

INFINITY

Empowering 7,000 vessels and continuously evolving.

speedcast



Get Covered with Iridium Certus

with Speedcast promos for maritime

GET COVERED

Nor-Shipping 2019
Oslo 04-07 June

Welcome to

Book now →

Digital Ship

MARITIME CYBER RESILIENCE FORUM

ATHENS, 7 MAY 2019



www.thedigitalship.com

Lufthansa seals maritime agreement with IB

Monday, 08 April 2019 | Software, Big Data & IoT



Giampiero Soncini, CEO, IB Marine Division

Lufthansa Industry Solutions (LHIND), the service provider for IT consulting and system integration of the Lufthansa Group, and Influencing Business (IB), an Italian Maritime software company, have signed a cooperation agreement to pursue common interests in the marine sector.

The partnership will see the companies working together to improve the use of digital technologies within the marine sector for optimal fleet management and efficiency.

"Working with LHIND is at the same time a privilege and a challenge for IB," said Giampiero Soncini, CEO, IB Marine Division. "When I joined IB I was surprised by the modernity of the software they had created. I believe IB to have the right software solutions needed today by the shipping companies, especially the very large ones. In addition, no one can doubt of the capabilities of LHIND to provide agile IT project management and support to companies which want to fully embrace the digitalisation process. LHIND is the partner we needed for some of the very large projects we are getting involved with"

"There are strong commonalities between the Marine and the Aviation industries," stated Ralf Struckmeier, LHIND vice president. "We are already present in this market with our services and linking with a company like IB represents well our willingness to expand and broaden our offering as a premier provider of quality IT consulting services. We have strong experience in managing complex, high level IT projects. IB has the right and innovative products which the marine industry needs to confront the difficult path to a complete digitalisation of their processes. So, working together is almost obvious".

Tweet

Like

Sign Up to see what your friends like.

Tagged under #Lufthansa #Influencing Business #Partnerships