

4th TRADING IN U.S. WATERS

“Future Trends and Innovations in the Maritime Sector”

& Shark Tank Event

creative CODE



ORGANIZERS



IN COOPERATION



WITH THE SUPPORT



SHIPPINGInsight's SHARK TANK

A Competition of Innovative U.S. Maritime Technologies

U.S. new technology groups pitch their advanced solutions to pre-eminent "Sharks" and the global Posidonia audience

Burmester & Vogel's Demurrage AI Co-Pilot

Evangelos L. Efstathiou, CEO

Burmester & Vogel (BV) stands as the leading provider of maritime software, pioneering the AI revolution in laytime and demurrage. BV's advanced solutions streamline the complex, manually intensive processes inherent in commodity trading and vessel chartering. Trusted by over 150 global commodity traders and vessel charterers, BV's innovative products calculate demurrage for over one billion tons of cargo annually. Since our inception in 1983, BV has remained dedicated to optimizing maritime logistics, ensuring seamless operations and enhanced efficiency in global trade. With a commitment to innovation and excellence, BV continues to drive the digital transformation of the maritime industry, enabling clients to save time, mitigate risks, and capture demurrage P&L effortlessly. <https://burmester-vogel.com/>

Port Medical Management's SeaCalm

Dean Crassas, President and Pam Kern, LCSW

Port Medical Management, established in 2005, has been the trusted partner for ship owners, agents, and P&I insurers seeking full-service healthcare solutions for sick or injured seafarers. With extensive experience in handling tens of thousands of medical cases and a profound understanding of the shipping industry, we provide unparalleled comprehensive case management. Headquartered in Houston, Texas, we collaborate with reputable medical providers across all major US ports, ensuring expedited care while maintaining cost containment.

Currently, Port Medical Management leads the forefront in addressing seafarers' mental health concerns. Our dedication has led to the development of SeaCalm, a scientifically crafted program designed to identify, monitor, and address the unique mental health challenges faced by seafarers.

<https://portmedical.net/>

Homer LLC

Samantha Weckesser, Founder and Chief Systems Designer

Each year, 80% of global commerce is sustained by millions of cargo containers that sail through the maritime transportation system. However, not all shipments are properly managed with about 25% of serious incidents onboard cargo ships being attributed to misdeclared hazmat, which can create problems such as environmental catastrophes, billions of dollars in damages, and the loss of life. In less severe cases, dangerous material can leak and cause shipment postponement, delays at the port, as well as detainment, demurrage, and repackaging expenses. Homer, LLC leverages historical data and machine learning to proactively determine high risk cargo before it sets sail to inform and improve risk mitigation strategies. Homer, LLC has also developed an algorithm to predict which containers will likely fail inspection for regulatory agencies such as the United States Coast Guard. U.S.C.G. Sector NY has implemented the rationale behind the algorithm and has found three times more deficient containers compared to previous inspection methods which indicates a major efficiency improvement as inspectors can now prioritize and inspect the most dangerous containers faster than before.

ShipSafe

Sahil Andrews Chand, Founder and CEO

See, Know, and Secure IT/OT, IoT Devices on-board your fleet ShipSafe CyberSuite ensures IoT and OT devices connecting to vessel's network are secure and protected against cyberattacks that can infect your extended business and disrupt supply chains.

ShipSafe automatically discovers every connected device and collects comprehensive data on each. See granular details, such as manufacturer, model, version, operating system, location, applications, IP and MAC address, reputation, username, software, behavior, connections, risk factors, and more. View devices by type, such as all physical security devices or all network cameras. Drill down to view specific devices by model and version. Or view devices on specific VLANs or subnets. ShipSafe also decodes more than 100 devices and industry-specific protocols for analyzing the application-level behavior of each device. Our machine learning engine classifies each device based on its type and business function. The platform also performs application-based discovery by looking at the software applications that use IoT devices as sensors, then following the path from the application to the specific devices. This provides additional information about configuration, usage, performance, and device relationships. <https://shipsafesuite.com/>

Calcarea

Pierre Forin, Co-Founder

Calcarea uses limestone-based reactors onboard ships to decarbonize their exhaust and safely and permanently store the carbon in the ocean as slightly saltier water while the ship is underway. Our process provides the shipping industry with more CO2 storage options without unintended consequences on the marine environment. www.calcarea.com

TankerWise

Katherine Mattikow, Founder and CEO

A novel application of artificial intelligence for liquid cargo loading and discharge operations.

SHIPPINGInsight

ShippingInsight is the fleet optimization and innovation platform for shipping, specializing in bringing industry and technology together to solve maritime challenges. One of its signatures is its popular **SHARK TANK** where new technologies pitch their products and services to a panel of shipowner/investor Sharks. Nearly 80% of the new technologies featured in the **SHARK TANK** have been picked up for either investment or trial. www.shippinginsight.com