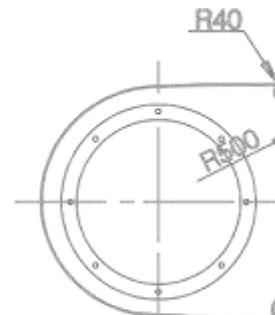


Ship Management and Maritime ERP Solution ROI in 300 days



Management



Captain Debabrat Mishra
Chief Executive Officer



With background as captain from A. P. Moller, Capt. Mishra has first-hand experience in maritime industry specializing in operations and research. He had been invited in various international symposiums as speakers for port and terminal. With Capt. Ib, he had been giving consultancy to various terminals, shipping companies and maritime sectors for last 10 years. As CEO of Esquire Infolab Systems, he has developed numerous maritime applications for A.P. Moller, Titan Petrochemical Group. Mari-Time Solutions, Global Ship Lease, Labuan Port, Inco ships, American Eagle Tankers and more



Captain Ib Fruergaard
Chief Advisor

Captain Fruergaard has 40 years of experience in leadership positions within vessel management and terminal operations. He has operated and managed terminals in **Long Beach (ACT)**, Oakland, Takoma, Brazil, Japan, Nigeria and Manila for A.P. Moller – Maersk Terminals and was later appointed as Head of Global Terminal Operations for A. P Moller – Group. Ib has also been Managing Director for other Ship Owning companies and currently holds Board positions with various companies. Ib has attended leadership educational programs at Columbia University

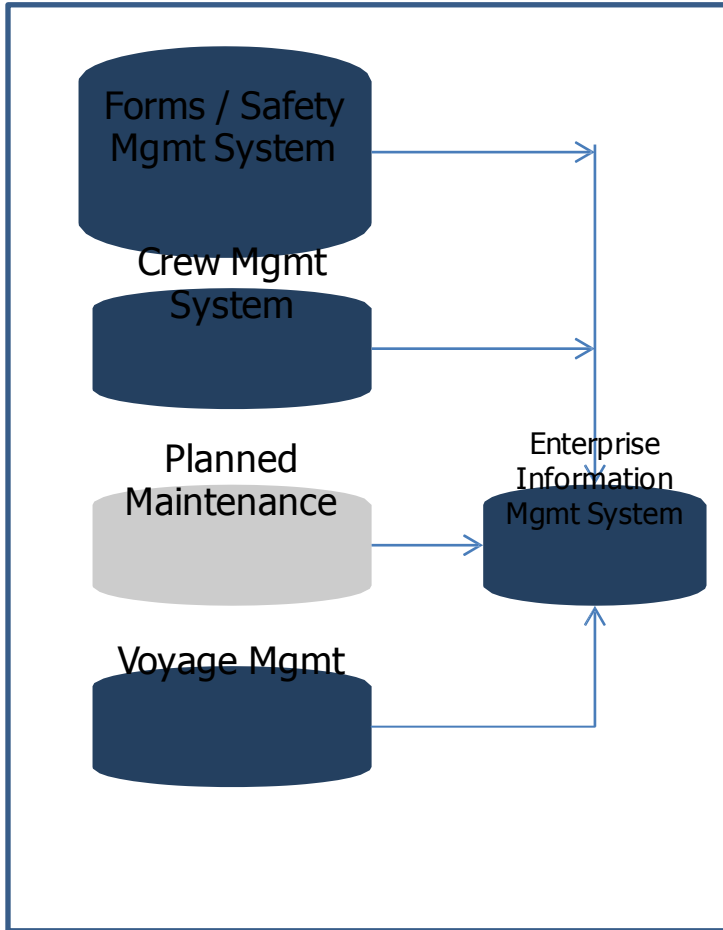
Mr.Kailashnath Vallabhaneni,
Technical Consultant



