



## Nautilus Labs and Insatech Announce Partnership

(New York, New York - JUNE 30, 2020) [Nautilus Labs](#), the technology firm advancing the efficiency of ocean commerce through artificial intelligence, and [Insatech Marine](#), specializing in fuel consumption systems, instrumentation, and monitoring solutions for the maritime industry—today announce a partnership to jointly deliver end-to-end instrumentation and data transmission that gives more shipping businesses access to Nautilus' predictive decision support solution. Nautilus serves the global maritime industry by building decision support software that surfaces smart alerts and actionable insights that maximize voyage profitability and vessel yield.

"Scaling instrumentation, marine services and support is crucial to ensuring that different types of vessels and shipping businesses have the opportunity to unlock access to their data," said Leigh Jaffe, Director of Corporate Development at Nautilus. "Nautilus is pleased to partner with Insatech to drive the vessel connectivity necessary for our platform to inform improved decision-making that drive profit uplifts and minimized global footprint."

Denmark-based Insatech has established partnerships with some of the world's leading manufacturers in instrumentation and automation for a global service. The company optimizes operational procedures and by offering field-tested and proven solutions for regulatory compliance.

Outcompeting the competition requires businesses to drive greater transparency, accountability, and collaboration by providing one unified platform for all stakeholders. Shipping companies can be extremely data rich, but oftentimes can't process that data and, ultimately, the information. The partnership between Nautilus and Insatech allows customers to quickly and easily collect and transmit their datasets from ship to shore to make better decisions—now and in the future.

"Our team of marine experts has developed partnerships with some of the leading manufacturers and customers in the world. We're proud to partner with Nautilus to enable shipping companies to easily and quickly collect and transmit data to gain actionable insights and recommendations. Our collaboration will enable our clients to more seamlessly access Nautilus Platform to become more profitable and sustainable," added Jacob Møller, Managing Director at Insatech about the new partnership with Nautilus.

### **ABOUT NAUTILUS**

Nautilus Labs is advancing the efficiency of ocean commerce through artificial intelligence. With hubs in New York and Singapore, the firm is trusted by clients across the globe to help make better, real-time decisions that ultimately unlock transformative outcomes—at sea and on shore. By partnering with Nautilus, ocean shipping leaders can maximize returns for every vessel and voyage while driving cross-team collaboration, greater transparency, and stronger accountability for their companies, shareholders, and the planet we all share. (To learn more about Nautilus or request a demo of the software application, Nautilus Platform, visit us at [www.nautiluslabs.com](http://www.nautiluslabs.com))

### **ABOUT INSATECH**

Insatech has provided instrumentation, automation and turnkey solutions to industry since 1989. Their mission is to offer intelligent, quality products to the maritime industry. In addition, they develop, produce and deliver their own solutions globally and have installed more than 500 systems on ships. They specialize in on-board performance systems where they install instrumentation, collect data and send it to



shore for analysis, adding value to both owners & operators. Insatech sees themselves as a very strong partner for both customers and suppliers. They currently employ over 80 specialist staff in Denmark and have agents in more than 20 countries. (Learn more about Insatech's performance solutions at [www.insatechmarine.com](http://www.insatechmarine.com))

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