EFFICIENSEA
2.0 GETTING CONNECTED

EfficienSea2 Conference:

GETTING CONNECTED TO THE FUTURE

8-9 November 2016

How the Maritime Cloud becomes sustainable…
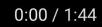
How the Maritime Cloud becomes sustainable…

Demonstrate value to key stakeholders

What value, which stakeholders

Stakeholders, easy…   Just about everyone!

Value…   Much more complex and diverse

    Safety

    Protection of marine environment

    Increased efficiency… lowering the administrative burden…
        making things cheaper

    Making new businesses

How do you measure it? How do you make a cost-benefit analysis?

We still need…

A business model

A governance model

The IMO model

LRIT model

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CIRM

BIMCO

INTERNATIONAL CHAMBER OF SHIPPING

IMO

The Maritime Cloud Foundation

Service providers   Authorities   Port operators   Mariners   VTS   Ship owners

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Service providers

VTS   Authorities

Ship owners

Mariners

Service providers

Ship owners

Mariners

Authorities

Port operators

Creating revenue

From getting connected to the ID registry

Registering services in the service register

Fee for commercial services

These matters are

Extremely important... Crusial

Not extremely time critical