

People Tech Maritime drives the maritime industry forward, further and faster, in its use of data and digital technology, by addressing technology in a people centric way.

So many times we have heard people say that the hard part about the technology is the people part of it. So, we put the people part first.

Our main topics are AI / analytics, advances in software, vessel performance and cybersecurity. We look at technologies from the perspectives of many groups of people, including crew, the IT department, office staff and senior management.

If you provide digital and data related services and products to the maritime industry, we offer an unbeatable pathway to engage with potential customers about what you can do.

This includes sponsored speaking slots at our events, other event sponsorships, sponsored webinars, event sponsorship and advertising in our pdf magazine and newsletter.

We run events in Bergen, Athens, Oslo and Hamburg, publish a magazine five times a year with in-depth reports from our events, run regular webinars and have a weekly newsletter.

We did six events in 2025-26 year and 10 webinars.

Our e-mail newsletter is sent to 10,000 people and typically gets 6,000 opens. We have 2,250 LinkedIn followers.

Sponsors of our 2025-26 events included Danelec, Navtor, Ulysses Systems, Manta Marine Technologies, BASSnet, Dialog, Navarino, Marlink, Marpoint, Metis, Weathernews, Nortech.ai, Navirego, Tilla Technologies and Globetech.

To build support from shipping company IT and vessel performance professionals over 2026-27, we plan campaigns to improve maritime industry competency with LLMs, improving robustness of vessel performance data, improving robustness of ship-shore data communications, and improve use of high quality software products. All these factors have big multiplier effects, in terms of improving operating efficiency, safety, environmental performance and crew wellbeing.

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OUR SPECIAL CAMPAIGNS FOR 2026-7

1) Developing Maritime LLM competency (DEMALCO)

Large language models (LLMs) may be the most important digital technology in shipping since the internet and the satellite phone.

Yet the industry has not yet developed much ability to use them in ways a shipowner or senior manager might care about. For example, avoiding accidents and expensive mistakes, improving operational and vessel efficiency, passing vetting inspections.

What they do so far for us is write emails and reports, run chatbots and write code. It is probably just scratching the surface of what they are capable of in shipping.

It is becoming clear that shipping companies will need their own people with competency in LLMs. You probably can't just purchase a LLM as part of a software package.

Our Developing Maritime LLM Competency program will explore what this competency looks like, how it might be demonstrated and assessed, so shipping companies can recruit people with the competencies they need.

These LLM competent people will advise the company on what tools may help, choose tools, put systems together, and lead the company's LLM projects.

It will have four levels - awareness, tools selection, integration and leadership.

As you develop your LLM competency, you assess which level you have reached. If you apply for a job which wants someone at a certain level, you can be externally assessed about whether you reach it as part of the application process.

We plan to build participation from both shipping companies and IT / technical managers through our 2026-27 events and webinars, with a first webinar on June 11, 2026.

2) Robust vessel performance data

Getting robust vessel performance data continues to be a major challenge for vessel performance managers.

We often hear crew feel they are asked to spend too much time manually reporting data, including entering the same data into multiple systems.



OUR SPECIAL CAMPAIGNS FOR 2026-7

Shipping companies are moving towards gathering data with sensors. But then they face challenges with sensors which are faulty and badly calibrated, and also the challenge of asking crew to do checks and change settings.

There are solutions here, such as having multiple sensors and comparing their data using digital tools, to spot where they are going wrong, and remove faulty data. Or working with an outside company which specialises in getting quality performance data.

If we could have robust vessel performance data, it would become much easier to make better decisions about vessel performance.

3) Better shipboard software - linked to better ship-shore communications

LLM based tools, advanced training tools, tools which minimise the effort required to do reporting, tools which spot mistakes before they happen. Better integration between different tools, perhaps cloud hosted. There's lots of great ideas for digital tools for seafarers, and a big challenge getting them in use.

Having reliable, (probably) low latency satcoms, suitable for accessing cloud services from ships, could make a big difference. This may involve a network of different LEO systems. Could we even see 'virtual' computers, like used in the airline industry, which are accessed on ship through a web browser? This would make manageability much easier and make it easier to install and remove different software tools, and so easier to try things out.

Shipping companies need a better idea of what returns they could get from software investment, and it is ideal if the upfront costs are as low as possible.



