



esquireTM
move on.....

Total business system solution

Company Profile



*Be not afraid of growing slowly; be afraid only of standing still.
Keep moving on.*

Capt. Debabrat Mishra

(Chief Executive Officer)

www.esquire.co.in

OUR SOLUTIONS

- ❖ **HUMAN RESOURCE MANAGEMENT SYSTEM**
(Employee record, E-Leave, Perf. Mgmt, LI Test, HR e-Handbook)
- ❖ **PREFIXTURE**
- ❖ **POSTFIXTURE**
- ❖ **CONSIGNMENT TRACKER**
- ❖ **CREW MANAGEMENT SYSTEM**
- ❖ **INTELLIGENT FLEET MAINTENANCE**
- ❖ **VOYAGE REPORTING**
- ❖ **VOYAGE MANAGEMENT SYSTEM**
- ❖ **VESSEL INSPECTION SYSTEM**
- ❖ **VESSEL POSITION MONITOR**
- ❖ **PORT & TERMINAL MANAGEMENT (PORT MANAGER)**
- ❖ **ENTERPRISE DOCUMENT AND INFORMATION MANAGEMENT SYSTEM** (with FORM ENGINE, Document Control and exhaustive Reporting)
- ❖ **CBT on PRINCIPLES OF NAVIGATION**
- ❖ **EMBEDDED SYSTEMS, EMISSION CALCULATOR, SHIPPING KPI MANAGEMENT, MORE...**

Overview

REGD.	:	Since 2007
INVESTMENT	:	Private Limited
LOCATION	:	Bhubaneswar / Mumbai / Hong Kong
PRESENCE	:	Capable of Global Delivery Anywhere
RECOGNITION	:	ISO 9001:2008 Certified
FOCUS AREA	:	Maritime & Shipping Industry/ Ports
TRUST	:	Registered with STPI (INDIA); Lloyd's Directory (UK); Shippers

Services

SOFTWARE APPLICATION DEVELOPMENT & SUPPORT
MANAGED SERVICES(HARDWARE & NETWORKING,SOFTWARE)
SYSTEM INTEGRATION & AUTOMATION
CONSULTING – IT/ITeS & MARITIME INDUSTRY
iPHONE & MOBILE APPLICATIONS
GIS/MAP BASED & GEO FENCING APPLICATIONS
EMBEDDED SOFTWARE & ELECTRONIC DATA CAPTURE

