Argyris Stasinakis is Partner, Board Member and responsible for Business Development at MarineTraffic. He is one of three partners in the business and my main responsibilities lie in the strategic corporate growth of MarineTraffic. We are a fast-growing maritime intelligence business used by a wide range of companies and organisations and our services allow for intelligence-led decisions. An important part of my work is forging partnerships and developing growth strategies which optimally place our business to leverage and contribute towards the ongoing digital transformation of the maritime industry.

Please tell us more about your company’s vision and team: The MarineTraffic success story is based on our business to leverage and contribute towards the ongoing digital transformation of the maritime industry.

The second step is to build on MarineTraffic reach and provide digital space to allow other enterprises to do business on the MarineTraffic platform, as well as supporting a range of projects and enterprises. We want to turn MarineTraffic into a global platform for the shipping industry. We envisage the MarineTraffic screen at the heart of a range of maritime transactions. Whilst MarineTraffic has long been facilitating AIS data exchange, by allowing third parties to build their own systems incorporating MarineTraffic data, the future will see a marketplace approach with a seamless experience for our users. Key features will be interaction between users across organisations, collaborating on processes involving multiple parties.

What competitive advantage do you have over other ship tracking services in the market? At base level, the quality of our data and reach is second to none. Our reach is wider than any other tracking service and critically our freemium service is easy to use. One step further, we are thought leaders in data advancements in the maritime domain, combining deep knowledge, a thirst for innovation, a high degree of realism and constant interaction with our clients. I believe our approach is unique.

Public tracking of ships can be a challenge in those areas with high risk of piracy. How does this work? Any ship transiting an area at risk of piracy has the ability to switch off their AIS. It is a decision for the ship’s Master. AIS is not an enabler or cause of piracy. How does MarineTraffic contribute to safety at sea? MarineTraffic is not a safety system and we do not recommend that anyone uses our system as a navigational aid. Having said that, our historical data is frequently used in studying patterns of life, traffic density in sea areas (e.g. ports, canals, wind farms, floating platforms...), accidents etc. Our video playback feature is an excellent tool for visualising events over a time window in a specific area. Such data and tools enable authorities to revise local regulations as necessary, enhancing safety at sea.

Where do you see your company in 5 years from now? I see MarineTraffic as increasingly embedded in the day to day life of the shipping and supply chain professional. There is a strong alignment within the MarineTraffic leadership team and we are highly active within global alliances. We see a space full of opportunities.

Please tell us about your memorable shipping experience and favourite ship: My background is in data and information technology, so I have mostly experienced shipping as a passenger. I remember as a child grasping my glasses so that they do not fall off my head at sea. I later remember partying on a cruise ship while travelling (on the EL.VENIZELOS, I believe) in the Aegean towards Crete. And I later remember partying on a cruise ship while crossing the Adriatic. Good memories all of them. You know, when visiting ports, I somehow still have this fleeting desire to board a ship and just go anywhere it takes me!

MarineTraffic has always been about ships and ports and is now encompassing businesses and professionals. As a technical, IT orientated person I am of course intrigued by the concept of autonomous ships. There are some extremely exciting and interesting projects in this area. I can see how many of the activities carried out by seafarers could be automated, allowing sea staff to focus on the aspects of bridge and engine room management that require problem-solving skills and creativity. However, we are still some way off from the day of the fully autonomous ship.

This is a trusted service enhancing visibility of companies and their work. We focus on detail, running pilots with several regional and global companies and we look for more!