



**An Ocean of Expertise**

**7<sup>th</sup> Tanker Operator Conference  
Athens**

# The Schulte Group

## General

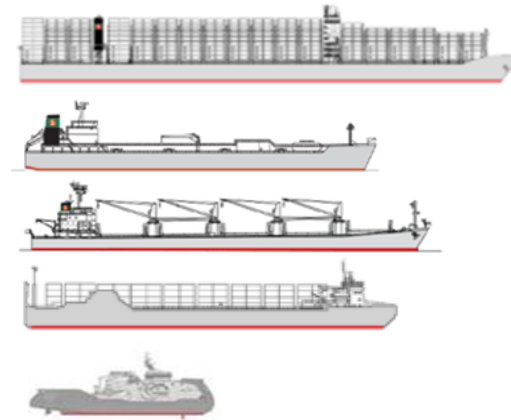
- Ⓢ 100% German family-owned company, based in Hamburg
- Ⓢ Over 130 years of shipping experience
- Ⓢ Offices in all major shipping locations

## Owned and co-owned Vessels

- Ⓢ 50 container ships ranging from 1,000 to 9,400 TEU
- Ⓢ 29 tankers ranging from 3,000 to 115,000 dwt
- Ⓢ 11 bulkers ranging from 33,500 to 57,000 dwt
- Ⓢ 2 con/ro vessels with 7,300 dwt
- Ⓢ 2 service operation vessels (SOVs)

## Four Primary Business Areas

- Ⓢ Ship owning
- Ⓢ Ship management
- Ⓢ Newbuilding and conversion supervision
- Ⓢ Value Added Services



# Bernhard Schulte Shipmanagement

Alongside comprehensive Shipmanagement services, BSM offers a suite of complementary maritime solutions that are customised to meet individual client requirements.



**Trusted partner**

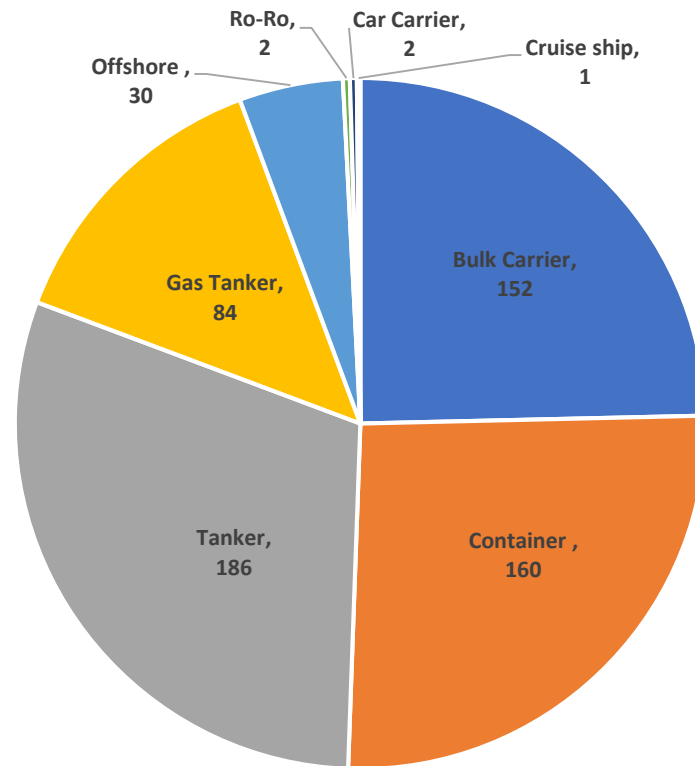
**Flexible maritime solutions provider**

**Transparent**



# Fleet Profile

**BSM presently manages 617 vessels globally**



- Bulk Carrier
- Container
- Tanker
- Gas Tanker
- Offshore
- Ro-Ro
- Car Carrier
- Cruise ship

**(April 2018)**

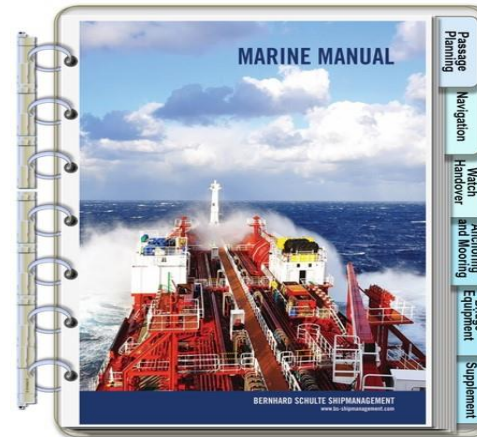
# Reducing Paperwork

Revising administration – Such as manuals and procedures

From the old.....



To the new.....