Maritime Consulting

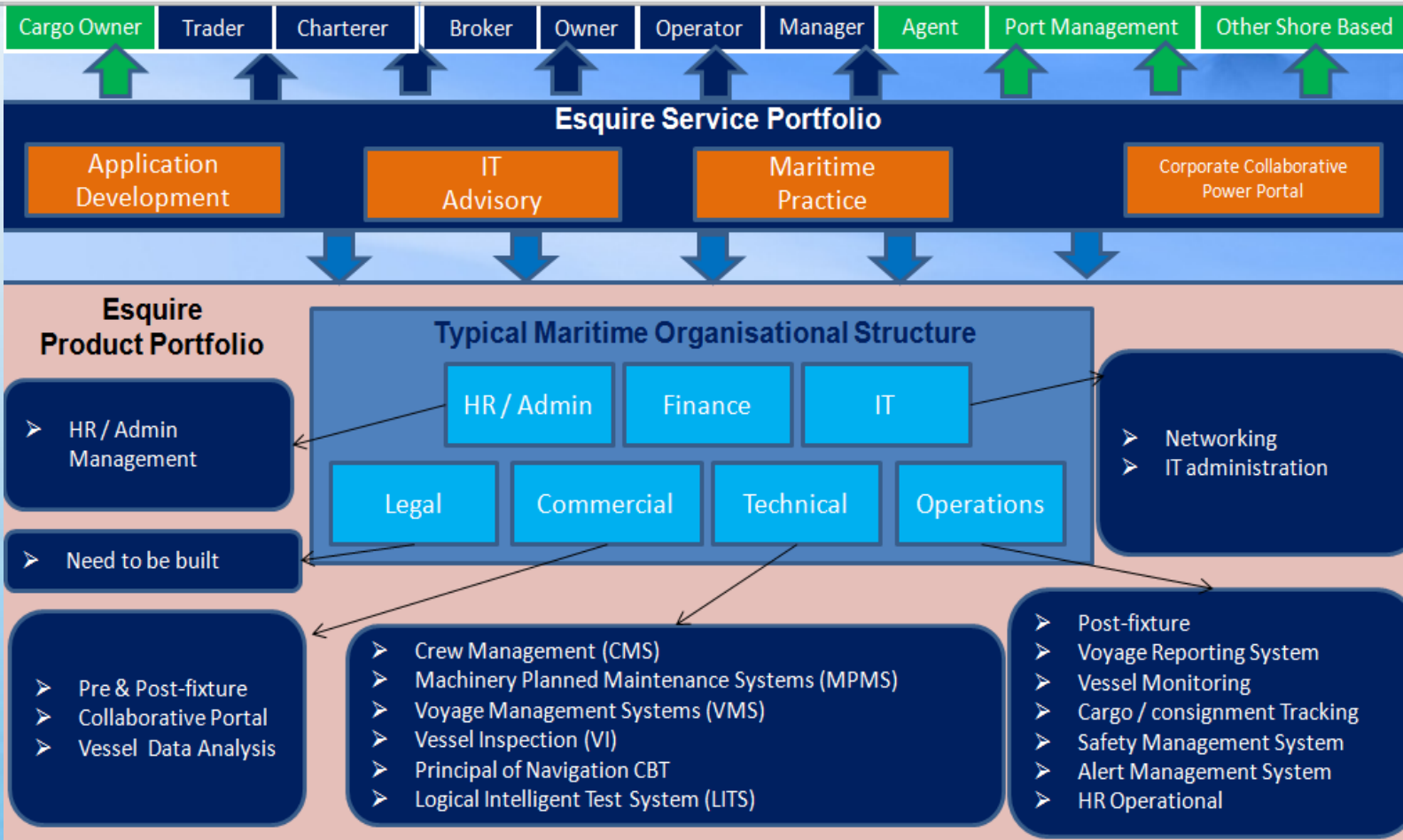
Shipping Software Solutions

Maritime Industry
Practice

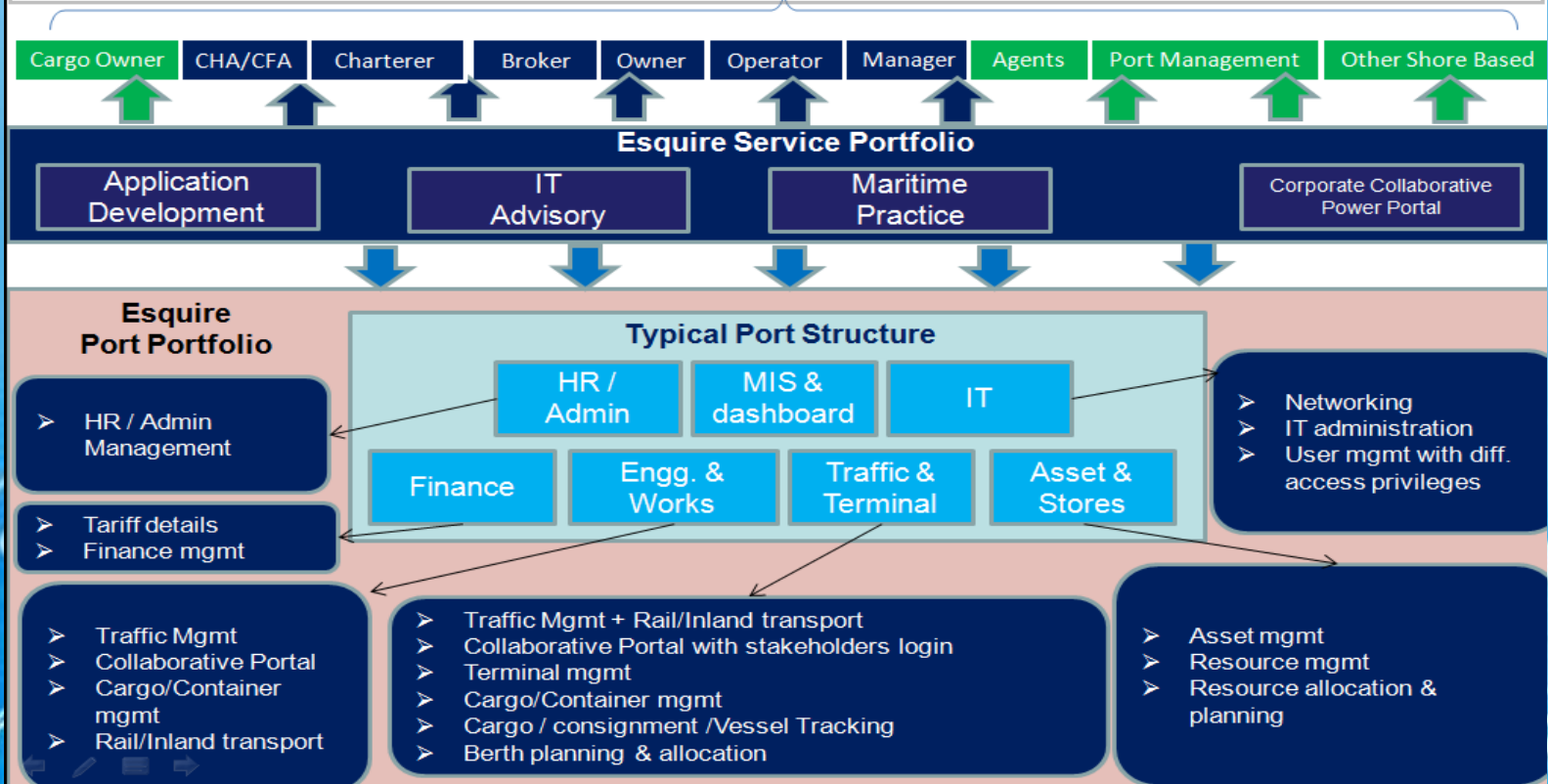
Port & Terminal Management
System

Maritime Business Optimization

ESQUIRE PORTFOLIO



ESQUIRE PORT AND TERMINAL MANAGEMENT BOUQUET



MARITIME CONSULTING



SERVICE NAME	SERVICE DESCRIPTION
Operational	
Surveys, Inspections & related services	Conduct pre-purchase inspections, safety & quality reviews, condition surveys, new building / dry dock onsite supervision, lay-up and conversion consultancy, ship breaking & technical management consultancy
Operational & Commercial Reviews	Review budgeting, planning, purchase & procurement, materials management, maintenance arrangements, voyage management, regulatory compliance, performance measurement, new building plans & dry docking, Competency management, long term crew recruitment planning, crew assignment planning, customer value chain management, KPI/SPI (Shipping Performance Indicators)
Tactical	
Organisational Structure Review	Help balance staffing model, increase pro-active management, develop flexible skills, accelerate decision making & speed of response, improve functional integration, improve management of organisational & cultural change, optimise performance reporting & appraisal, staff development, knowledge management
Performance Improvement Review	Conduct cost optimization & value creation reviews to identify opportunities to improve performance e.g., fleet performance evaluation & optimization
EA & Core Process Improvement	Conduct Enterprise Architecture and core process reviews to identify opportunities to improve the economy, efficiency and effectiveness of governance mechanisms, policies, core processes, standard operating procedures and the flow of information between functions and departments