For the latest event plans see
www.peopletechmaritime.com

This is the plan as of June 2026

People Tech Maritime **Bergen** - October 2026

People Tech Maritime **Athens** - November 2026

People Tech Maritime **Oslo** - February 2027

People Tech Maritime **Athens** - April 2027

People Tech Maritime **Hamburg** - May 2027



SUMMARY OF SPONSORSHIP OPPORTUNITIES

PLATINUM SPONSOR - €8,000 - 6 tickets

Most prominent sponsor logo – 20 minute speaker slot – only one available
Logo on all event materials, and promotion in our newsletter and magazine.

Gold Sponsor – €5,000 - 4 tickets

Includes a 20-minute speaking slot, logo on all event materials, and promotion in our newsletter and magazine.

Silver Sponsor – €3,000 - 3 tickets

Participate in a panel discussion, with full branding across event materials and digital platforms.

Bronze Sponsor - €2,000 2 tickets

Full marketing benefits, marketing literature at distribution point.

Promotional Sponsor - €1,500 2 tickets

Webpage branding, marketing literature at distribution point.

HOSPITALITY SPONSORSHIP

Lunch Sponsor – €1,800 - 2 tickets

Branding during the lunch break, signage, and mentions in event materials.

Coffee Break Sponsor – €1,800 - 2 tickets

Includes signage and verbal acknowledgment during breaks.

Lanyard Sponsor - €1,500

Additional delegate passes for sponsors €250 (normal price €800)

25% early bird discounts off delegate fees and sponsorships for some events

All sponsors are promoted before, during, and after the event through our:

- Newsletter
- Event pages
- Printed & digital magazine

Speakers and panellists gain additional exposure online. This includes

- a video of the talk / panel, posted on YouTube or the conference page
- a report of the talk / panel, in the next issue of People Tech Maritime magazine
- a LinkedIn Pulse post including the report and a link to the video.

People Tech Maritime Bergen - October 2026

Shipping company people attending our November 2025 Bergen event included:

Bergen Tankers, HSEQ & Vetting Manager; **BW LNG**, Application Manager; **Exmar Shipping**, Business Process Manager; **Fjord1**, Energy and Environmental Manager; **Foundation Sailship** **Statsraad Lehmkuhl**, Captain; **G2 Ocean**, Manager Infrastructure and Support Fleet, Vice President IT, Maritime Systems Manager; **Gearbulk Norway AS**, Business Analyst; **Grieg Star**, Project Manager Digital, VP Digital, Principal Engineer; **Hansa Tankers**, Digital Project Manager, Performance Analyst, **Havforskningsinstituttet**, Marine Superintendent, **Kristian Gerhard Jebsen Skipsrederi**, IT Manager, **Mercy Ships**, Corporate Relations Officer, **Navigator Gas**, Head of IT, **Norwegian Maritime Authority**, Head of New Maritime Technology, **Odfjell**, VP Corporate IT, Manager Digital Applications, Application Support Consultant, Manager Electro & Automation, Enterprise Architect, **OSM Thome**, Senior IT Manager, IT Manager, **PeakCSL Group**, Project Manager Digitalization, **Rederiet Stenersen AS**, IT & Application Manager, Saga Welco AS, Director Fleet Management & Strategic Planning, SVP Operations; **Sea-Cargo**, Digital Manager, Software Developer; **Seatank Chartering**, ICT & Cyber security. Chief Data Officer; **Skarv Shipping**, Head of Digital and Performance; **Spar Shipping AS**, S&P and Projects; **Stolt Tankers**, Product Owner; **Utkilen AS**, Quality & Sustainability Manager, IT Operations Manager; **Utkilen Management**, Chief Digitalization Officer; **Wilson Management AS**, IT Manager

Topics we plan to include: developing LLM competency, cybersecurity, vessel performance data robustness



People Tech Maritime Athens - November 2026

Shipping company people attending our October 2025 Athens event included:

ABCmaritime, Superintendent; **Agile Cargo**, Investment Manager; **Aims Shipping Corporation**, Performance & Environmental Superintendent Engineer; **Alpha Maritime Training Center**, Training and development manager; **Athens Multinational Sealift Coordination Center**, Director, Bimax S.A, IT Manager; **Blue Planet Shipping**, Legal Counsel; **Central Mare Inc.**, Technical Superintendent; **Central Ship Management Ltd (DMCC Branch)**, Technical Manager; **Chandris Hellas Inc.**, PMO Manager; **Dileton Maritime S.A.**, Chartering Manager; **Dynacom Tankers Management**, System/SW Engineer, Team Leader, Analyst; **Dynacom Tankers Management**, Marine Superintendent, **Equinox Maritime Ltd**, Tech. & MRV Dept; **EXMAR Ship Management**, Business Process & Database Manager; **Hellas Confidence Shipmanagement**, ICT department; **Hellenic Navy**, commander; **Intermodal Shipbrokers Co**, director; **Ionic**, IT projects support manager; **Laskaridis Shipping Co. Ltd.**, Innovation & Technology Manager; **Latsco Marine Management**, Head of Group IT; **Levante Ferries MC**, HSQE Director; **LMM inc**, IT Manager; **Marpoint**, Quality and CSM Coordinator; **Motor Oil**, P.A. to the Chief Audit Executive; **Pantheon Tankers**, Instructional Designer ; **Paradise Navigation SA**, CEO ; **Paralos Maritime**, director; **Sea Hawk Gas S.A**, IT Manager; **Thenamaris (Ships Management) Inc**, Planning manager; **Thenamaris Ships Management Inc.**, Strategic Program Manager

Topics for November 2026 include: developing LLM competency, cybersecurity, vessel performance / sustainable shipping, crew training, senior managers' panel



People Tech Maritime Oslo - February 2027

Shipping company people attending our March 2026 Oslo event included:

Belships ASA, Head of Operations; **BW LPG**, Head of IT, Lead Technical Developer; **CMB Tech**, Fleet Performance Specialist, Fleet Performance & Decarbonisation Lead; **Color Line**, System Architect / Maritime Technology Specialist; **Cool Company Management**, Application manager; **Fred Olsen Windcarrier**, Sen. EIT Superintendent; **HAV Ship Management AS**, Quality Auditor; **Høegh Evi**, Performance Analyst; **Hurtigruten**, Head Of ITOT, Head of Cyber Security; **Nordic Ferry Infrastructure**, Head of Digital & IT, Group CISO; **Northern Marine Group**, Head of Business Development, **Norwegian Yacht Voyages**, Operations Manager; **OSM Thome**, Manager, Vessel Performance and Sustainable Solutions; **Paralos Maritime**, Director; **Scorpio Ship Management**, Head of Group Procurement & Services; **Torghatten**, Senior Project Manager; **Torvald Klaveness**, Head of IT, **Ugland Marine Services**, CFO; **Wilhelmsen Ship Service**, VP Digital Solutions & Customer Journey, ESG Director, Senior Vice President Sales and Customer Service, SVP Finance & ESG

Topics for Oslo in February 2027 include: understanding AI including LLMs, improving vessel performance, ESG, cybersecurity, do we need standards



People Tech Maritime Athens - April 2027

Shipping company people attending our April 2026 Athens event included:

Aims Shipping Corporation, Technical Dept; **AM Nomikos TWMA SA**, IT; **Angelakos Hellas**, Technical Manager; **Anglo-Eastern Ship Management Hellas Ltd.**, Junior Asset Integrity Superintendent Engineer; **Central Mare**, Energy & Environmental Engineer; **Hellas Confidence Shipmanagement**, IT Manager; **Hellenic Coast Guard**, Coast Guard Officer; **Ionia**, Software Engineer; **IONIC Group**, IT Projects Support Manager; **Navar**, Director; **Navarone**, Performance Engineer; **Nomikos Transworld Maritime Agencies**, IT Director and CISO; **Paradise Navigation**, IT Manager; **Paralos Maritime**, Director; **Ritelane Marine**, Technical Superintendent; **TMC Shipping**, Senior Maritime Strategy Consultant / Chartering Executive & Commercial Director, trainee; **TMS Group**, Application Innovation & Integration Officer

Topics for Athens in April 2027 include: developing LLM competency, cybersecurity, vessel performance data robustness, improving onboard software



People Tech Maritime Hamburg - May 2027

Shipping company people attending our May 2026 Hamburg event included:

Bestship, Vessel Performance Manager; **BSM**, Senior Technical Superintendent; **Columbia Shipmanagement**, Director, Commercial and Strategic Development - Northern Europe; **Hellespont Group**, CEO; **NSB Niederelbe Schiffahrtsgesellschaft**, Project Manager Nautrya; **Synergy Marine Group**, head of Europe; **TURTLE**, Head of Commercial; **Uniteam Marine**, Business Development Director; **Wilhelmsen Ahrenkiel Ship Management**, Vessel IT Manager

Topics for Hamburg in May 2027 include: developing LLM competency, digital tools for crew, vessel performance data robustness, senior managers' panel



People Tech Maritime is published 5 times a year. Each issue includes a comprehensive report of one of our events.