# Clarity

## Before:

Procedure manuscripts must be carefully designed by the authors taking great care not to make the text too difficult to understand or unnecessary complex to be interpreted by the user.

Text that is written in a complicated manner by the authors will consequently be equally more demanding to comprehend by the end user.

To obtain better compliance, the text must therefore be written in a more user-friendly and understandable manner by the manuscript writers and editors.

**76 words**

## After:

Make text clear and easy to understand.

User-friendly procedures improve compliance.

**11 words**

### Manuals presently in Use

**Marine Manual**


**Technical Operations Manual**

**Emergency Response Manual**

**Behaviour Based Safety Manual**


**Shore Based Incident Investigation Manual**

# Uniformity

**Document Design Procedures** 

**INTRODUCTION:**  
Use this procedure to design documents with procedures.

**Requirement:**  
Get all changes approved before distribution.

**Anchoring Procedures** 

**Preparation - Forecastle**

**Warning!**  
*Brake failure may seriously injure crew  
Standby windlass, stand clear of chain*

- 1) Do tool box talk
- 5) Establish communication
- 6) Clear both anchors
  - a) Engage windlass gear
  - b) Clear spurling and hawse pipes
  - c) Clear chain compressor and lashings
  - d) Open brake and walk anchor out
  - e) Close brake and take windlass out of gear

■ ■ Completed ■ ■

**Heaving and Securing**

	Initial
1) Pre-departure checklist .....	Completed <input type="checkbox"/>
2) All relevant personnel .....	Informed <input type="checkbox"/>
3) Anchors sighted and clear .....	Confirmed <input type="checkbox"/>
4) Anchor equipment secured .....	Confirmed <input type="checkbox"/>
5) Navigation lights and shapes .....	Displayed <input type="checkbox"/>
▶▶ Record checklist completed in deck log book	

Introduction

Warning

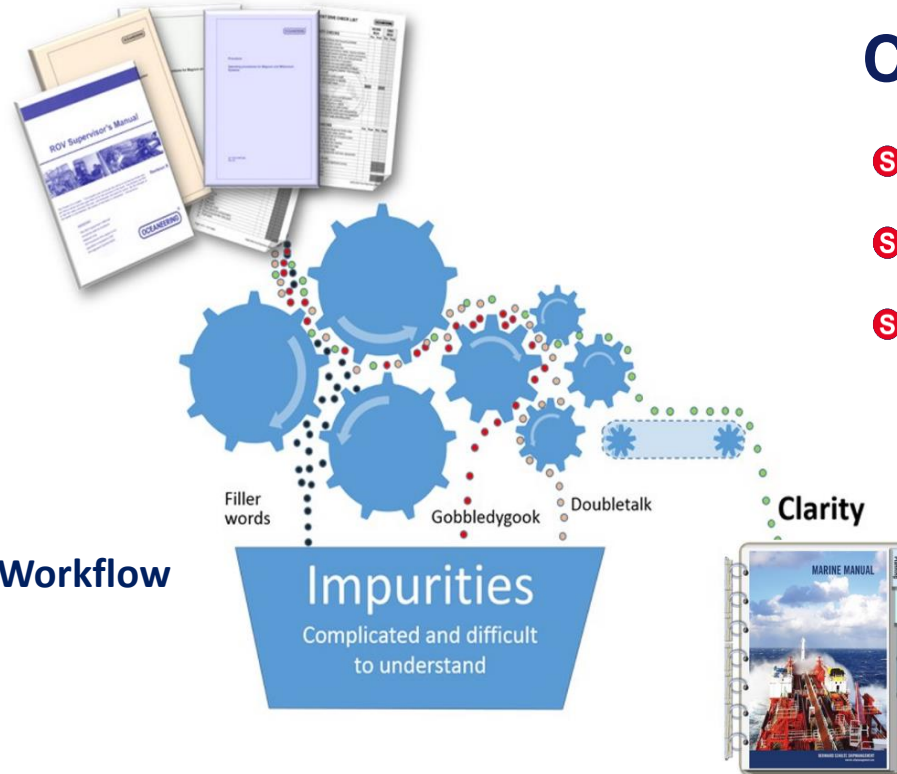
Procedure

Checklist

# Administrative change

## Advantages

- Ⓢ Clarity
- Ⓢ Organisation
- Ⓢ Environmental
- Ⓢ Cost saving
- Ⓢ Integration
- Ⓢ Streamlined & Faster Workflow



## Challenges

- Ⓢ Knowledge capture
- Ⓢ Training
- Ⓢ Implementation
  - Ⓢ Time
  - Ⓢ Expense
  - Ⓢ Expertise development