Programme, Project, Value, Risk Management	Review portfolio, programme & project Spend profiles, project & financial performance statistics, Assess & improve the effectiveness of existing portfolio, programme, project, risk & value management approach's & techniques

Strategic

Maritime Strategy & Planning	Review the current approach to strategic , tactical and operational planning and determine improvement opportunities. Contribute maritime business and technology insights to help refine and develop strategy
Business & Technology Alignment Services	Review the alignment of Technology with business strategic, tactical and operational needs, assess fitness for purpose of existing systems and data management approaches, reporting and business intelligence needs, Review disaster management and business continuity planning (BCP) approaches & plans
Maritime M&A & Restructuring	Provide IT & operational due diligence, integration planning & synergy realisation, exit readiness assessments, separation planning and execution. Provide restructuring services for distressed organisations.
Financial Securities Review	Conduct review of existing portfolio management approach, assess appropriateness of banker hedging techniques, review the approach to selling and purchasing of vessels, and the use of swap arrangements

CASE STUDY:

A leading product tanker and dry bulk shipping company with more than 160 vessels had sound cash flow and revenues. However, due to operational inefficiency and age old processes, it was incurring a sizable loss in spite of strong cash flows. The management had already hired a renowned management consulting firm to analyze and propose methods for correction of existing processes and thereby optimizing cost to increase profitability.