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- **PEOPLE TECH MARITIME ATHENS REPORT**
- 2** Companies can often find ways to make big savings on emissions from gathering and analysing data - you should look for well structured software and give support to your experts, we learned in our Athens forum
- 4** Much of the challenge of decarbonisation can be described as co-ordination, between activities, data and tasks - digital tools could provide much more help with this, Dimitris Lyris explained
- 6** Data about fuel consumption, engine and generator load, and navigation can be all you need to understand if the ship is operating efficiently. You may see ways to improve performance: 10-25%, said Onur Karatas
- 
- 7** Software customisations and data sharing - while current vessel performance software tools can be very effective, shipping companies may not find software gives them exactly what they want, so ask for customisations
- 9** The mariner's experience implementing vessel data collection software - software "ThruForm" to collect data about vessel operations and reduce the administrative burden, Metin Karakoc explained
- 9** Getting data out of e-mail and better digital integration - it would be useful if we could have better ways to extract and use e-mail data, and have our digital tools better integrated, said Dimitris Lyris
- 10** Shipowners now want agnostic platforms says Danleek - tools which integrate easily with others, and which they are not tied to. Danleek is developing vessel performance tool accordingly
- 12** How to use AI to generate customised training materials - with the SMS or coding videos, as a starting point, Konstantinos Agas demonstrated what is possible
- 13** How to future proof digital technology - we need to make it easier to maintain, easier to speak to AI systems, and more interoperable. Achilleas Fotiadis of Dynacom shared ideas
- 14** How to reduce crew travel costs 17% - most seafarer tickets can be rebilled free, Esmar is taking advantage of this, together with advanced software, to save 17% on crew travel costs
- 17** A good relationship between operations and IT staff - makes the organisation function much more effectively, Nicolas Thropakis IT projects support manager with KONE, explained how to get there
- 18** How can we align shipping companies and technology investors - when investors look for a straightforward software product with clear benefits and easy implementation. But the technology needs of shipping companies are very complex
- 19** Lloyd's Register's Digital Maturity Index - shipping companies can use to assess their digital transformation efforts. Are you foundational, emerging, mature or visionary? (John Apolloni) explained
- 20** Maritime's biggest cybersecurity challenges today - seemingly pointless requirements, managing crew internet, and AI. Speakers from Hellen Conference, Strategic and Threats are discussed
- **TECHNOLOGY DEVELOPMENTS**
- 21** Cybersecurity risks, compliance and insurance - a panel organised by consultancy David Global discussed current risks, the challenges of regulatory compliance, and what you can get insured for
- 22** Multi-orbit networks and cybersecurity - if you use more than one satcom network at once to your fleet, you have a backup if one of them is hacked. Direct explains what this means
- 24** Supporting seafarers with voice analytics - generate insights which can be used to support decision making and increase safety. Signalfusion explained how it can work

