

New helm at IB Marine Division

Former Spectec CEO and arch-rival in the marine IT business Giampiero Soncini is the new CEO of the ambitious Italian firm



Well-known professional operator in Maritime IT Giampiero Soncini started on 1st December an expected wide and a long co-operation with IB Marine Division by assuming the role of CEO, Marine Division.

“Under his guidance IB Marine is looking to become a major player in the Marine IT sector”, says Maurizio Ricci, IB President, who will retain the role of CEO IB Industry Division. “Giampiero and I have been competitors for over 30 years, and it is simply amazing that we can now work to build something together”.

“IB has been in Business for over 35 years, and I have known and respected them for all my time at Spectec. They share my same values when it comes to business: they put customers, product innovations and employees first. We agree that if we take care of these three elements, growth and positive results will come as a natural consequence. It’s a philosophy which appears to be lost in a lot of companies, where business is driven by personal bonuses and profits at all costs. Sometimes it is good for stock markets, but sometimes it is really not that good for staff, companies and customers” Giampiero Soncini commented. “I have decided to join IB, a strong company, operative in the IT maritime market since 1985 which has been for long time a strong and correct competitor of mine, in my previous job, for two main reasons: we share the same business vision to run a company where customers, product development and employees matter, therefore we want profit, of course, but not at any cost. IB has invested a lot of time and energy to create some very effective and extremely innovative software products. I love what they have built, and judging by their successes, I am not the only one. IB has built trust with its customers by serving them intensely and correctly. This is the basis for any business: relationship, trust and mutual respect, forming a long-term partnership. I love emerging technologies: remote monitored, remote controlled, unmanned vessels... They will take time, but they will become standard, like all other innovations before. Shipping has to follow the route opened by the Aviation industry: standardized manuals, remote monitoring and controlling, and service oriented mentality .Whoever will do it first, will lead. I’ll do my best to help IB to reach this goal” stated Soncini.

In late 2017, after close to 30 years working with maritime software provider SpecTec, former CEO Giampiero Soncini has left the firm’s parent company Volaris Group to take up a new position with Italian classification society RINA (Registro Italiano Navale).

“Marine IT is going through a deep and fast transformation, and IB has new and powerful products, very innovative, ready for the market. With the help of Giampiero, we intend to grow prudently, progressively but relentlessly” Daniele Bottazzi, IB Chief Commercial Officer, concluded.

IB employs over 100 people, and is based in Rapallo, on the Ligurian coast near Genoa, with offices in Cyprus, Germany, Norway and USA.

A strong and well financed expansion plan (including the opening of new offices in Asia, and Middle-East, in addition to the ones already existing) will be unveiled in the weeks to come.

IB markets two main line of InfoSHIP products: an Energy Governance solution, aimed at reducing fuel consumption but also dealing with SEEMP, ERS, Oil Record Books, Electronic Log Books etc. and related issues. The products provide full vessel remote monitoring, as a standalone software or in association with a Fleet Operation Remote Centre. The software employ a high level of Data Analysis and Machine Learning. An ERP solution for Maintenance, Procurement, Quality & Safety.