

ΑΔΕΛΦΟΤΗΣ ΤΩΝ ΥΔΡΑΙΩΝ ΑΘΗΝΩΝ  
ΕΤΟΣ ΙΔΡΥΣΕΩΣ 1890

## **The Fraternity of the Athenian Hydriots Established in 1890**

### **7th Hydra Shipping Conference**

#### **From the "brig"\* to the autonomous ship**

**Saturday, September 17<sup>th</sup>, 2016  
Conference Hall of the Hydra Holy Cathedral**

Information and communications technology (ICT) first appeared in shipping in the 1860s when the new cable network, a very expensive innovation, gave owners access to cargoes they would never have found without it. Since then, shipowners have been even more involved in the information business and smart shipowners use it to make serious money.

For three centuries shipowners have spent half their lives struggling with recessions and the 22 shipping cycles since 1740. Each cycle evolves in a different way and often “big cycles” ferry along mini-cycles which give out misleading signals. But recently the big cycles seem to have got bigger and longer. It is a high rolling poker game and to make things even more interesting, every so often the world economy throws in a wild card like the Credit Crisis in 2008 or the current China slowdown.

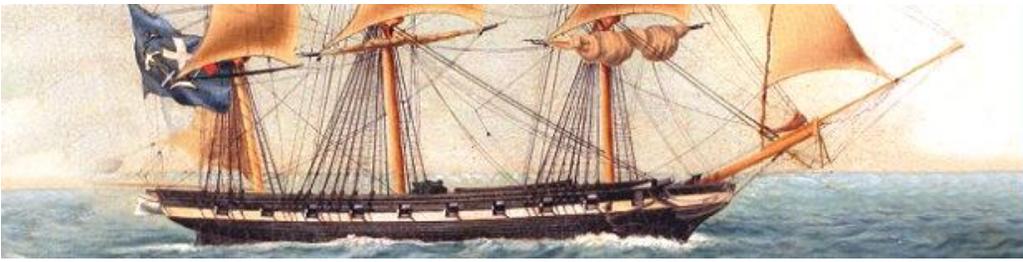
Can the use of rapidly evolving ICT tools make “smart shipping” smarter? Which are some of the most advanced and innovative applications in the toolbox of digital shipping? Are technological tools the aim or the means to achieving better management systems and to maximizing performance? Are shipping companies ready to take up “smart action”? Is the adoption of digital architecture and engineering a sprint race or a marathon? Do the benefits outweigh digitalization cost? Is the ROI measurable and in how much time? Is successful and efficient use of ICT simply an investment or does it permeate the companywide management, corporate culture and the whole strategy, requiring digital transformation? Finally, does it worth the trouble and the cost?

Dr. John Coustas and Dr. Martin Stopford will try to answer these questions and more and will cross-check their ... swords, during the 7<sup>th</sup> Hydra Shipping Conference to be held on Saturday, September 17, in Hydra, organized by the Fraternity of the Athenian Hydriots.

Leading Greek shipowners, members of historic shipping families of Hydra, senior business executives working in the shipping industry, technology companies representatives, consultants and academicians will develop their views in a productive dialogue and will guide us in a tour from the traditional ships of the 18th and 19th century to the autonomous ship, which is now a reality.

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\* Brig: The dominant type of Greek ship of the 18th - 19th centuries, 250-350 tonnes.



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Various events on land and on boats will be held prior to, during and after the Conference, composing an entertaining, educational and efficient weekend and providing plenty of effective networking opportunities.

## Program

Conference Chairman: **George C. Xiradakis**

10.00 – 10.30 *Registration – Coffee*

10.30 – 10.35 *Welcome – Introductory remarks*

**John Sahinis**, President, Fraternity of the Athenian Hydriots

10.35 – 10.55 *Greeting Speeches*

**Professor Ioannis Theotokas**,  
Secretary General, Ministry of Maritime Affairs and Insular Policy

**George D. Pateras**, President, Hellenic Chamber of Shipping,  
Managing Director, Aegeus Shipping S.A.

10.55 – 11.10 *Technological development, traditional structures and competitiveness in Shipping*

**Professor Ioannis Theotokas**,  
Secretary General, Ministry of Maritime Affairs and Insular Policy

11.10 – 12.00 *Live on stage debate: Is Smart Shipping smart?*

**John Coustas**, President & CEO, Danaos Corp.  
and

**Martin Stopford**, non executive President, Clarkson Research Services Ltd.  
cross-check their swords...

Moderator:

**George C. Xiradakis**, Managing Director, XRTC Business Consultants,  
President, The International Propeller Club of United States –  
International Port of Piraeus

12.00 – 12.15 *Coffee break*

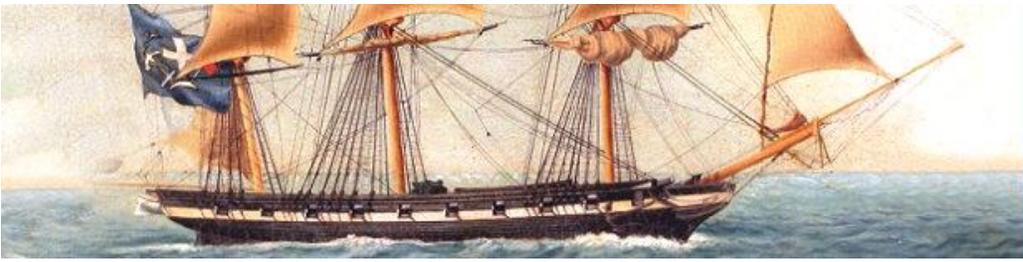
12.15 – 12.35 *Voice directed work: bring your operation efficiency to the next level*

**Bertrand Collongy**, Region Sales Director South Europe, Israel, Russia  
& CIS Countries Workflow Solutions,  
Honeywell Sensing & Productivity Solutions

**Yann Lepage**, VP Sales EMEA, Mobility & Workflow Solutions,  
Honeywell Sensing and Productivity Solutions

12.35 – 12.50 *Infocentric Operations of Ships*

**George Christopoulos**, Vice Admiral of Hellenic Navy (Rtd),  
Marine Operations LAROS – Prisma Electronics



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12.50 – 14.00 *Panel discussion:*

*The digital transformation of the shipping industry*

- *Struggling with the shipping cycles*
- *A new generation of smart shipping companies*
- *Prerequisites for a successful transition to smart shipping*
- *Digital transformation: cost vs benefit*
- *Managing investment*
- *Measuring results: Show me the money*
- *Smarting for action*
- *Industry evolution and future digital challenges*

**Michael Bodouroglou**, President & CEO, Paragon Shipping and Box Ships

**Konstantinos Poulis**, General Manager, Epsilon Hellas

**Andreas Vamvakaris**, Director, Vamvaship Maritime,  
Treasurer, Hellenic Shortsea Shipowners Association (EENMA)

**George A. Tsavliris**, Principal, Tsavliris Salvage Group

**Athina Vezyri**, Chairwoman, SRH Marine Greece,  
VP Maritime Sales, Europe and MSS Services, Speedcast  
Director, Comité Internationale Radio-Maritime (CIRM)

Moderator:

**George C. Xiradakis**, Managing Director, XRTC Business Consultants,  
President, The International Propeller Club of United States –  
International Port of Piraeus

14.00 – 14.10 *Concluding Remarks by the Conference Chairman*

14.10 – 15.30 *Lunch*

For more information: <http://www.aya.com.gr/>

Conference producer: **Despina Travlou**