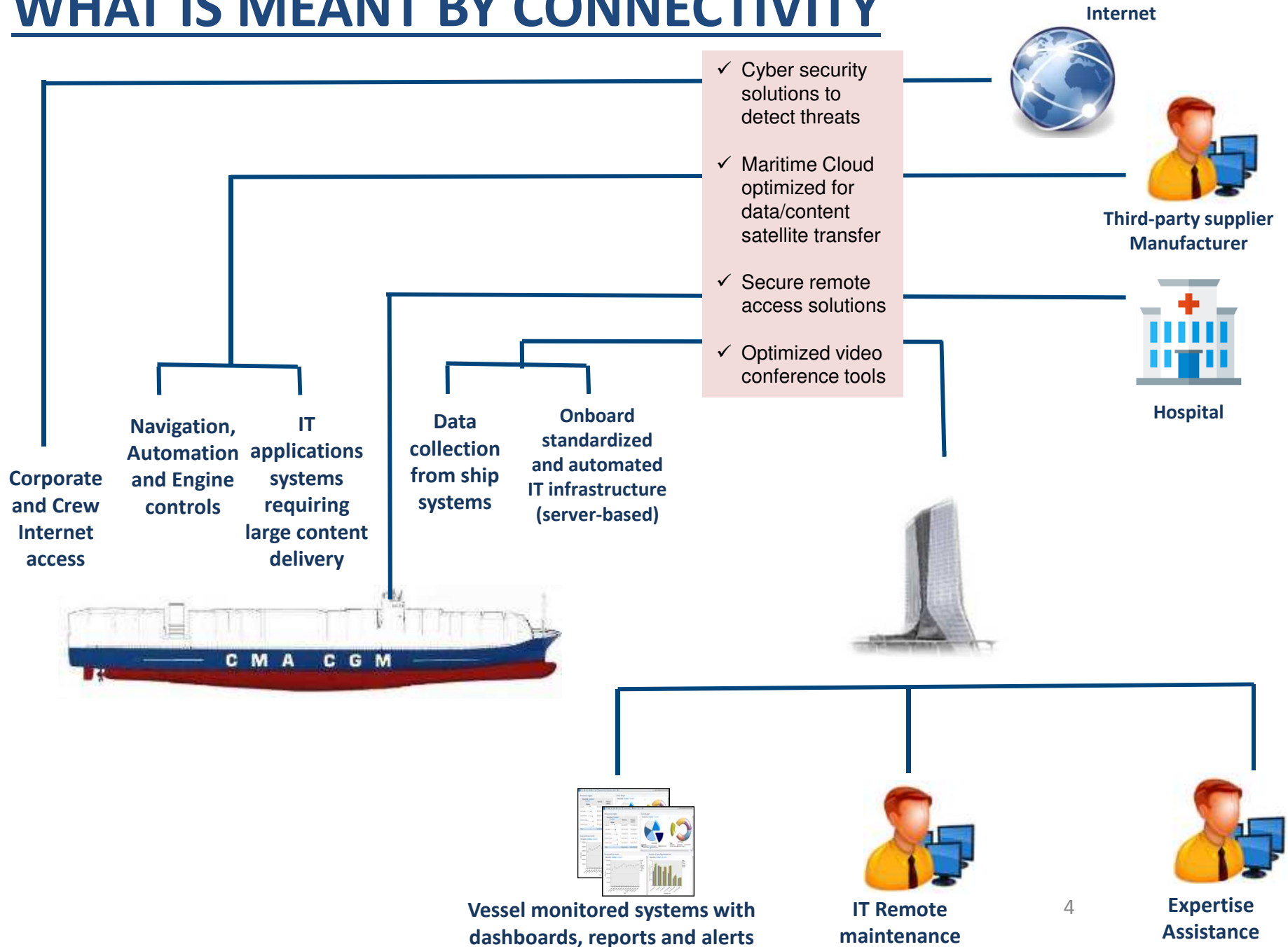
**7000**

Seafarers

**450**

Shore employees worldwide

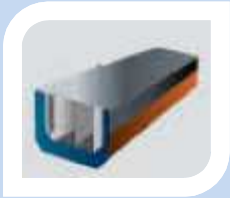
# WHAT IS MEANT BY CONNECTIVITY



**CMA SHIPS**

CMA CGM group

TRAXENS



**NETWORK SERVER**

- ✓ Planned Maintenance System
- ✓ Crewing Management
- ✓ Documentation Management

