



NautilusLog

2021-06-01
DIGITAL WEEK LEER

PAPERWORK





REGULATED PAPERWORK

Pen/paper, email and excel based data collection that manually is...

- Retyped for different stakeholders
- Transferred to different systems
- Causing mistakes and poor quality



LACK OF COLLABORATION

A fragmented market with conflicts of interests leading to ...

- Lack of trust and security
- Complex & time-consuming workflows
- Additional manual effort in data exchange



INEFFICIENT DATA UTILIZATION

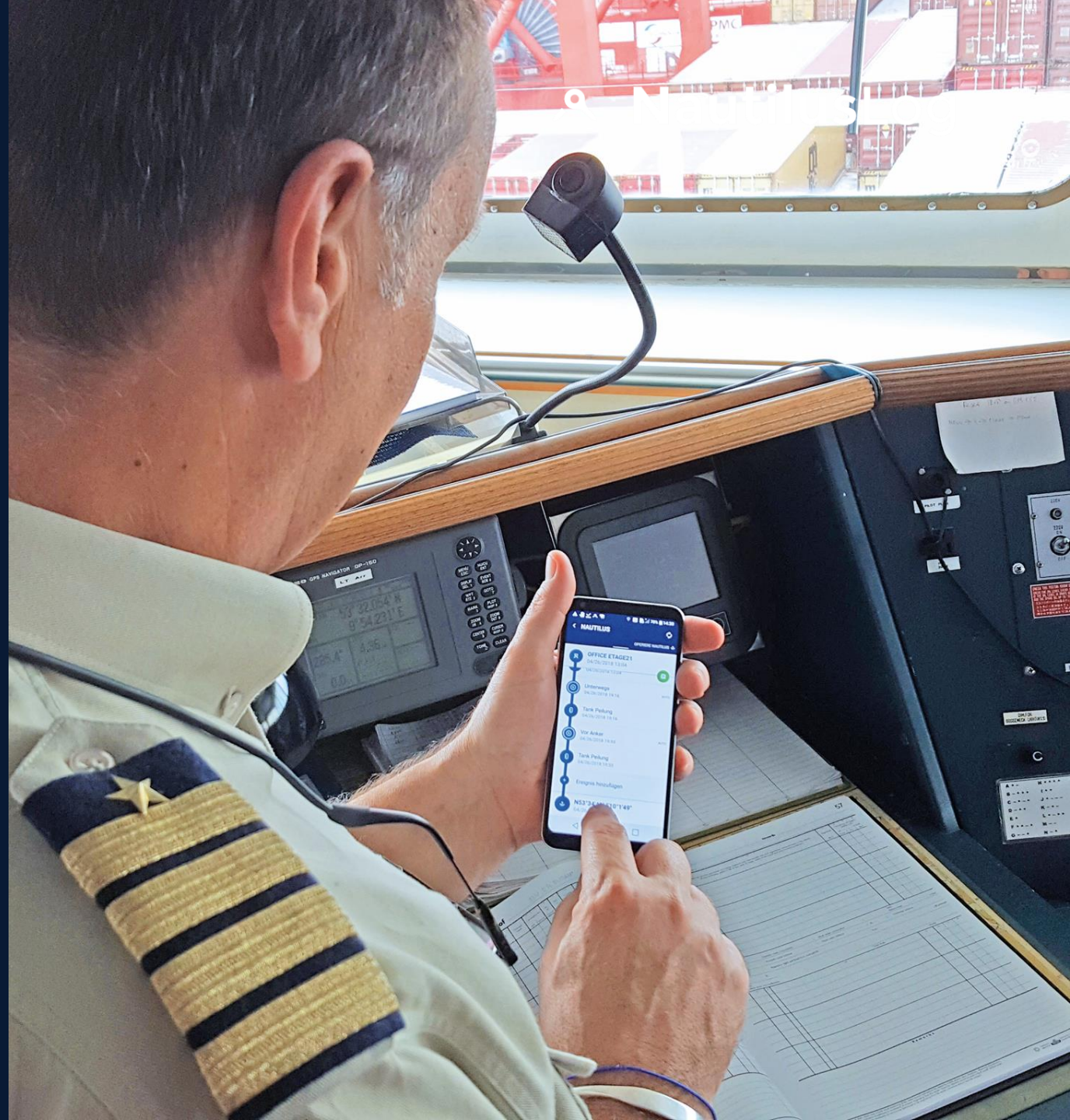
Lack of digital data and internal / external expertise ...