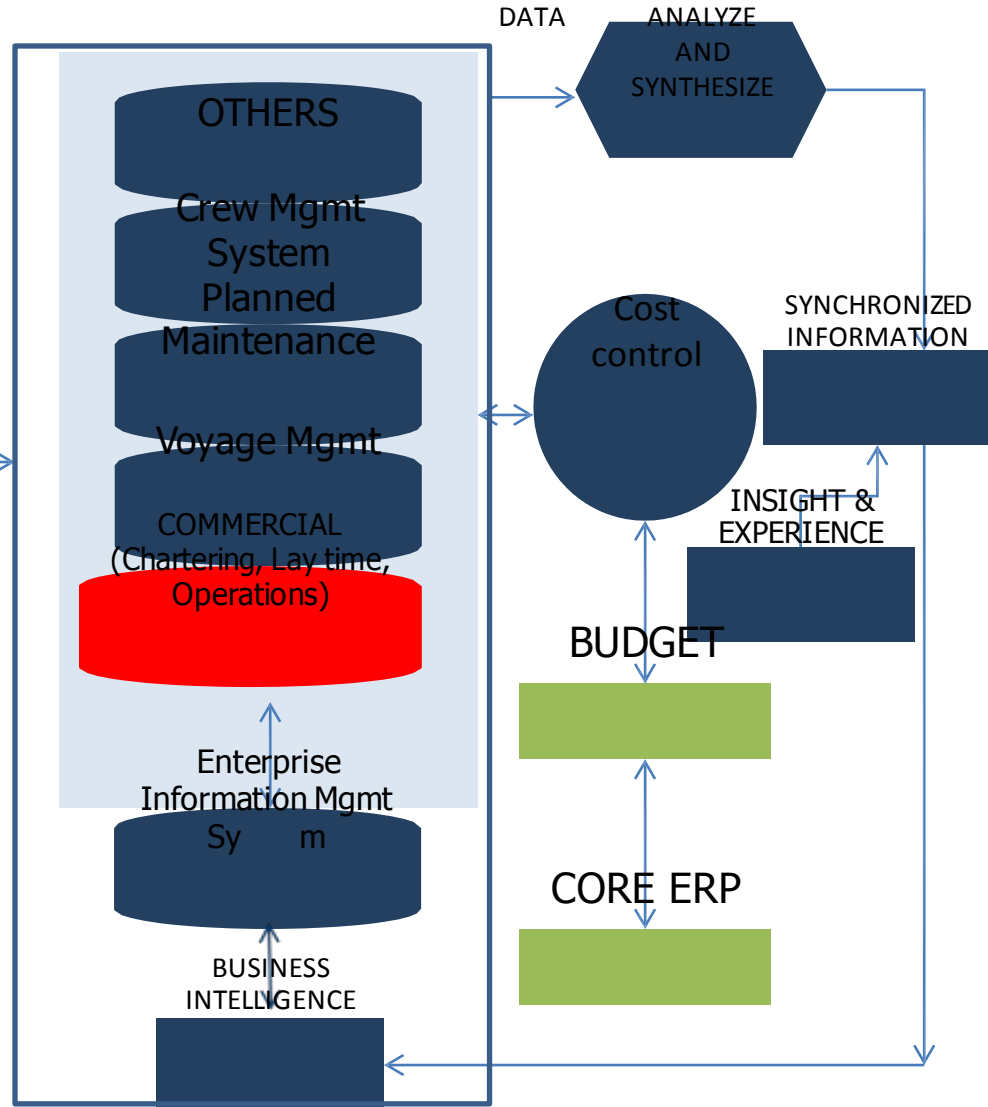
Mr. Kailashnath is a Marine Engineer. He has also obtained a Bachelors degree in Mechanical Engineering. He has over 15 years of industry experience including stints as Senior General Manager of Fleet Support with Mari-Time Solutions, technical management and safety matters for various types of vessel. He was the Fleet Quality Manager for Tanker and Dry Cargo vessels with A.P. Moller Singapore and was later heading the Technical Management for the Container Fleet. His acute sense of observation into details, makes him a valued consultant.

INTEGRATED ERP

VESSELS



SHORE



Maritime Advisory



Why we?



Because:

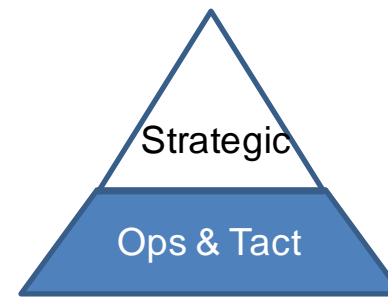
- We offer proven functionality tried and tested at leading shipping companies – tankers, dry bulk, project cargo, shipyards, ports and terminals and more.
- A tailor made intelligent web based computer solution which caters to entire spectrum of business with 360 degree view at a very competitive price based on existing ERP suit customizations
- We have hundred years of domain and IT experience in house
- We address to bottom line through Model based optimization:
 - Optimizing officer hiring structure, seamless and hassle wage calculations, appraisals, so on
 - Optimizing ship maintenance – off hires, inventory control, efficient and necessary maintenance
 - Optimizing ship-shore document management for safety documents, daily reporting, so on
 - Optimizing differential maintenance cost, dry docking, vendor purchases
 - Optimizing environmental impact, fuel efficiency calculations
 - Optimizing relative performances of resources

