



## Case Study

# ALMI TANKERS



[www.hilomrm.com](http://www.hilomrm.com)





# How to revolutionise your maritime compliance

---

HiLo's industry-first, world-leading maritime compliance tools save shipping companies time, money and lives. They identify and eliminate issues, both on-board and onshore, that could lead to maritime disasters.

**There are 55 companies with 2,500 vessels in the 'HiLo fleet'** – customers who share their data in return for these life-saving insights. They include Almi Tankers, who have used this analysis so successfully they have achieved award-winning safety improvements. How did they do it?

## How HiLo transforms maritime compliance

---

**HiLo's ground-breaking technology allows them to collect and analyse data from many sources including incident management systems, audits and equipment.**

Their analysis has shown where major incidents develop from small issues called 'leading indicators'. These are not significant on their own, but if not fixed can combine with other factors to cause major disasters. Without the data volume submitted by shipping companies, this key safety breakthrough could not have been discovered.

HiLo therefore, **transforms maritime compliance by identifying the most urgent safety issues for individual customers and explaining how to fix them.** This allows small but significant issues to be found and solved much earlier, preventing maritime catastrophes. The predictive analytics tools anticipate future issues based on current processes, operations and risks. Developed by world-leading experts and peer-reviewed by Imperial College London and the Alan Turing Institute, **the statistical models predict risks with over 98% accuracy.**

This means shipping companies can not only solve existing risks, but also be prepared to eliminate new ones as soon as they emerge.

This combines well with Almi Tankers' digital safety record infrastructure. All observations, inspection findings, near miss and Behavioural Based Safety reports and incidents are recorded digitally. This has made it possible for the data transfer to be set up automatically, without any extra input from the system's users.

This automatic transfer and direct access to data with HiLo has had a very important side effect: that the entirety of the information is transparently provided for analysis. No screening or control is exercised on what information is shared, as there is no information that is kept back. **The result of this is that the analysis provided by HiLo is guaranteed to meet the actual existing safety conditions on board the fleet vessels.**



# How HiLo helps Almi Tankers find and fix risks



**Almi Tankers – a leader in maritime safety – has used HiLo’s tools and risk analysis services since 2019**, and in doing so hugely improved their maritime compliance.

In reviewing data findings quarterly, Almi Tankers and HiLo discover risks that have significantly or unexpectedly increased, and pinpoint how to reduce them.

This allows Almi Tankers to eliminate the highest-prioritise risks, in the right priority order and address them accordingly. In each case:

- If a high risk is or systemic low risks or trends are discovered, **quick actions can be taken a decisive action plan is deployed immediately to address and eliminate it.**
- If the highest risk identified is not urgent, it can be **incorporated into an ongoing safety campaign to raise awareness, and checked in the next review.**
- If low risks or weak signals of risks are identified on a scattered or random basis, **a relevant action plan with objectives and associated metrics and KPIs is integrated** as soon as possible into Almi’s Strategic Safety Assurance Map.

Valuable feedback from our seafarers is collected for both cases and collective decision is taken. Specifically, when it comes to Safety of Navigation, **the HiLo’s risk analysis results at the end of 2023**, i.e. for the 4 years of Almi Tankers S.A. enrolment in the programme are the following:

“ For Collisions, Allisions, and Grounding UDE risk and associated LE, Almi Tankers operates with a vastly lesser risk than the rest of the tanker fleet. Whilst the UDE and LE risk of the Tanker (and Crude) fleet continues to rise very slowly (almost steady in areas), Almi continues to reduce slowly.



