



# CAPTAIN'S TABLE 2021

www.captainstable.hk

APPLY NOW

***Our partners are looking for solutions to the following industry problems. Can your start-up solve these? If so, it is time to apply! Please see [www.captainstable.hk](http://www.captainstable.hk) for full details***

## **1. Connectivity**

Proper connectivity onboard a ship will drive digitisation within shipping through real time data transfer and analysis. However, the cost of connectivity and limited sensor solutions is preventing the maritime industry from fully taking advantage of the internet of things.

*Our partners are looking for solutions to enhance data connectivity between ship and shore, in a secure and cost-effective manner.*

## **2. Platform based training**

Competence of crew and officers is a key obligation of a shipowner under charterparties. It is also a critical aspect of safe transport. However, the demand for efficient discharging and unloading operations, as well as Maritime Labour Conventions, has resulted in limited time for knowledge transfer between incoming and disembarking new, and for on-going training for crew. Further, as the next generation of seafaring professions start joining the ranks, fit for purpose training systems targeted at the next generation need to be implemented.

*Our partners are looking for innovative, interactive learning management solutions to facilitate training onboard ships.*

## **3. Mental health and wellness of crew**

A 2019 study by the International Transport Workers' Federation Seafarers Trust and Yale University found "significantly higher" prevalence of depression in seafarers: 25%, compared with 6% among the general German population. The study found 17% of seafarers had anxiety and 20% had suicidal thoughts. The COVID-19 pandemic has enhanced this problem. However, there is no hard data to determine causes or actual numbers, making the problem a hard one to solve.

Crew are the engine of our industry and the mental health and wellness of every single seafarer is paramount.

*Our partners are seeking solutions to assist them in proactively monitoring mental health and wellness of crew onboard ships so that early intervention is possible. Solutions should ideally be practical to use and implement, connect to a mobile interface, with reliable connectivity between ship and shore.*

#### **4. Streamlining procurement workflow management**

Procurement in most shipping companies is time consuming and paper intensive. A single procurement activity could take a month to conclude, with most of the work being labour intensive, non-value add activities.

*Our partners are looking for a SaaS solution to streamline and centralise procurement workflow management activities in an efficient and effective manner.*

#### **5. Regulatory database**

The maritime industry is an international industry governed at the state, national and international levels. If there is one thing that is certain, with the growing importance of decarbonisation, more regulations will be imposed on the industry. Unfortunately, Stakeholders within the industry have a hard time keeping track of the regulatory updates which impact their internationally trading fleet.

*Our partners are looking for a solution to assist them in navigating the global regulatory landscape from ship design to operations. The solution should function not only as a database but also a training system in regulations.*

#### **6. Decarbonisation and environment.**

The decarbonisation problem needs no introduction. What you measure, you manage. But this is easier said than done. The industry has been focusing on measurement and reporting for emissions during a voyage but shipowners are also concerned about emissions in their own upstream supply chain, and how to off-set those emissions. In this category, our partners are looking for solutions in the following areas:

- i. A solution to assist them in collecting data and measuring the full impact of their supply chain emissions from raw material to building of the ship.*
- ii. A solution to reduce reliance on plastic as dunnage, packaging, or material of choice within the industry. Solutions can range from alternative material to more affordable recycling solutions.*
- iii. A carbon trading platform for the maritime industry.*

[APPLY NOW](#)

[Or please contact: enquiries@captainstable.hk](mailto:enquiries@captainstable.hk)  
[Youngprofessionals.shipping@gmail.com](mailto:Youngprofessionals.shipping@gmail.com)