From forms to AI – in two years ?

Back to the present

	Shipping	Corporate America
Paperless	0%	30-40%
Electronic Invoices	2-5%	40-60%
Emails per manager/day	150-300 (and up)	30-50
Power BI	5%	95%
Employed programmers	95%	5%

- 50-100 employees in main office
- Balance Sheet / P&L equal to 10-20 ship company

Software Depreciation Assumptions

Does your ERP depreciates slower than your iPhone ?
- 2-3 year life
- Expense the software , invest in Data
- SaaS – better risk management of your software strategy

Your land sits on top of a gold mine ..
And you using that land to grow tomatoes ?

The concept of ROD "Return on Data"

- Transformation from reports to Point of Transaction "POT"
- Analytics and predictions
  - company level
  - Industry level

APIs can't cure cancer …

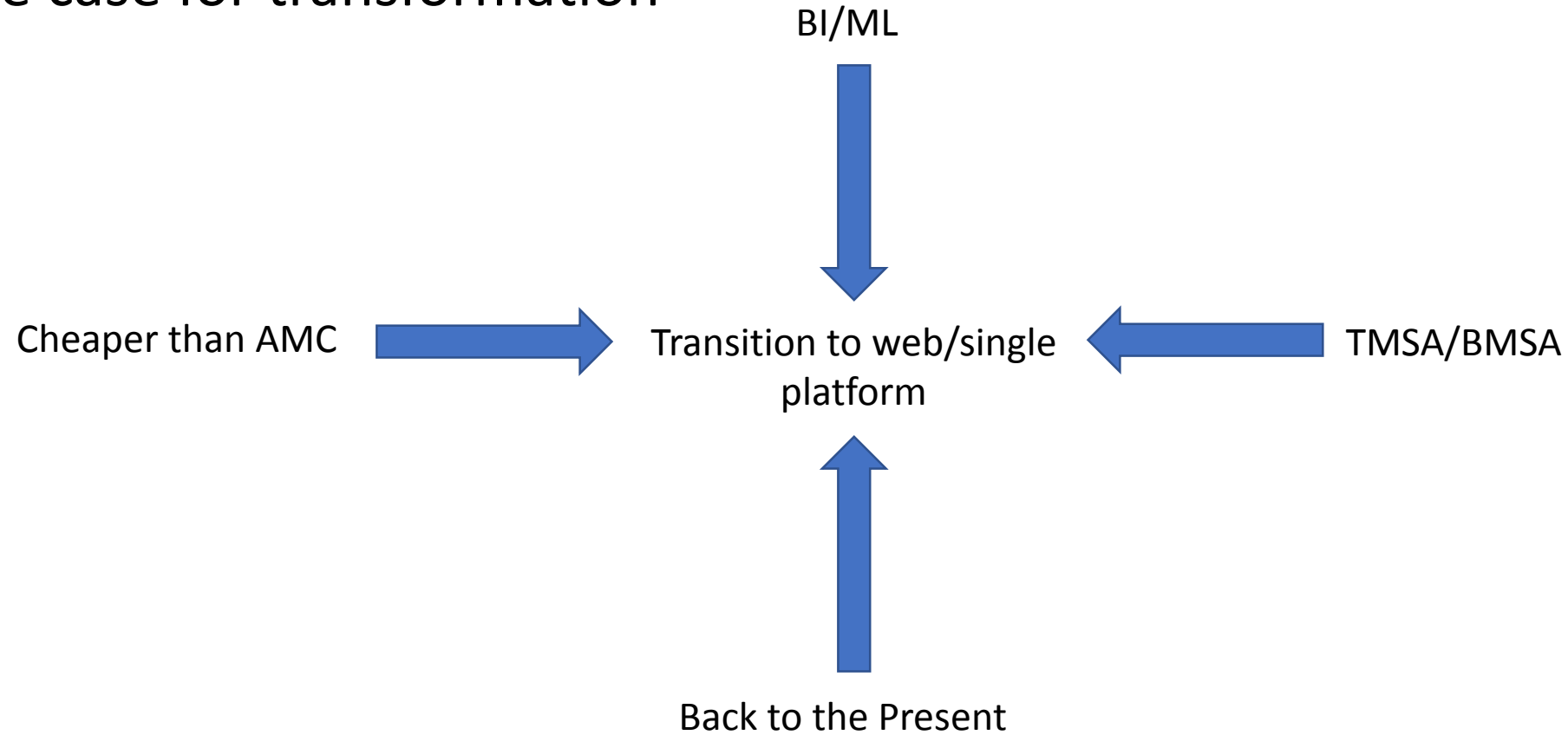| Size/	0-70/80 ships	80 and up
No of platforms/softwares	1 or 2	3-5 (Accounts, HR)
Total spending per year	300-500 per ship/mth	200 per ship/mth
Outsource/Programmers	None	Possibly (BI, Integrations)
Power BI	On platform/No cost	Data dump

TMSA and the CIO – the start of a beautiful friendship ?

TMSA

- TMSA is the first regulatory system that creates a carrot rather than a stick
- Transformation of the IT from a cost center (at best) to a revenue driving factor

The case for transformation

BI/ML

Cheaper than AMC → Transition to web/single platform ← TMSA/BMSA

Back to the Present

- Greek market can attain global leadership due to its experience in single platforms
- Massive gap in obsolete technology has to be covered fast

Takeaway

- TMSA - massive opportunity for CIOs
- AI/ML will not be useful without a single platform we based ERP
- CIOs have to assume leadership roles in their organizations
- The pace in which technology is moving is accelerating