

An aerial photograph of a large oil tanker ship sailing on the ocean. The ship has a dark blue hull and a red deck. It is moving from the bottom left towards the top right, leaving a white wake. The deck is equipped with various structures, including cranes and a helipad marked with a green 'H'. The sky is clear and blue.

# A CHARTERING PROFESSIONAL'S PERSPECTIVE

*ON THE KEY ATTRIBUTES OF EFFECTIVE  
CHARTERING SOFTWARE*

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***A PERSONAL PERSPECTIVE:***  
**40+ YEARS IN COMMERCIAL SHIPPING**

- Chartering under pressure
- Technology: *help or frustration?*



**WHY AM I SOMETIMES  
DISAPPOINTED WITH  
CHARTERING SOFTWARE?**

**TOO COMPLEX**



**BUILT WITHOUT UNDERSTANDING WORKFLOWS**



**IMPRESSIVE DASHBOARDS, LIMITED USABILITY**



**DESIGNED FOR REPORTING — NOT DECISION-MAKING**

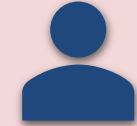
# THE TRUE COMPLEXITY OF CHARTERING *DECISIONS*



Return cargo  
probability



Cargo sequencing  
constraints



Counterparty  
behaviour



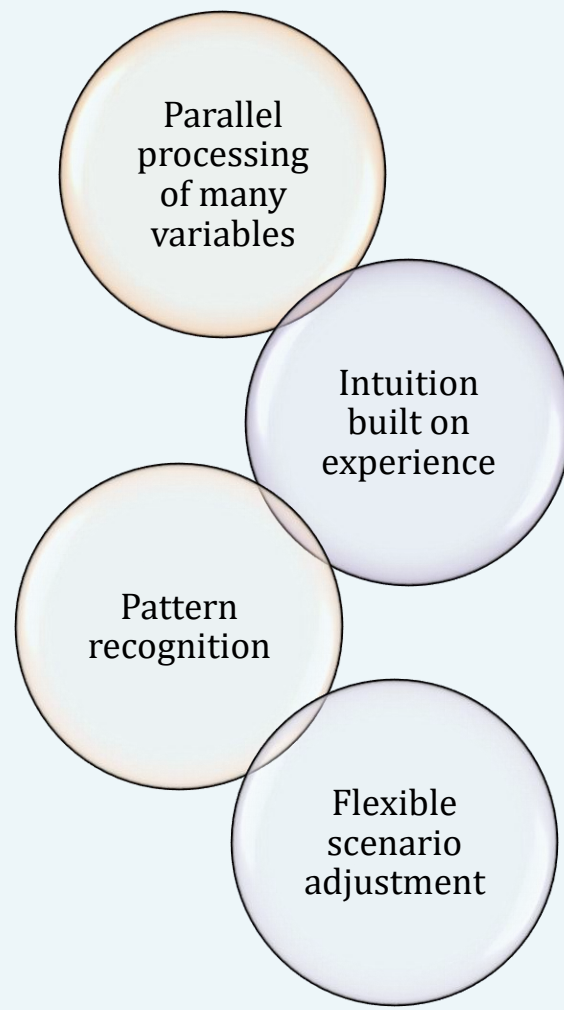
Market  
psychology



Political &  
operational risk

A human brain is shown from a top-down perspective. The left hemisphere is overlaid with a white, grid-like circuit pattern. The right hemisphere is overlaid with a dense, colorful network of glowing lines in shades of blue, green, yellow, and red. A white rectangular box is superimposed over the center of the brain, containing the text 'WHY THE HUMAN BRAIN STILL WINS IN SOME AREAS?' in a bold, white, sans-serif font with a slight orange glow.

**WHY THE HUMAN BRAIN  
STILL WINS IN SOME  
AREAS?**

A diagram consisting of four overlapping circles arranged in a vertical, slightly staggered pattern. The top circle is light orange and contains the text 'Parallel processing of many variables'. The second circle from the top is light purple and contains 'Intuition built on experience'. The third circle is light orange and contains 'Pattern recognition'. The bottom circle is light purple and contains 'Flexible scenario adjustment'. The circles overlap in a way that creates a central area where all four meet.