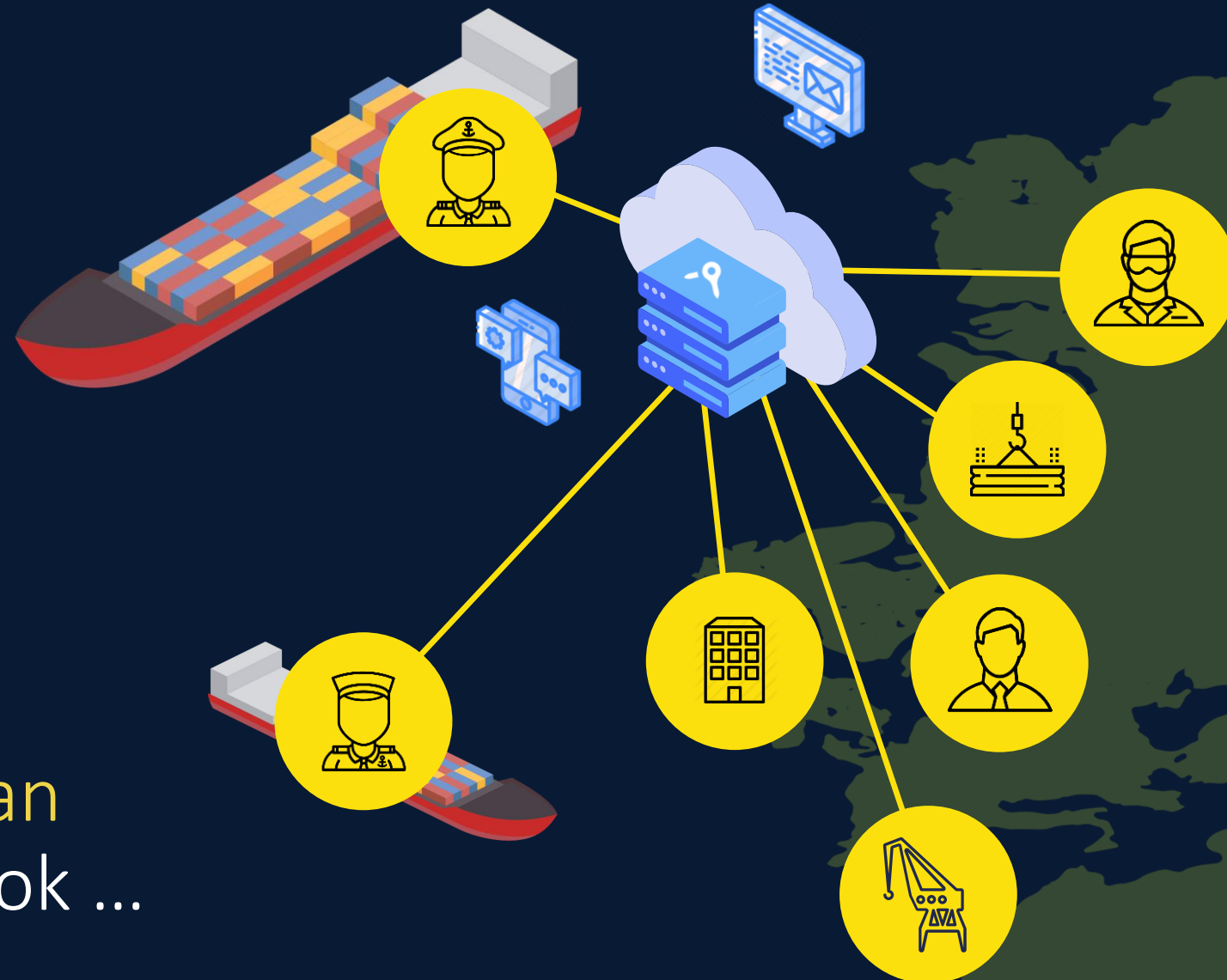
- Provides for blind spots
- Missed business opportunities
- Expensive operation and development

Our mission is to accompany the shipping industry in its digitalization so that it can **operate more efficient, sustainable and safe.**

Together with the maritime industry we enable
digital collaboration to reduce operational risks.

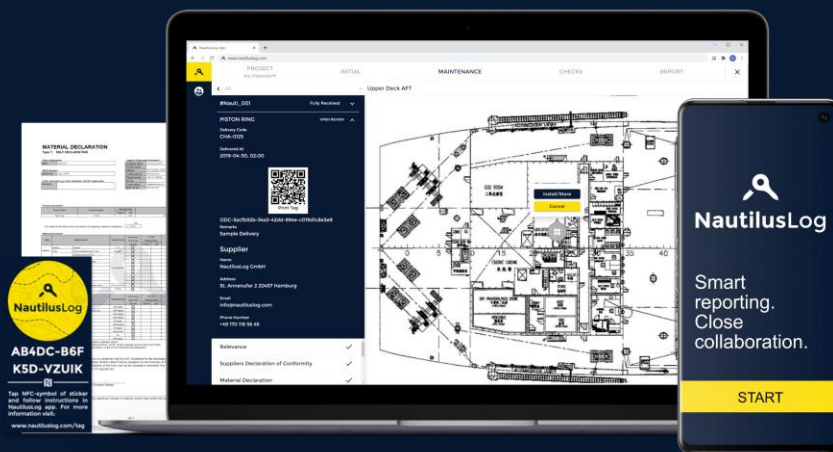
NautilusLog replace
paper and analogue
processes to transform
data into added value.





It's more than
just a Logbook ...