# Digitalisation



## Software and Technological Development



# Enterprise Resource Planning (ERP)



## ERP Modules (Mariapps Marine Solutions)

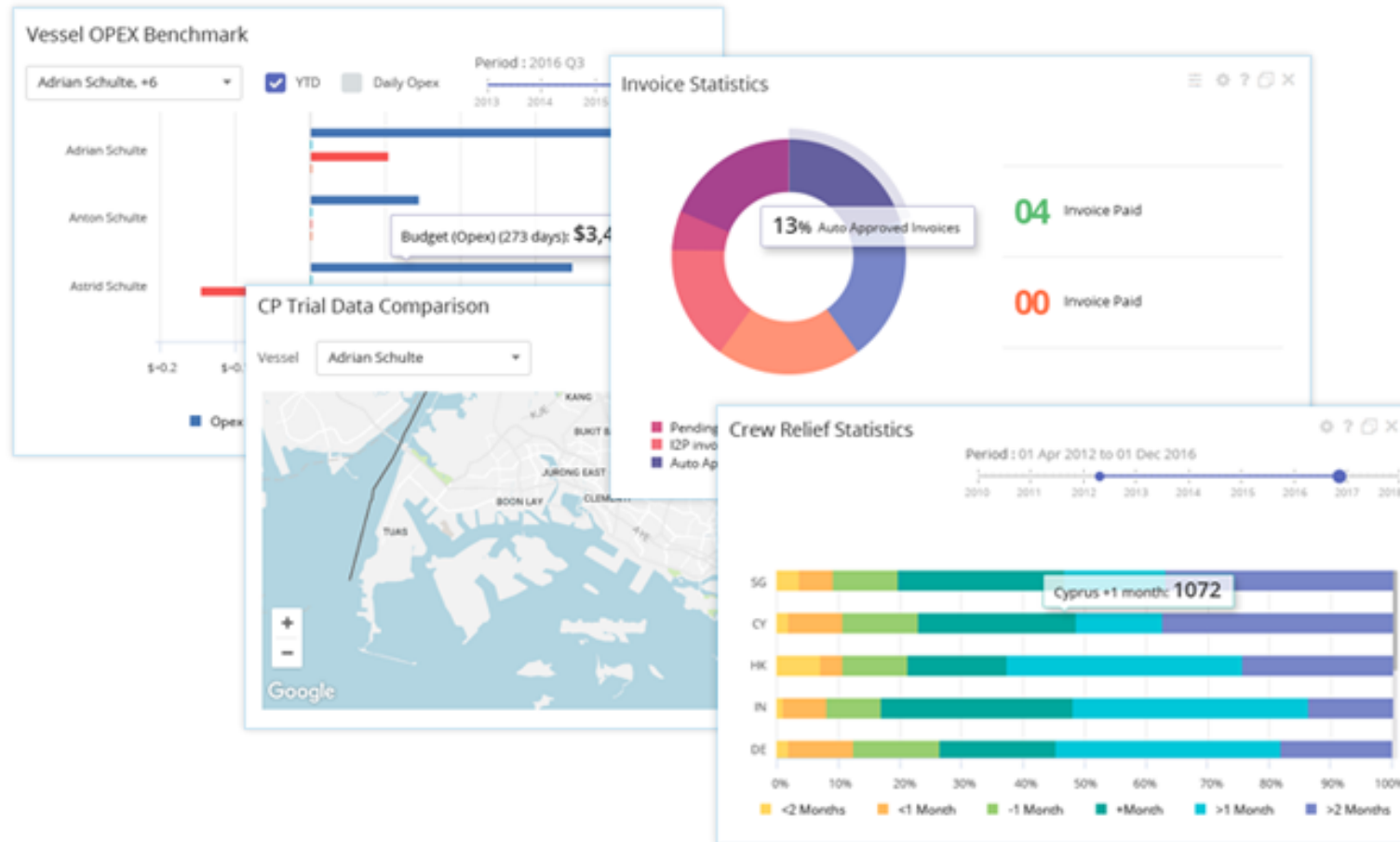


- Intuitive, improved workflows.
- Accessibility (Mobile & Cloud)
- Faster, centralised data access
- Lessened possibility of error
- Alerts  
(vessel monitoring systems & due tasks)
- Improved transparency  
(ship to shore and with external clients)



# Transparency through online data access

Real time access to operational, financial and crewing information



- Accessibility (Mobile & Cloud)
- Improved transparency

# Seafarer Support



- View Planned voyages, scheduled trainings, and provide date of availability
- Travel documents – e-tickets, contract letters, joining letter, etc.
- Allotments, detailed pay slips, incidental expenses via secure personal log in
- Chat with crewing department, update local contact details, full documents download, with expired highlighted.
- Alerts and notices: can also send customised alerts like IMO rule changes.





[www.bs-shipmanagement.com](http://www.bs-shipmanagement.com)