

## IHS Maritime Sea-web™ Benchmark Module Help





#### Sea-web<sup>TM</sup> - New Benchmark Module

We are pleased to announce a brand new service to Sea-web's product suite.

Sea-web Benchmark, in partnership with Marine Benchmark, is a new service available for undertaking essential analysis of key performance indicators for ships, fleets, global shipping segments and geographical trading areas.

#### Why Sea-web Benchmark?

- For **Operational Efficiency**: Use invaluable data to benchmark your ship/fleets performance against other vessels in the same segment
- For Competitive Edge: Identify trading patterns of various ships in the segment
- · For Identifying Market Trends: Identify age profiles in the segments
- For **Leverage Negotiations**: Using a ships average speed, time still, distance and trading area information when in time chartering

Use **Sea-web Benchmark** data and analysis as the ultimate benchmark tool for your ship, fleet, company and market segment analysis.



In partnership with Marine Benchmark



## Sea-web<sup>TM</sup> - What Benchmark can do for you

Sea-web Benchmark provides invaluable insight to Ship Owners, Ship managers, Charterers, Brokers, Traders, Cargo Owners and many more maritime specialists requiring essential analysis and trending of global trading areas and fleet performance.

Who uses the service?	How?
Ship Owners/Ship managers	<ul> <li>Analysis of own ship's against competitors or segment in distance made, average speed and time moving, to gain a competitive edge and insight into your vs. competitors/global ship operations.</li> <li>Analyze competitors vs. segments geographical movements to understand competitor/segment global trading pattern and movements.</li> <li>Own/competitor vs. segment age profile of existing fleet incl. ships in order and percentage in order of existing fleet.</li> </ul>
Charterers/Brokers	<ul> <li>All benefits stated for ship managers and owners</li> <li>Evaluate owner stated speed and distance information in Time charter negotiations.</li> <li>Segments geographical reallocation against previous months in a six month trend.</li> </ul>
Ship yard & Equipment Suppliers	Slow steaming - identify customers vessel with reduced speed profile, for offering conversion services and products.
Cargo Owners	<ul> <li>Understand speed and time utilization of segment used for cargo owners transport.</li> <li>Understand geographical movements of segments to understand supply of tonnage vs. demand in a six month trend.</li> </ul>



### **Sea-web**<sup>TM</sup> Benchmark Features and Benefits

Sea-web Benchmark data can be accessed from a ship, company and Benchmark segment sections.

Benchmark Data	Feature/Benefit
Ship record	<ul> <li>Compare a ships operational performance within its segment</li> <li>Follow slow steaming trends for customers and/or competitors.</li> <li>Have confidence using IHS Maritime's accurate and reliable data essential when entering time charter negotiations and to benchmark with competing ships.</li> </ul>
Company Record	<ul> <li>Identify changing trends in a companies operational patterns from ship type, size, fleet sum and orderbook.</li> <li>Identify risk and investment opportunities ensuring you make structured day to day business decisions.</li> </ul>
Overview	<ul> <li>Comparison of ship type segments, giving you a snapshot of movements data</li> <li>Easily compare the data</li> </ul>
Operation Analysis	<ul> <li>Identify seasonal changes in a segments operations and overall movement performance.</li> <li>Easily compare segments.</li> <li>Identify trends vital in reducing operational costs, fuel consumption and improving operational efficiency.</li> </ul>
Trading Area Analysis	<ul> <li>Monitor global fleet positions to follow and understand seasonal changes and unexpected repositioning trends for each ship type/size in segment providing invaluable insight to help you make critical business decisions.</li> </ul>
Top Companies Analysis	<ul> <li>See top performers and market share across segments.</li> <li>Identify increases and decreases in a companies maritime activities per segment.</li> </ul>
Age Profile Analysis	<ul> <li>Follow development of ship type/size segments regarding age profile and order book:</li> <li>Provides an accurate monthly picture of existing fleet and current order book as a world fleet balance sheet for end of last month.</li> <li>Follow order book against existing fleet to understand and identify newbuilding trends.</li> </ul>



#### Sea-web<sup>TM</sup> Benchmark - How to access

A subscription is required to Sea-web core system and Sea-web Benchmark module.

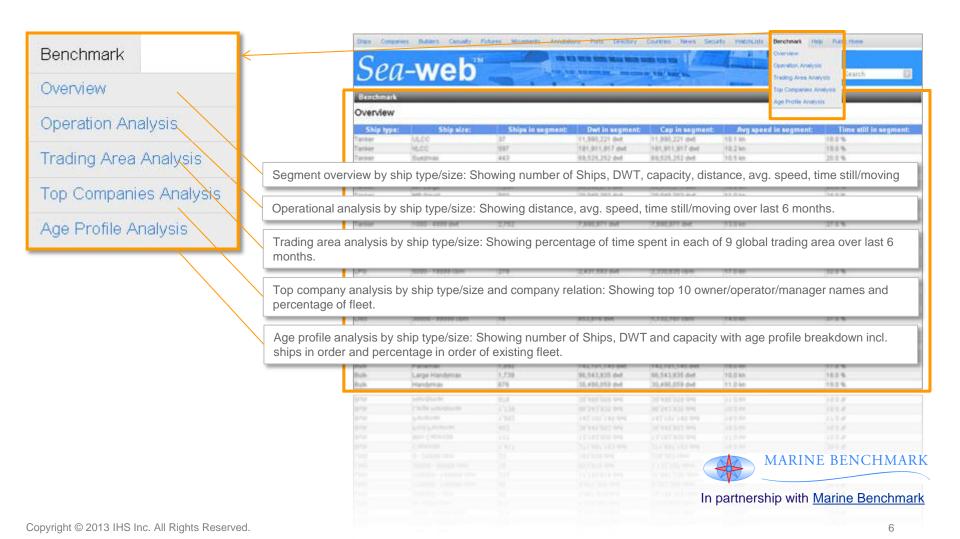
The Benchmark data is accessible via three areas of Sea-web:

- Ship record
- Companies record
- Benchmark drop down link on the main menu





#### Sea-web Benchmark



# IHS Maritime **Sea-web**™

The ultimate reference tool for Maritime Professionals

Sea-web<sup>™</sup> provides invaluable data researched, verified and collated by IHS Maritime's experts

#### **Comprehensive information on:**

Ships, Ship owners & Ship Builders, Ports & Terminals, Maritime companies, Latest Maritime News & Analysis, Security, Fixtures, Movements, Casualties, Distance Tables, Company Credit Reports, Port disbursements, Autowatch and Benchmark



#### IHS **Maritime** Sea-web™ Benchmark

If you have any questions regarding the product please do not hesitate to contact us at:

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We welcome your feedback to help with future developments.