Parallel  
processing  
of many  
variables

Intuition  
built on  
experience

Pattern  
recognition

Flexible  
scenario  
adjustment

# THE GAP BETWEEN THEORY AND PRACTICE

*“it’s theoretically possible...”*

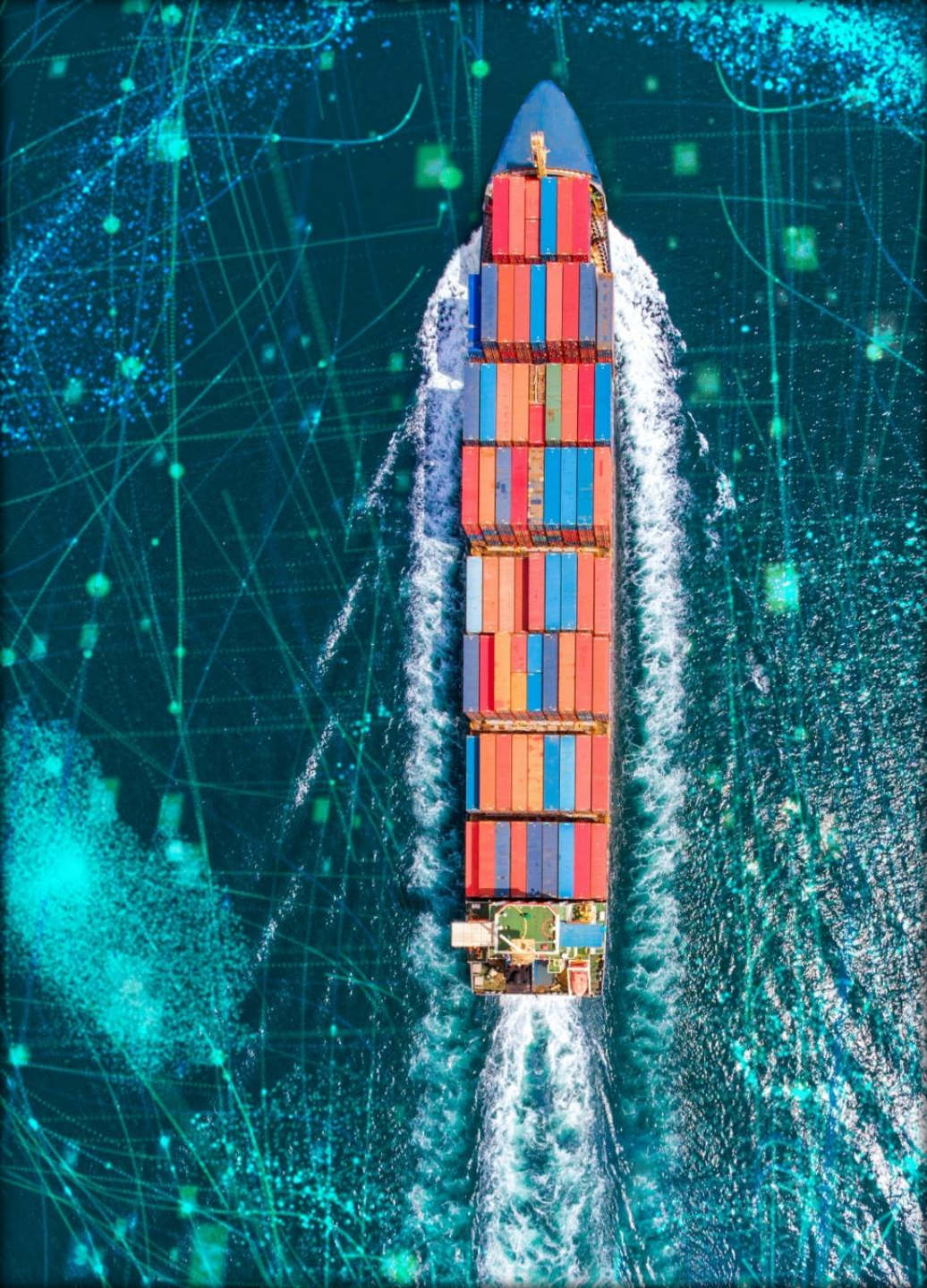
- ❑ Data input burden
- ❑ Time pressure vs. System completeness
- ❑ Practical usability matters more than capability



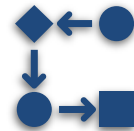
# WHERE AI ACTUALLY HELPS?



