Shiptech

TRANSFORM BUNKER FUEL MANAGEMENT AND TURN DATA INTO MEANINGFUL INSIGHTS

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Shiptech – Game Changing Technology for Bunker Buyers

Shiptech, Inatech's end-to-end fuel management platform is built on the latest technology and designed to deliver the insights shipping companies need, to make informed procurement decisions based on fuel price, quality, compatibility and availability. Its comprehensive range of applications gives buyers the tools to plan earlier, negotiate more effectively, handle new fuels (0.5%) by fully automating and optimizing the fuel management process.

Shiptech's Response to Industry Challenges

Increased regulation, a wide array of new fuels and new entrants are disrupting today's traditional marine fuel marketplace. To thrive in this fast paced market operators need to rethink how, where, and when to buy fuel. Shiptech transforms existing fuel procurement processes and turns data into meaningful insights so operators can react quickly to changing market conditions.

Industry Challenges	Shiptech's Response
Transforming bunker buying to handle regulated markets	○ Automate processes and deliver insights through advanced analytics improving planning and negotiation. ○ Handle multiple product types and new fuels from HSFO, LSFO, VLSFO (0.5%), ULSFO (0.1%), IFO, sludge and additives. ○ Integrate with vessel management, laboratories, surveyors and accounting systems improving efficiency.
Addressing market volatility	○ Compare suppliers via fuel price analytics. ○ Minimize operational and counterparty risk by understanding each supplier's services and products better.
Securing high quality and compatible fuels	○ Benchmark suppliers and monitor their performance, claims record and lab results. ○ Track energy content to maintain the highest fuel quality.
Ensuring compliance	○ Set up best practice workflows and robust auditing systems managing compliance and reducing operational error.
Maximizing cash flow and available capital	○ Improve purchasing power via historical transactions analysis. ○ Speed up dispute resolution through effective claims management. ○ Improve cash forecast and cash management with advanced treasury reports.
Analyzing market conditions before making decisions	○ Add Smart Trader - Inatech's sophisticated pre-deal analysis and decision support platform to create a comprehensive and powerful energy management solution.

Fuel Procurement - Support Spot & Contract Buying

- Handle HSFO, IFO, VLSFO, ULSFO, MGO, MDO and additives.
- Extensive negotiation process with sellers.
- View and manage vessel schedule.
- Record Bunker Delivery Note (BDN).
- Record lab results against spec values.

Energy Procurement - Evaluate Quotation using Calorific Value

- Calculate the calculated carbon aromaticity index (CCAI), price per energy and total cost of ownership (TCO).
- Compare and highlight the best offer for each product based on the calorific value.
- Easily access energy parameters when negotiating.

Contract Management & Planning - Optimize Contracts Utilization

- Create and manage fixed and formula price term contracts.
- Auto calculate formula prices thought our price evaluation engine.
- Plan contract purchases in advance.

Counterparty & Invoice Management - Know Your Supplier

- Supplier directory – create & manage suppliers.
- Benchmark suppliers on price and quality.
- Rate each supplier's performance through the supplier rating app.
- Initiate and track claims to resolution.
- Reconcile orders, deliveries and invoices.

Powerful BI - Drive Insights from Data

- Negotiate with latest analytics such as avg. price drop, win rate.
- Access the full data set available in Shiptech.
- Access ready to use advanced reports and dashboards.
- Build and publish custom reports and dashboards.

Shiptech also features:

- Seller Portal – Receive quotations online.
- Sludge Management.
- Automated Notifications and Alerts.
- Document Management.
- Integration and interaction with market data, vessel, surveyors, labs and agent.
- Integration with Smart Trader - Inatech's pre deal analysis platform.

About Inatech

Inatech is a leading global provider of intelligent cloud-based energy trading risk management (ETRM) and fuel management software to the physical oil trading and marine industries. Part of Glencore's oil division, Inatech combines best-of-breed cloud technologies with in-depth industry expertise to enable companies to integrate, automate and optimize business processes, driving efficiency and revenue growth. Inatech's customers benefit from an international delivery model that provides the competitive edge needed to thrive in today's dynamic markets.