



# Human & Machine Intelligence Together

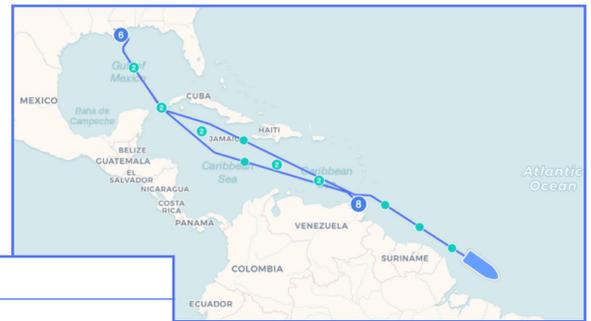
Delivering focused client value from advanced analyses based in naval architecture and marine engineering.

It's not just about having the data—it's also about what you do with it.

Shipping companies have access to many different sources of data, but it can be difficult to turn that information into action. The main challenge for any software company is to help customers find actionable decisions that increase profitability.

That's why, in addition to our software platform, Nautilus has created an Insights team to work alongside our customers and find ways to impact the bottom line.

The Insights team uses Nautilus Platform alongside our clients to ensure that we're recommending the best possible decisions.



Vessel
Departure
Arrival Port
Departure Port
Arrival Date
Voyage Days
Average Speed Over Ground
Type of Optimization
Total Fuel Consumed
Daily Fuel Consumption
Nautilus Labs Report Analyst
Client Success Manager



Pictured: Pieces of a Voyage Optimization Report

Your commercial and technical personnel are focused on safety and fulfilment. To support them in these goals, enlist the Nautilus Insights

team to achieve the next layer of data analysis for voyage, leg, and equipment optimization.



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Shipping companies have access to many different sources of data, but it can be difficult to turn that information into a desired outcome. A major challenge for our clients is taking quick, meaningful, and decisive action to increase profitability among different data

systems and sources. The Insights team uses Nautilus Platform alongside our clients to ensure that we are supporting them in their decisions—for the outcomes that are most important to their teams and businesses.



Nautilus provides us real-time insights into the impact of vessel operations and voyage management decisions, enabling us to continuously optimize our fleet.

**Mark Endall**

Fleet Performance Manager, Teekay LNG

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## Mini Case Study

Nautilus conducted a voyage optimization for a tanker vessel within our client fleet, saving more than 40 MT of fuel over the course of 14 days. While underway, Nautilus deployed daily RPM recommendations containing the optimal engine speed for the vessel to maximize voyage TCE. These recommendations included factors such as weather, draft, ETA, and daily operating costs; and provided the client with \$20,000 of net profit uplift.

## Insights Team

Nautilus Insights team is available to all Nautilus Platform clients and users.

### **Nautilus Insights team services:**

- Recommendations to operators and masters
  - Outcome-based optimizations for voyages, legs, and onboard equipment
  - Continuous research and development to uncover new savings
  - Reporting support for consumption, emissions, and charter party agreements
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