

## Enhancing Fleet Performance Management using Big Data Analytics



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Mr. Kaushik Kumar Seal looks after Business Development, Marketing and Sales in the SEAP region for niche Maritime solutions service lines like Concept Advisory, Hydrodynamics, Lifecycle Management, Mechanical & Systems Engineering, Noise & Vibration, Safety/Risk & Reliability, Shipping Advisory, Structures and Energy Consumption Optimisation Solutions. He is responsible for Profit and Loss for the Digital Solutions and Innovation unit of DNV GL Maritime for the SEAP region. He coordinates sales effort in the SEAP countries with a network of Facilitators and responsible for the training and upgradation of skills of the Facilitators. Liaising with the various Maritime Regulatory Authorities, viz. MPA (The Maritime and Port Authority of Singapore), PSA (the Port of Singapore Authority) and SSA (Singapore Shipping Association), with respect to Maritime Advisory solutions. He also assists the R & D ECO Research Centre in Singapore with Maritime Domain expertise.

Prior to 2014, he was Head of GL Systems Certification and Head of GL Academy in South Asia. Before joining GL, he was the Vice President (Technical) with Aquarius Services, a Ship Surveyor, Lead Auditor & Global Lead Tutor with Lloyd's Register, Country Manager-India with ABS Quality Evaluations, Quality Manager with Applied Research International-Simulations and a sailing Chief Engineer with Great Eastern Shipping Company. He is a Fellow of the Institute of Marine Engineers and a Chartered Engineer with the Institution of Engineers in India. With over 30 years of Industry Experience, his daily dose of fresh ideas at work stems from the philosophy that 'Enjoy what you do and Do what you Enjoy'!"

**Abstract**

Every maritime asset, every maritime system is producing a wealth of data. The challenge is to unlock that data, to get it out of its silo and turn it into a productive asset in its own right. But how can openness be balanced with quality, security and control? The maritime industry is looking to boost their profitability and explore new business models through digitalization. However, companies are increasingly recognizing the need to overcome data quality issues and manage the ownership, security, sharing and use of data. To facilitate friction-less connections between different industry players, domain experts and data scientists, DNV GL has launched a industry data platform. As an independent technical assurance and classification/verification company, DNV GL already manages an enormous amounts of asset and industry data on behalf of many different maritime stakeholders and data owners. By combining our asset data and other data with your data we can unlock data silos and provide a friction-less, quality assured data market place that releases the value in data. Owing to their potential for a major transformation and disruption of current businesses, digitalization and advanced data analytics are among the top priorities for all industries, including shipping. While shipping has access to a greater volume of data than ever before, it faces challenges assessing its potential. This is mainly due to data arriving from disparate streams, in dissimilar formats and at varying speeds and quality. In light of these challenges, companies are increasingly building their strategies around digitalization opportunities. They are encouraging operation, fleet management and commercial departments Creating value from data in shipping DNV GL is trying to innovate and explore opportunities for driving cost efficiencies and new revenue streams through digitalization.