Q&A for Breakbulk Optimiser Webinar 10 June 2020

What is the set-up (lead) time for a new project?
Depending on available information, ship and cargo system design etc., we are talking about 2-4 weeks per ship series.

Can I use Optimiser with any loading computer?
Yes, Breakbulk Optimiser is independent of used onboard loading computers.

Can we use Breakbulk Optimiser in our Bulk Carriers?
Breakbulk Optimiser can be used for pure bulk carriers (e.g. capesize etc) although usually those are loaded as much as strength & stability allow (no real capacity optimisation needed, only sequence of loading). With this respect the benefits that Breakbulk Optimiser can provide are somewhat limited, since the optimisation objective is to have maximum utilisation in multiport set-up. It will be another objective to optimise the loading and discharging operation in a single port. If there is a particular case, we can look into this separately. If we are talking about multipurpose vessels with the option to carry bulk cargo in certain holds or compartments, then it is feasible to use Breakbulk Optimiser.

Can we use Breakbulk Optimiser to plan our container feeder vessels?
Yes, Breakbulk Optimiser can be used for optimising container ship stowage plans as well. Also e.g. IMDG segregation requirements, reefer positions etc. are taken into consideration.

Do the hatch covers / lashings need to be MacGregor?
No this is not necessary.

When will the project cargo module be available?
We are currently in the minimum viable product (MVP) stage. We expect the project cargo module to be ready for use towards the end of 2020. This development depends on customer traction as well.

Which types of cargo can breakbulk optimiser handle?
Breakbulk Optimiser categories cargoes into breakbulk items, containers, bulk, i.e. all breakbulk cargoes boxes, crates, drums, steel coils, plates, containers, bulk, logs etc. can be handled in Breakbulk Optimiser.

What is the typical calculation time for one scenario?
From some seconds up to approx 10 min depending on the cargoes / vessel combination.

How will MacGregor use the data?
All data is "anonymised" and will be used <u>only</u> for the purpose of improving the algorithm. MacGregor will not share or use the data for any other purpose and the ownership of data remains with the customer.

What is the customer onboarding process?
In short the steps in customer onboarding process are

- Check the technical features of the vessel (each ship series)
- Create ship model based on actual design
- Internal test runs to ensure correct function
- Check all needed connections, possible APIs etc.
- Release Breakbulk Optimiser to designated users for this ships series
- Online (or face to face, if possible) training to users before releasing Breakbulk Optimiser, hands on guidance and walkthrough of whole process with actual cases
- Remote (or face to face, if possible) support to users while taking into use (troubleshooting, guiding, ensuring feasible plans etc.)
- Support channel for all questions
- Feedback channel for further improvements & features
- Information & introduction to users when releasing new features & versions in the service

Do you have any plan/idea to apply this fine system to standard bulk cargo (grain/coal etc) in future?
Breakbulk Optimiser is already able to handle basic bulk cargoes.

How does BBO deal with cargo back-load requirements, which are unknown at the planning stage?
In Breakbulk Optimiser, users can also manually input the estimated cargo by entering item details or volume and weight based best estimate of back-load requirements for Optimiser to take them into account. One of the Breakbulk Optimiser's objectives is to maximise available space in future ports.