- Fast scenario comparison
- Market tracking
- Pattern identification
- Internal efficiency



## WHAT IDEAL CHARTERING SOFTWARE WOULD LOOK LIKE



Built around  
workflow, not  
features



Fast and intuitive



Minimal data entry



Reliable, clean data



Decision-support,  
not decision-maker



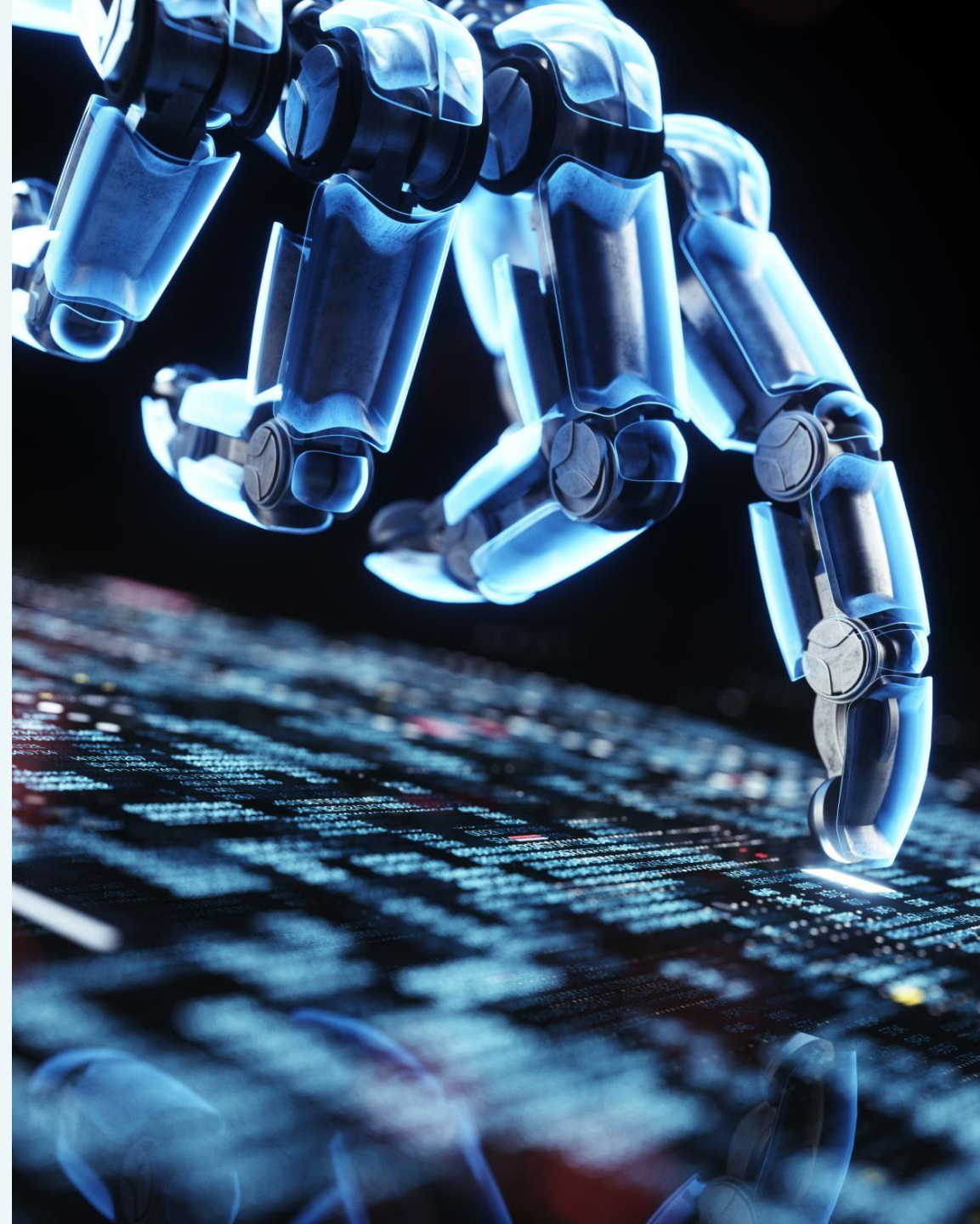
Adaptable to  
individual  
commercial styles

## FINAL THOUGHT

Technology must respect commercial  
reality

Artificial Intelligence is a tool — not a  
substitute

Human expertise remains central



*Iakovos Jack  
Archontakis*

**Thank You All For Your  
Time & Attention**