We simplify work from ship to shore



Immediately usable and scalable – with and without IT/IOT – ship and shore



Customizable reporting and integrated expertise significantly reduces costs



Detects tasks and closes data gaps automatically to let you stay compliant



Use or integrate services to monetize data and expertise

We **define new Standards** in your interest



“We believe that open standards to speak a common language is the key to safer and more effective collaboration and forward-looking ventures.”



Bundesministerium
für Verkehr und
digitale Infrastruktur



Bundesministerium
für Wirtschaft
und Energie

Universität
Rostock



Traditio et Innovatio



Industry leaders that have joined



NBank

Laws and regulations for shipping are becoming increasingly complex, but technical progress does not always develop in parallel. Stricter environmental conditions and international competition are creating enormous cost pressures. Therefore, the market is just asking for NautilusLog's digital solutions," explains Martin Ranić, investment manager at NBank Capital



Our involvement in two research programs looks at the future of shipping. Working with Fraunhofer and industry leaders we continue the forward progress of digitalization in the maritime industry. Our work on these research programs ensures that we are a key player involved with the ongoing digitalization of the future market.



In a highly regulated market, the lack of Digital Standards meant it was natural step for us to work with DIN to create a new digital standard and support industry progression. Our work with DIN & ISO also ensures that we are a leading and recognised voice in the digitalization of the market.



Lufthansa Industry Solutions

Even before we entered the market, Lufthansa recognised our vision, business potential and the opportunity for cross market learnings. LHIND provided development support which has enabled both parties to benefit from these learnings.



NautilusLog - The digital logbook for shipping
Dynamic Biofilm Protection
Closelink - Online platform for marine lubricants
MedAssist.online Skills App and Heart App
Cassantec Prognostics
trusteddocks.com
ItsMyCargo



We are driven by passion and experience



Otto Klemke
Founder / CEO

Mission and vision

- Computer scientist (B.Sc.)
- IT-Consultant (12 years)
- Serial Entrepreneur (21 years)



Ingo Klemke
Founder / CFO

Finance and controlling

- Physicist (Dipl.)
- Serial entrepreneur (33 years)
- Successful exits (1)



Sven Hamer
Founder / CTO

Architecture and infrastructure

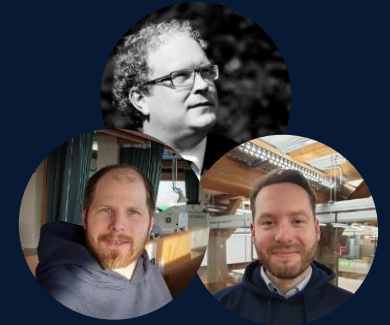
- Computer scientist (M.Sc.)
- Developer (16 years)
- Serial Entrepreneur (2x, 12 years)



Moritz Klemke
Founder / Advisor

International maritime expertise

- Naval architect (Dipl.)
- Surveyor (10 years)



Supported by

Cpt. Henning Schulz (Product),
Liam Phelan (Operations),
Wouter Hagens (Sales &
Marketing) and a dedicated
team of 8 developers and
project managers

Read below for further information



- i. <https://www.youtube.com/watch?v=GIIXXdkaRK4&t=9s>
- ii. <https://lnkd.in/d/iqJ>
- iii. <https://www.youtube.com/watch?v=WKMx1thAiY>
- iv. <https://www.youtube.com/watch?v=BYtfPuDAexQ>
- v. <https://www.youtube.com/watch?v=7BhFrXP7gR4>
- vi. <https://www.youtube.com/watch?v=Yn3RzLNumXA>
- vii. <https://www.youtube.com/watch?v=eDVkERfJrI4>



- i. <https://en.calameo.com/read/00313202854d6ce190ce9>
- ii. https://www.fuer-gruender.de/fileadmin/mediapool/Publikation/Top_50_Start-ups_und_Gruenderwettbewerbe_2019.pdf
- iii. <https://gruender.wiwo.de/digital-hub-logistics-hamburg-bei-vielen-logistikern-herrscht-noch-ein-silodenken>
- iv. <https://www.din.de/resource/blob/687880/7a0e2c980c679f19f6843963f8b0bc66/din-magazin-ausgabe-2-2019-data.pdf>
- v. <https://www.basichthinking.de/blog/2019/09/25/nautiluslog-start-up-check/>
- vi. <https://gruender.wiwo.de/nautiluslog-maritimer-app-entwickler-holt-investor-an-bord/>
- vii. <https://future.hamburg/project/nautiluslog/>
- viii. <https://www.dvz.de/rubriken/digitalisierung/detail/news/nautiluslog-gewinnt-den-digital-logistics-award.html>
- ix. <https://www.hamburg-startups.net/nautiluslog-macht-das-logbuch-digital/>
- x. <https://www.welt.de/wirtschaft/webwelt/article181412452/Nautiluslog-Schiffahrts-App-will-das-jahrhundertealte-Logbuch-abloesen.html>
- xi. <https://t3n.de/news/nautiluslog-digitalisiert-schiffahrt-1104045/>
- xii. <https://medium.com/@hansevalley/hansestartups-nautiluslog-das-digitale-logbuch-aus-dem-logistik-hub-f03dffa9369b>



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