

Report on the Development and Impact of the "CQ Operator" Feature

Executive Summary

This report provides an overview of the development and impact of the "CQ Operator" feature, which was funded by "Den Danske Maritime Fond" in 2022. CleanQuote, a digital, maritime platform dedicated to streamlining vessel cleaning operations, successfully utilized the grant loan to develop and code this innovative feature. The "CQ Operator" feature has significantly enhanced the efficiency and effectiveness of vessel cleaning processes, resulting in a positive impact on the maritime industry. This report outlines the background, objectives, project details, and outcomes of this endeavor.

Background

The global maritime industry comprises approximately 12,000 dry bulk carriers and 13,000 oil/chemical tankers. These vessels require thorough cleaning of their cargo holds when transitioning from carrying one type of cargo to another. This cleaning operation typically occurs 2-4 times per year per vessel, involving various chemicals, processes, and equipment, depending on the cargo and its characteristics. Traditionally, procurement of cleaning services for cargo holds has been conducted through telephone calls or email correspondence.

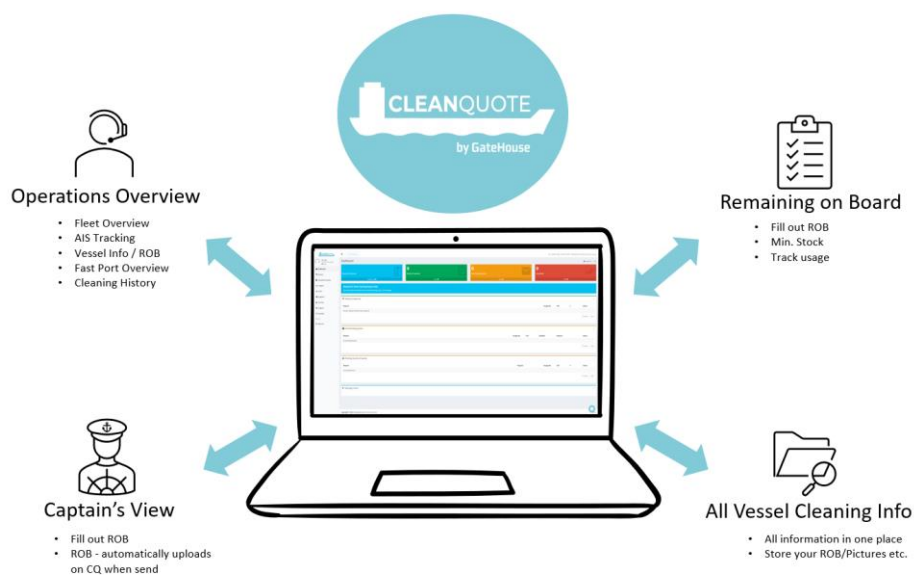
CleanQuote's platform initially allowed shipping companies to request cleaning service quotes from suppliers at ports worldwide, optimizing pricing transparency. The growing demand from CleanQuote's extensive customer base prompted the development of the "CQ Operator" feature to facilitate the comprehensive management of cleaning operations directly from the platform.



Project Details

The "CQ Operator" project aimed to enhance the operational efficiency and oversight of shipping companies by centralizing and automating various aspects of cleaning operations. Key project components include:

1. **Fleet Upload:** Enabling shipping companies to upload their entire fleet onto the CleanQuote platform, providing a 100% overview of all vessels.
2. **Remaining on Board list (ROB):** Initiating cleaning processes through the ROB list, which is sent to the vessel's captain. The captain then responds with the current inventory of cleaning supplies on board and any requirements for the next cleaning. The ROB list is now automatically updated and stored for each specific vessel.
3. **AIS Integration:** Integrating the Automatic Identification System (AIS) to track vessel movements. This feature allows operators to receive alerts for cleaning orders if a vessel is at risk of delays, ensuring timely cleaning.
4. **ETA Algorithms:** Calculating order deadlines using Estimated Time of Arrival (ETA) algorithms, which consider factors such as travel time, land delivery, traffic, and weather conditions.
5. **Environmental Impact Tracking:** Monitoring the use of environmentally friendly vs. harmful chemicals, providing shipping companies with an emissions record.



Results

The "CQ Operator" feature has produced significant benefits for the maritime industry:

1. **Time Optimization:** By digitalizing and automating the procurement process, including ROB lists, inventory alerts, and AIS-based cleaning alerts, shipping companies can minimize layover times in ports.

2. **Cost Reduction:** The platform eliminates over-purchasing and waste, reducing costs for shipping companies.
3. **Environmental Sustainability:** By tracking the use (and over use) of chemicals, the platform contributes to reducing the maritime industry's environmental footprint, meeting a demand from shipping companies for greater sustainability.

Impact

The implementation of the "CQ Operator" feature has resulted in tangible benefits for CleanQuote and its customers. Currently, six major customers are utilizing the new subscription-based feature. Vessel operators now have the capability to create digital ROB lists, leading to increased efficiency and reduced downtime. By focusing on both cost and time optimization, CleanQuote has successfully addressed two critical challenges faced by the maritime industry.

Conclusion

The "CQ Operator" feature, developed with the support of Den Danske Maritime Fond, has significantly improved the efficiency and sustainability of vessel cleaning operations within the maritime industry. CleanQuote's commitment to innovation and dedication to addressing industry-specific challenges has led to the successful implementation of this feature, benefitting both the company and its customers. The CQ Operator feature is now a solid part of our combined offering and today the specific feature is being used on more than 400 vessels worldwide.

We express our gratitude to Den Danske Maritime Fond for its valuable contribution in making this project a reality. The "CQ Operator" feature exemplifies the positive impact that strategic investments in technology can have on an industry, and we look forward to continued collaboration and growth.

Sincerely,

Lasse Ekdahl
CPO & Co-Founder
CleanQuote