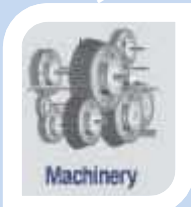


**SHORE**

- ✓ CMA CGM Head Office
- ✓ Manufacturers
- ✓ Third party applications



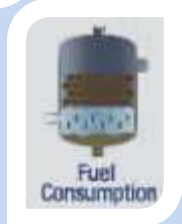
**Satellite link secured and optimized for video / large file transfer**



**Machinery**



**Engine Performance**



**Fuel Consumption**



**IP TELEPHONY**



**CCTV**



**TELEMEDECINE**



**SHIPBOARD COMPUTERS**

- ✓ Email
- ✓ Administrative paperwork
- ✓ Bridge/Electronic Charts Management
- ✓ Weather Routing
- ✓ Loading
- ✓ Reefer Management
- ✓ Parametric rolling management
- ✓ Reporting tool

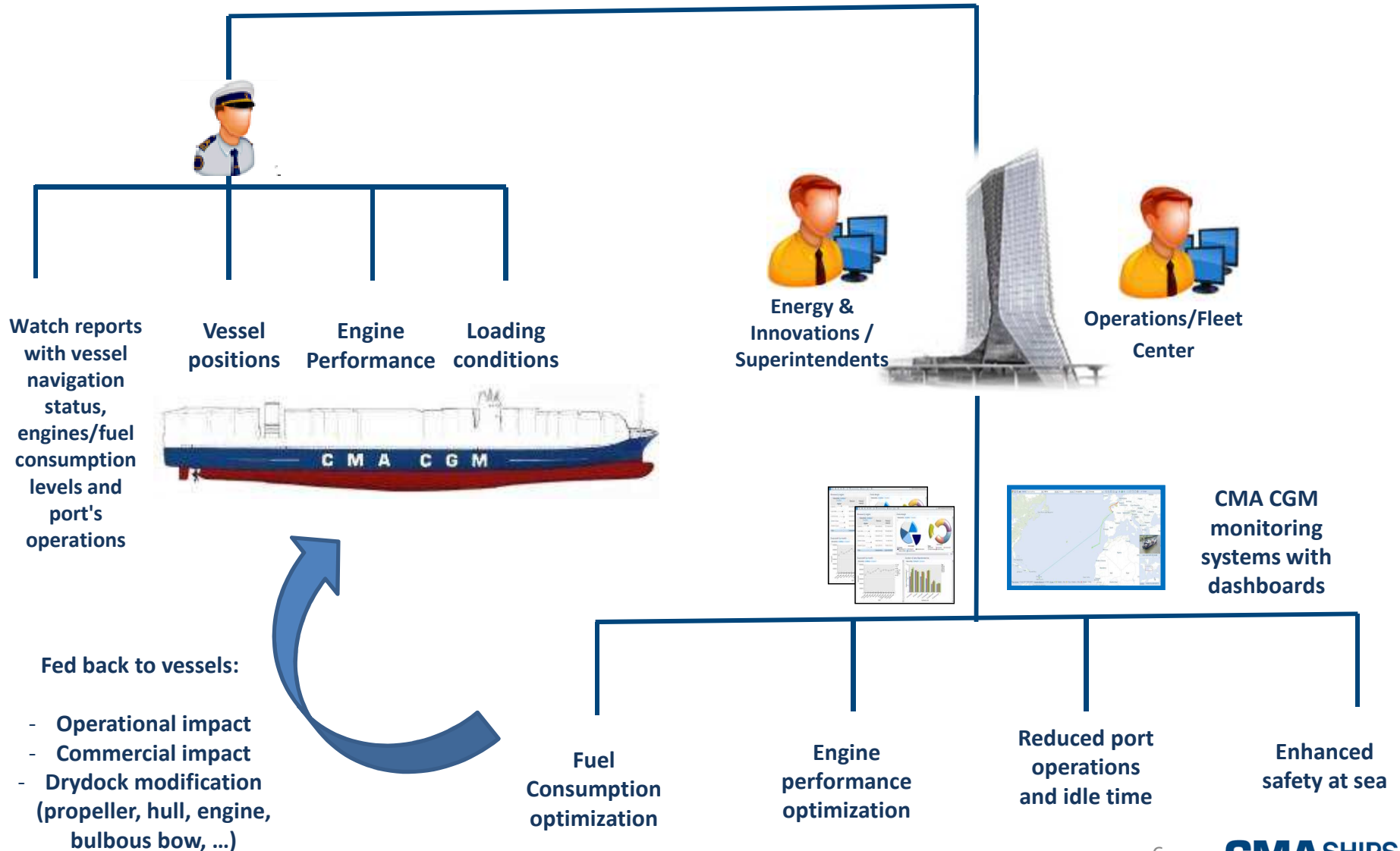