Customers



PORT	SHIPPING
Labuan Port Malaysia	AET Group Singapore
	A. P. Moller Singapore
	Thome Ship Management Philippines
Krishnapatnam Port, India	Inco Ships Pty Ltd, Australia
	SE Shipping Lines Singapore
	NDSQ & NKOM Qatar
Mongla Port Bangladesh (As advisory role)	TORM A/S, Denmark (As Advisory role)
	Global Ship Lease

Benefits

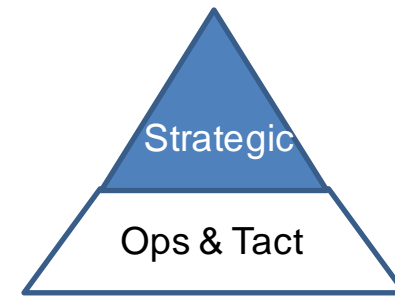


Operational and tactical:

- Reduction of Technical off hire
- Identifying components with high MTBF / MTBR (Mean time between failures and Mean time between repairs)
- Efficiency of planned repairs
- Optimal spares, Identifying costly maintenance items & Store consumptions
- Eradication of redundancy in spares and stores
- Employing correct officers and list of 'Not to be employed officers'
- On board / leave / standby wages (Seniority, Bonus, allowances and so on) and correct documentations (like timely reminders for expiry of COC, DOC and so on)
- Slop Chest / Radio account and Just in time slop chest supply at most optimal port
- Appraisal and subsequent training cost
- Travel / Agency cost during sign on / off

Benefits

Strategic:

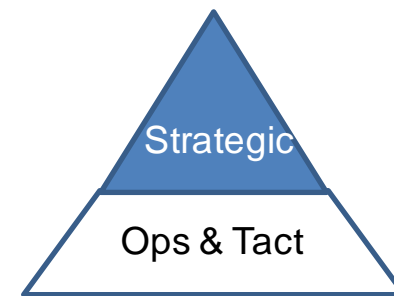


- Achieving economic elasticity with decision supporting system
- Analysis of technical efficiency and rate of return on investments
- Cost benefit analysis of ships and fleet
- Key services ratio optimizations
- Preparing for future smart ship maintenance and risk avoidance
- Socio economic value optimization
- Optimization of environmental impact
- We bring you unique software solutions that ensure ROI in less than a year.
(From our experience a fleet of 50 vessels with our optimization can increase savings between 5 to 10 % . But more exact figure can be determined after a thorough study of existing processes.)

Strategic Cornerstones



No	Dimension	Specification
1	Utilization	Off Hire
		Lay Time
		Vessel Idle time
		Fuel Consumption Ratios
		Crew Engagement Ratio
2	Efficiency	Cost per MT per NM
		Revenue Vs Cost per day
		Maintenance Cost/ Budget
3	KPI	Lost Time Injury Frequency
		Officer Retention Rate, Experience Rate, more..
		Emissions, Vetting Deficiencies, more..



Implementation Process



- Phased implementation
- Integration with existing processes
- Aligning to exact fit of clients' requirement
- Import existing data to solution
- Training for the users
- Uninterrupted services (remote) over phone / remote desktop management
- Providing advisory service if required by the client
- Knowledge sharing at all time

Ship Commercial & Technical Software Portfolio



- Voyage Planner
- Voyage Manager
- Lay time Calculator
- Vessel Monitoring/
Tracking
- Invoicing & Statement of
Accounts, Contract of
Affreightment
- Logical Intelligence Test System
- Marine Personnel Manager
- Advanced Planned Maintenance System
- Voyage Reporting
- Vessel Inspection System
- Vessel Position Monitor
- Emission Calculator
- Vendor Management
- Shipping KPI Management & Maritime
Dashboard
- Tanker Scheduler System
- Safety Document Management System
- Marine Risk Management System

You're in expert hands

ESQUIRE INFOLAB SYSTEMS PVT. LTD.

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Bhubaneswar - 751002 (INDIA)

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