CHALLENGE: The management wanted few scenarios and new process models for increasing operational efficiency and profits. The company wanted a solution without spending more time or money, as the already hired consultancy services didn't give them any value.

RESPONSE: Esquire teamed up with ex-industry leading professionals and analysts from maritime industry and did a short two week study of the organization as well as studied the analysis and suggestions submitted earlier by the renowned consultants. We did a basic GAP and SWOT analysis.

ADVISORY: Three scenarios/options and process models for optimizing their technical operations along with organizational restructuring, backed by assumed real time costs and comparisons. Apart from that, a blue print for restructuring their IT infrastructure and MIS for real time, seamless data communication.

OUTCOME: The Company was very satisfied with the multiple options and models to choose from, which gave the management free hand in changing the organization for good. Also, they got value adding, Information technology consulting services with no extra fees paid.

SHIPPING SOFTWARE SOLUTIONS

TECHNICAL

- Fleet Personnel Mgmt
- Fleet Machinery Maintenance
- Voyaging/ Voyage Reporting
- Purchasing & Stores
- Inventory Control
- Technical Budgeting & Cost Control
- Performance & Payroll

COMMERCIAL

- Prefixture (Voyage Estimator)
- Post Fixture (Operations & accounting)
- Laytime Calculator
- Vessel Monitoring/Tracking
- Logistics & Scheduling
- Invoicing

SAFETY & DOCUMENT MGMT

- Safety Mgmt
- Risk Mgmt
- Enterprise Information Mgmt
(Documents/Forms Work Flow, Dashboard)
- Vessel Inspection

ADMINISTRATION

- Human Resource Mgmt
- Online Leave Mgmt
- Online Performance Assessment
- Enterprise Document Mgmt/ E-Library
- Online Test/Exam System
- Insurance Mgmt
- Task Vision/Work mgmt

CASE STUDY:

Singapore based ship owners, managing and chartering ships. 'On-board' crew management, ship maintenance, daily noon reporting and other data were received at the corporate office via fragmented 'excel' files and normal mail messages, which was hindering efficient marine / fleet operations. Creation of various 'Arrival', 'Departure' related port papers, Custom and IMO forms, keeping track of crew over-time / expenses on board vessels, managing constant maintenance like oiling, greasing, cleaning, routine check-ups, spare part inventory, reporting, also took a chunk of floating staff's time, who were otherwise hard pressed. The existing maintenance, crew, voyage, safety management and fixture management systems were fragmented and lacked seamless information exchange between offices and vessels.

CHALLENGE: The management wanted to upgrade the existing communication and IT infrastructure to have a single login system integrated with all departments, offices and ships which will enable seamless data flow, avoid multiple data entry, cut communication time and cost as well as avoid data anomaly. It was also decided that existing stable software and applications to continue without any makeover.

RESPONSE: Esquire went down to the offices, few vessels and studied the existing systems and processes in place, and came out with a detailed requirement study report showcasing a new upgraded infrastructure. The entire systems were then built up as a modular package for each process and department, along with integrating existing applications on one platform. Single login platform with plug and play modules were able to work alone or in sync. with peripheral systems.

OUTCOME: The Company was very satisfied with the multiple options and models to choose from, which gave the management free hand in changing the organization for good. Also, they got value adding, Information technology consulting services with no extra fees paid.

Few of our clients

- ✓ AMERICAN EAGLE TANKERS, SINGAPORE
- ✓ NORTH EAST GROUP, DENMARK
- ✓ INCO SHIPS PTY LTD., AUSTRALIA
- ✓ DPML BERHAD CORP., LABUAN PORT
- ✓ NAKILAT-KEPPEL OFFSHORE & MARINE LTD
- ✓ NAKILAT DAMEN SHIPYARDS, QATAR
- ✓ MARI-TIME SOLUTIONS (S) PTE. LTD
- ✓ SE SHIPPING LINES PTE. LTD
- ✓ TITAN PETROCHEMICALS GROUP LIMITED
- ✓ A.P. MOLLER SINGAPORE PTE. LTD
- ✓ GLOBAL SHIP LEASE

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