**ENTERTAINMENT**

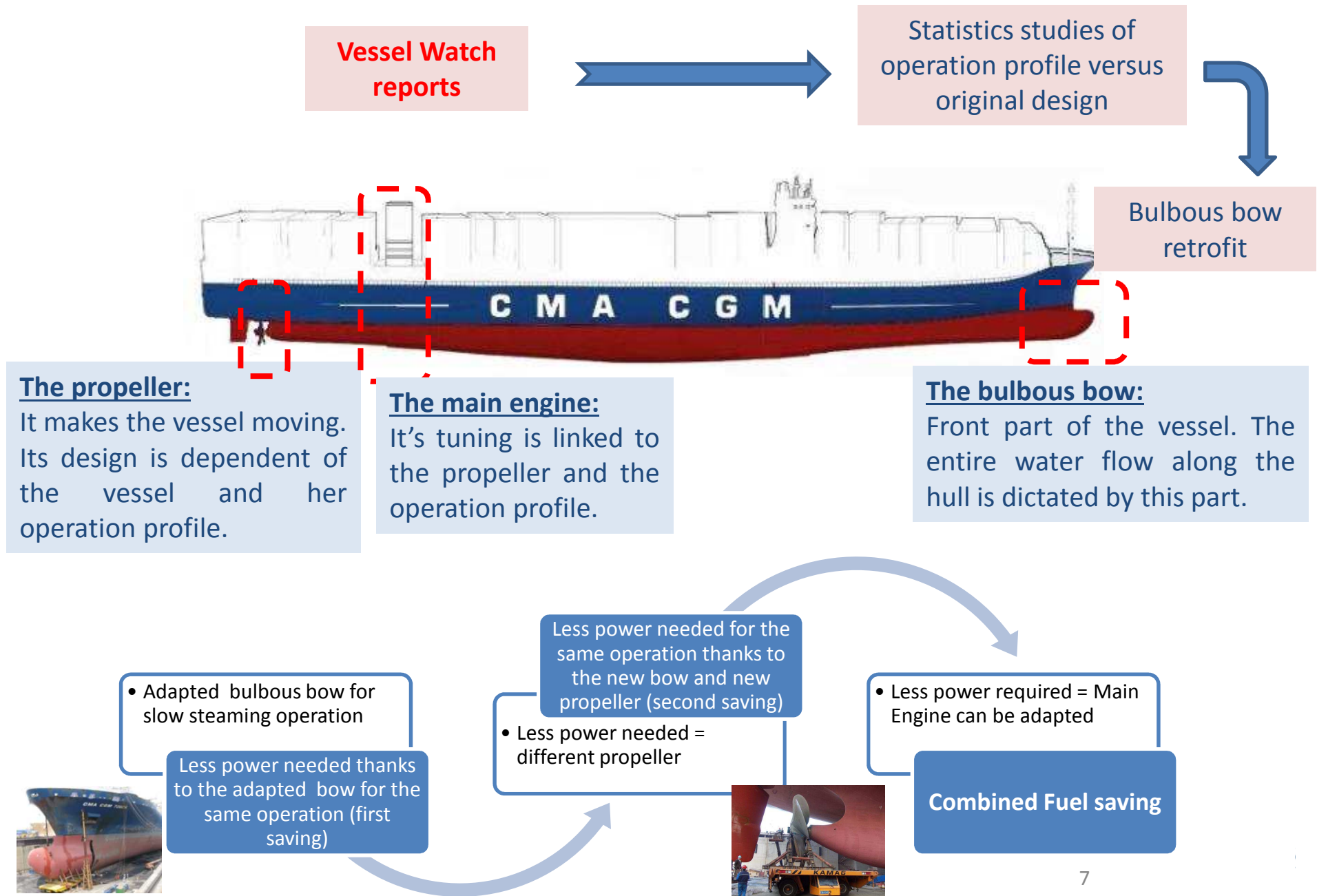


**CREW INTERNET ACCESS**

# HOW CONNECTIVITY IMPROVES EFFICIENCY

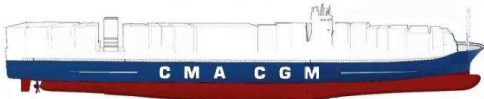


# HOW COLLECTED DATA IMPROVES VESSEL HYDRODYNAMICS

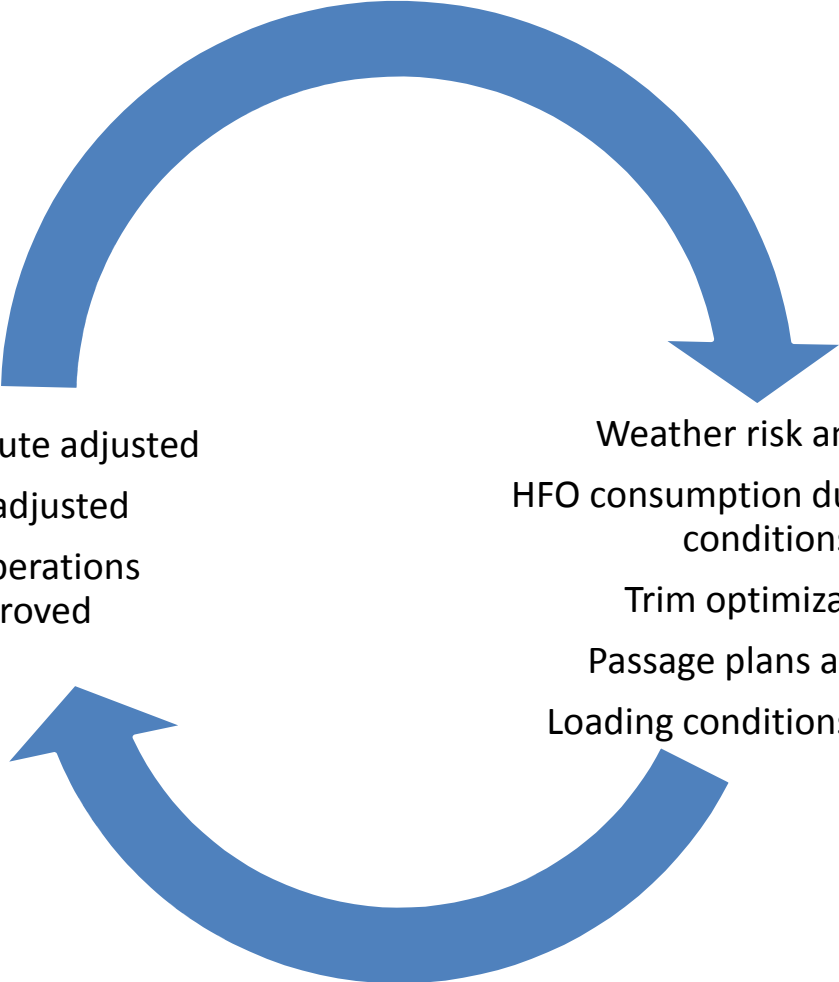


# HOW COLLECTED DATA IMPROVES VESSEL OPERATIONS AND SAFETY

Vessel Watch reports  
Passage Plan  
Weather/current information  
Loading conditions  
Trim conditions  
Ballast information  
Parametric Rolling information



Speed / route adjusted  
Trim adjusted  
Port operations improved



Weather risk analysis  
HFO consumption due to vessel conditions  
Trim optimization  
Passage plans analysis  
Loading conditions analysis





# CHALLENGES

## Real-Time Data

- **Data collection directly on vessel sensors and control systems**
- **Reduce manual errors by automatic reporting, for improved reliability**

## Data Processing and Analysis

- **Performance dashboards using real-time data**
- **Data Management Organization (data scientists, Performance managers, ...)**

## Improved Collaboration

- **Co-creation between ship managers and suppliers**
- **Shared information between suppliers**
- **Common protocols for data exchange**



Trust our solutions  
and our passion...