

## **Integrated operations: ABB's digital transformation for the maritime industry**

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Mr. Richard Windischhofer, Ph.D, Senior Vice President, Business Development and Integrated Operations

Richard is responsible for business development and integrated operations within ABB's marine and ports business unit. With his background in electronic commerce, change leadership and service management, Richard's role has been to develop and manage the integrated operations and support the digital transformation of the business.

Mr. Mike Lepisto, Senior Vice President, Vessel Information and Control

He is heading the Vessel Information and Control of ABB's marine and ports business unit. With his background in engineering automation and system technology and experience from the passenger and cargo segment, his role is to develop the next generation marine software and analytics to support the transition towards more autonomous operation of the vessel

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### **Abstract:**

The previously conservative maritime industry is now tapping into possibilities of connectivity and digitalization due to improved satellite coverage and cloud computing. Owners and operators are increasingly looking for suppliers that offer remote trouble shooting, performance monitoring and condition-based maintenance. This allows operating the fleet at lower fuel and maintenance cost, while improving crew, passenger, and cargo safety and productivity. In order to facilitate the change, ABB is adding sensors and software to system deliveries on board the vessels; improving data transfer storage and analysis of the data. Our service centers now start utilizing the information to support the customers in emergency situations, in maintenance planning and in helping to optimize the ship operations. The future fleet will be better connected to the owners' shore side technical department, and to ABB's technical departments – by having access to the same information and monitoring systems. We call this way of operating Integrated Operations. Combining the new technologies with our traditional on-call and maintenance services will enable us to be part of our customers' daily operations and make better decisions together. Because the vessels become more complex, the ship owners will want to simplify how they manage their fleet. By working with ABB, our customers get package that is integrated from office to propeller – provided by a partner with strong domain knowledge. This way of operating will enable us and our customers to take first steps towards autonomous shipping.