# Case: Pre-fixture

## BACKGROUND

**Client:** *Singapore based maritime company, owning & chartering ships.*

Maritime companies' major operations or activity is transporting cargo from one port to another. Now, since this cargo is huge and the cost of operations being huge, it is necessary to analyze if the voyage will be a profitable or loss making one before actually going for it. And, the entire organization's business efficiency or competence depends on this preplanning analysis.

## CHALLENGE

1. Calculating the entire pre-fixture taking into account all the parameters, like real time Bunker price, Vessel details, weather forecasting, port rotation, cargo details, freight charges, port charges, Laden speed, etc.. to get the assumed profit/loss.
2. Comparative analysis of various parameters(i.e. Bunker price Vs Profit) was not possible
3. Integrating all the users throughout the globe (Since, we may not get 24x7 internet Connectivity everywhere, at all times)
4. Integrating vessel monitoring system into the application for better understanding of port Rotation & analysis.

## RESPONSE

ESQUIRE INFOLAB SYSTEMS has designed and developed an intelligent application called Pre-fixture using .Net with SQL Server 2008 / SQLlite / Oracle 10g for both WEB & WINDOW (Standalone) applications to run in a local system as well as INTERNET environment, with local &/ centralized databases.

*This system has the ability to synchronize with the master database whenever connected to the internet(for Windows version). Moreover, auto updater is preinstalled into the software, and while opening the application, an user can update the latest version of Pre-fixture into his/her system if connected to internet (whenever an update is available from the source code)

*AUTOMATION

## OUTCOME

1. Effective planning & decision making
2. Monte-Carlo simulation & real time bunker price gives better freight price fixing
3. All the pre-fixtures created by any user, anywhere in the world can be checked & tracked
4. Port rotation is better taken care, by using GIS based map viewer
5. Quick decision making was in place with the help of real time vessel monitoring system
6. Instant hard copy pre-fixture report could be obtained for documentation
7. Window version user data can be converted to XML files and automatically integrated to the central database using low bandwidths, where internet connectivity is costly/difficult

## SCOPE

This application can be universally implemented in any Chartering/maritime organization. It has been thoroughly designed & developed to cater to the MIS & business decision needs of the commercial wings of charterers/ship managers/ ship operators around the globe.