PeopleTech MARITIME DECEMBER EDITION

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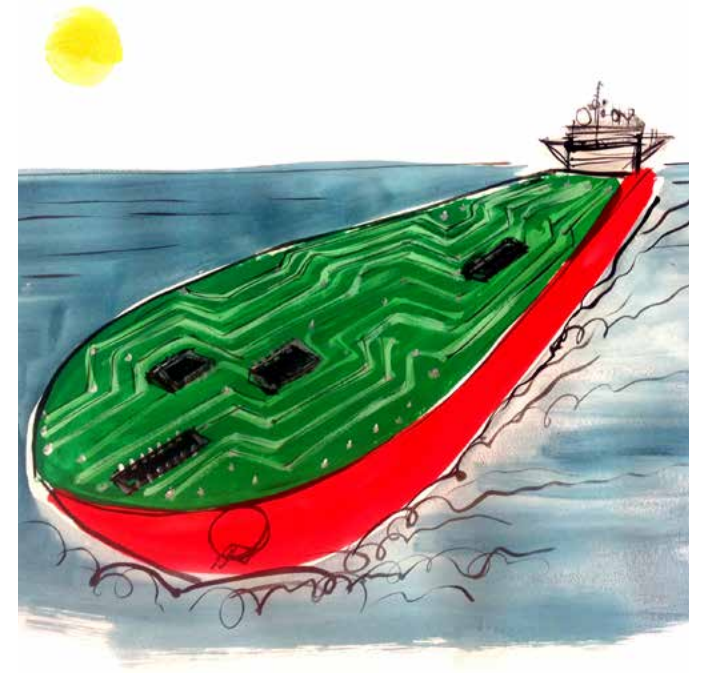
- **PEOPLE TECH MARITIME BERGEN REPORT**
- 2** AI at OdetteJ - crew using AI to work with procedures, operations staff use it to summarise negotiation discussions, and software developers are making apps to manage training, Gunnar Eide explained
- 3** Seven deadly sins of digital technology implementation - order, good data, enviy, gloating, wrath and doubt all obstruct maritime digital technology implementations, said consultant Lars Solbakken
- 5** To find your decarbonisation digital path - think carefully about what you need, choose solutions which integrate, and use high frequency data, said Danleek's Christian Treu
- 
- 6** How to reduce crew travel costs 17% - by taking advantage of the fact that most seafarer tickets can be rebilled free, together with advanced software, Esmar explained how to do it
- 7** Software is "mature" when it supports our goals and productivity and understands our problems - Dimitris Lyris of Ulyness Systems shared some ideas how to get there
- 8** All discussion on what is working, regulations, gaining trust and finding the right speed - with representatives of OdetteJ, OSM Thome, Norwegian Maritime Authority, Lars Solbakken and Dimitris Lyris
- 10** NAVTOR is developing new ways to optimise voyage and port calls using AI and data sharing. Egon Age Hjelto, chief sustainability officer, explained
- 11** Improving how we decarbonise with data - representatives of ferry operator Fjord1, dry bulk manager Greg Star, chemical IT firm operator Seatrains and service companies Danleek and Mantia Marine
- 
- 13** Some of the biggest cybersecurity threats to shipping today are via email, while fake supplier invoices are increasing. OSM Thome's Arne Sørensen explained
- 14** Making cybersecurity easier to manage - while only people can manage cybersecurity risks, but digital tools can make cybersecurity easier to manage, Andreas Grefrud from Omny explained
- 15** The biggest cybersecurity challenges - representatives of NODMA Cyber, G2 Ocean, OSM Thome, Omny and BASNet discussed training, control, supplier contracts, insurance, AI
- **ADVANCED TECHNOLOGY**
- 17** Seabee's AI based tools to connect cargoes with vessels - enables you to optimise for more cargoes, resulting to savings of 3 to 8 per cent over doing it with spreadsheets
- 
- 16** How Danleek supports better vessel performance with integration - its philosophy of finding better ways to connect multiple hardware and software tools leads to big improvements for its clients, Christian Treu explained
- 16** How we move towards AI maturity - understanding the biggest benefits from AI, driving internal AI roll-out, finding the best approach to data management, giving best advice to CEOs, and the right approach to LLMs, panelists said
- You can view videos of all of the talks from People Tech Maritime Bergen at www.peopletechmaritime.com/bergen-25

