

# SINGAPORE

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## Singapore: A maritime tech hub

Japan and Singapore are actively guiding companies throughout their digitalization journeys

The bond shared by Japan and Singapore was strengthened during the COVID-19 pandemic through cooperation in science, innovation and green technologies and has enabled both nations to address key challenges and create new opportunities.

"The digital market is expected to expand rapidly, especially in Asia," said Jun Yamazaki, Japan's ambassador to Singapore. "We are looking forward to making further contributions to the digital field in ASEAN member states through the utilization of know-how and technologies available to us."

Tan Beng Tee, executive di-



**Jun Yamazaki, Ambassador of Japan to Singapore**

rector of the Singapore Maritime Foundation, said, "As global

trends such as sustainability and technology accelerate the transformation of the maritime sector, there is much that Singapore and Japan can do together to co-create a greener future for shipping."

Eiji Hisatomi, managing director of the Japan External Trade Organization's Singapore office, noted, "Japan is supporting ASEAN members in their efforts to reduce carbon dioxide emissions, and the strengths of Japanese companies can provide technologies tailored to the economic realities of ASEAN members." ♦

Read the full interview at: [bit.ly/SGJP-bridges](http://bit.ly/SGJP-bridges)

## Solverminds: A trusted technology and innovation partner

"Our early Japanese clients labeled our first collaboration 'the dream project,'" shared Ritesh Sood, managing director and co-founder of SVM Solutions and Technologies Pte. Ltd. — Solverminds.

Solverminds is a leading global technology company serving the maritime industry since 2003.

As customer needs and goals continue to evolve, Solverminds is driven to provide data and process-driven solutions, technology, analytics, consulting and research and development to deliver successful projects of the highest standard.

"We wanted to deliver solutions based on end-to-end industry knowledge and established Solverminds to address



**Ritesh Sood, Managing Director and Co-Founder of SVM Solutions and Technologies**

the issues from a compliance

and environment, social and corporate governance (ESG) approach," Sood explained.

"Applying this approach to the day-to-day processes leads the ship's management to function as centers of excellence."

Sood is a master mariner with more than 20 years' experience working with Japanese maritime companies. He co-founded Solverminds' Singapore operations in 2017 to address the need for the shipping industry to improve compliance and transparency.

Solvermind's MACK (Managing Content and Knowledge) is a cloud-based digital ship-management solution that won Singapore Business Review's prestigious Technology Excellence Award last year.

The data-driven decision-making system provides a holistic approach to ship management by delivering best industry practices and enhancing cross-functional relationships between ship- and shore-based staff.

"Our customers and seafarers have played important roles by contributing to the continued improvement of our innovative technology solutions," Sood shared.

Solverminds' Zenith platform complements MACK by enabling ship owners and ship-management companies to accurately identify performance risks, leading to better-informed management decisions.

NYK Group, K Line Energy Ship Management, and many

other prominent Japanese companies have already put their trust in Solverminds' solutions to help them achieve their corporate ESG and digitalization goals for ship management.

"Rather than providing one standard solution, we work as technology and innovation partners and empower management to ensure the successful digital transformation of their businesses," Sood said.

"We will continue to support international maritime companies and assist them with their compliance, transparency, automation and analytical objectives." ♦

[www.solverminds.sg](http://www.solverminds.sg)



## OSM Asia: 'It's all about people'

OSM is a leading ship management company providing high-quality service solutions for the global maritime and offshore industries.

"We have great people, it's all about people after all in OSM" shared Simona Toma, managing director of OSM Asia.

"Our dedicated and highly skilled workforce comes from diverse backgrounds and provides the best solutions for our customers and partners. The ingredients for a great service in our view include a competent organization at shore and onboard, robust processes, transparency and the right tools."

With a sailing background, Simona has been active in the maritime industry since 2006 and



**Simona Toma, Managing Director of OSM Asia**

holds a master's degree in maritime law and a bachelor's degree in naval engineering and navigation.

"As part of the OSM Maritime Group, we leverage the group's strengths. These include offering our

clients access to our global network and our large managed fleet equipped with the latest technologies. We are a leading group in our industry, but at the same time we are willing to tailor-make solutions to meet our customers' expectations. Our global setup demonstrated in practice that even during the pandemic we can safeguard the business continuity for our customers' vessels."

OSM focuses on technical management and crew management services. Safety and reliability are critical aspects of everyday operations, and strategic partnerships allow the company to take care of assets and deliver optimum operational results.

"We cooperate closely

with a number of Japanese companies within the maritime and offshore segments and our focus is to further expand our ship management services," Toma said.

"By embracing digitalization, we are transforming our decision-making and driving sustainability. Our recently established 'OSM Green' initiative enables us to focus on the important milestones ahead, as an industry and as a company. The right knowledge, skills and technology ensure our employees, seafarers and shore organization make a difference."

**Singapore**

"With our largest ship management setup here, Singapore is a strategic hub for us and gives us

access to partners across the APAC (Asia-Pacific) region."

"Singapore is an important base for maritime talent and as we emerge from the pandemic, we are seeing a much more collaborative approach from industry partners. Moving forward, the pandemic has taught us to come together and work as partners to the benefit of the industry and our people," Toma concluded. ♦

[www.osm.no](http://www.osm.no)



## The future of maritime digitalization — iO3

The maritime industry is riding the wave of innovative technologies and iO3 is helping to drive digital transformation.

"Key decisions are becoming more data-driven and innovations are increasing operational efficiency, reducing carbon footprints across all sectors and improving ship connectivity," explained Kenny Koh, chief executive officer of iO3 Pte. Ltd.

According to Koh, many vessels have to integrate and manage multiple software applications in a low-bandwidth connectivity environment.

Furthermore, the maritime industry is vulnerable to cyberattacks as industry players increase their use of interconnectivity and new technology.

The company offers JARVISS (Just A Really Very Intelligent System) as a main



**Kenny Koh, CEO of iO3**

network device solution for vessels. JARVISS' data acceleration technology integrates a suite of services and third-party software while providing high-data throughput, low latency and optimized video applications.

"Our solutions allow ship managers and operators to survey conditions and troubleshoot remotely in real time, all of which leads to reduced operational cost," Koh said.

"We monitor ship performance and aggregate data to provide intelligent outcomes to help our clients make better decisions."

Last year iO3 was selected to be the maritime digital solutions partner for K Line Ship Management Singapore (KLSM).

In addition to providing information technology maintenance for KLSM's fleet, iO3 will deliver a suite of maritime digital solutions.

These include V.Sion smart glasses with first-view, real-time augmented reality remote videoconferencing, and V.Sight, a camera surveil-

lance and video analytics solution that detects accidents, falls, smoke and even intrusions into restricted areas.

"Our journey with KLSM has been enjoyable — we push boundaries, test new technologies and share the same vision," Koh said.

By introducing advanced technologies and promoting efficiency, iO3's development team is rolling out exciting, cost-effective and practical solutions.

"As we continue to strengthen our technical capabilities, we intend to expand the iO3 network across Asia," Koh concluded. ♦

[www.iO3.sg](http://www.iO3.sg)