PeopleTech MARITIME FEBRUARY EDITION

Contents

- **PEOPLE TECH MARITIME OSLO REPORT**
- 2** Withness and how AI will help us at work - it may not make us redundant, but it may take over aspects of our roles and tasks, and enable us to achieve more, We are likely to see AI tools combined with traditional software
- 3** Understanding LLMs by seeing that they communicate like people do - a person with "common sense" can communicate something to another person in a way that is easy for them to understand, and so can LLMs, said Dimitris Lyris
- 5** How Metis gets the right data foundation for vessel performance - a resilient IoT infrastructure, a data health framework, a semantic layer, and finally AI, analytics, Andreas Symeonidis of Metis explained
- 
- 5** How Danleek supports better vessel performance with integration - its philosophy of finding better ways to connect multiple hardware and software tools leads to big improvements for its clients, Christian Treu explained
- 6** How we move towards AI maturity - understanding the biggest benefits from AI, driving internal AI roll-out, finding the best approach to data management, giving best advice to CEOs, and the right approach to LLMs, panelists said
- 8** Norwegian ferry operator Torghatten reduced fuel consumption 6.5 per cent over 7 months - getting crew personally motivated to reduce consumption, Project manager Anders Sjøhåns Rimehaug told the story
- 9** Replacing bottled water with filtration machines - the BIPA SAFE project
- 10** Measuring maritime Scope 3 emissions - indirect emissions are currently calculated mainly as a factor of spending, not by measuring emissions of the actual activities, Scorpio, Withness, BIPA, Save and Roll-Ex discussed
- 11** How JLL United Companies manages digital risk - with duplicate systems and ISO 27001, Helvor Riba, CFO of shipowner JLL United Companies explained
- 
- 12** Cybersecurity tips from insurer DNRK - think first about the risk, second about the appropriate measures, and make sure you are not the easiest target
- **TECHNOLOGY**
- 14** Chartering profitability depends on the overall schedule, not the individual feature, says Seabee. Good scheduling software can help you avoid many issues
- 15** Getting spare parts created on demand - with additive manufacturing and desktop available through Pegasus digital inventory. This makes it much easier for shipping companies to access trustworthy parts, factor, Pegasus explains
- 16** How Mantia Marine makes vessel performance easier to manage - its "FuelIQ", now on 500 vessels, automates propulsion control. It also provides those power systems

PeopleTech MARITIME MAY EDITION



Print Advertising

Full Page Ad – €2,000

Appear in People Tech Maritime, a high-quality PDF + print magazine distributed quarterly in September, November, March, and June.

Circulated to thousands of shipping professionals across technical, operational, and commercial roles.

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Promote your message in our weekly email newsletter, sent to over 30,000 maritime professionals.

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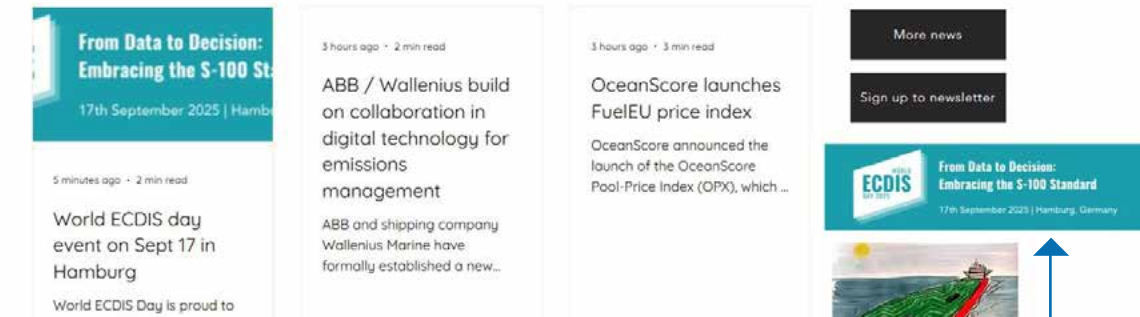
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Leaderboard position

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Right hand position

375 x 100 pixels



WEBINARS

A sponsored webinar is a great way to tell your story to an international audience, and take questions.

People Tech Maritime ran 10 webinars over 2025-26, which you can watch on your YouTube page www.youtube.com/@peopletechmaritime

The clear advantage of the webinar format is that it reaches an audience at their desks or homes, and lets you take questions directly from customers.

Yes, you can do a webinar without our help, but we will do a great deal to help you attract a new audience.

This includes helping find a unique message which offers something unique and does not sound like a sales pitch.

Each of our webinars attracts a very different audience. If the message is compelling and unique, people in the industry will tell others they know about it.

Webinar sponsorship – €2,500

What's Included:

- Custom topic & messaging support – We help shape a strong, non-salesy message
- Title, copy & promo material creation
- Promotion via our newsletter (10,000 subscribers) and LinkedIn (2,250 followers)
- Live webinar hosting – We handle the tech and moderation
- Audience list sharing – contact info for those who opt in
- Recording uploaded to YouTube for continued reach