# Growing a shipping company safety culture

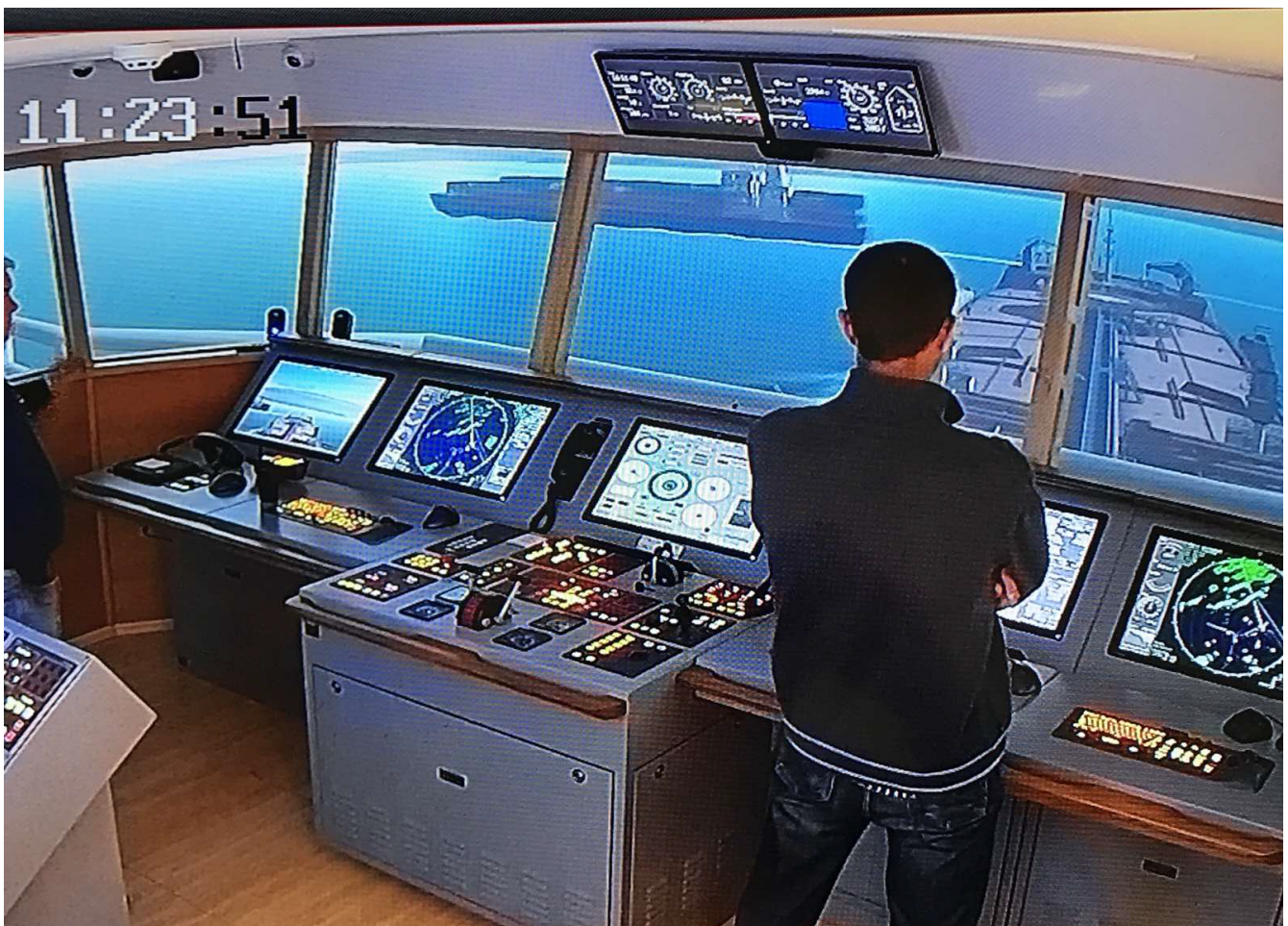
Additionally, **Almi Tankers has used HiLo's analysis to identify that while the industry focuses on compliance and individual human errors**, a more comprehensive and holistic approach to accident prevention may be necessary.

There is **a strong correlation between the attitudes and behaviours** of the seafarers on-board ships, and their national, professional and organisational cultures.

Almi Tankers has therefore established a **maritime resource management course that focuses on establishing a genuine safety culture**.

It tackles important issues of cultural awareness, including:

- How people can vary.
- The cultural wheel.
- Differences between national cultures and attitudes.





# Almi's ground-breaking maritime safety improvements

To optimise shipping company safety management, it is crucial to learn lessons and use them to improve operations. HiLo's data tools and risk analysis is critical to this.

**The most conventional learning is based on investigations and analyses carried out with a clearly systemic approach.** These approaches consider the human as just another element of the system that may fail. Almi Tankers is changing to a radically different approach which considers the human as the centre of every system, but focuses on cognitive processes.

These are driven by emotion, biases, expectations, assumptions, and the cultural framework within which people operate.

**Combined with HiLo's data, it was clear that major maritime incidents are not caused by a single person, decision or event.** By using HiLo's analysis to find and fix the highest priority issues, Almi Tankers has:

- Lowered leading events (LE) by approximately a quarter.
- Subsequently reduced undesired events (UDE) by approximately 25%.
- Decreased risks (such as accidents during personnel transfer; LOCP steam in the engine room; ill health; and criminal/ security risks) on Almi Tankers vessels to approximately 1/3 of the tanker and crude fleet average.

In recognition of this, in July 2023 Almi Tankers was awarded a Certificate of Excellence **“for being a trendsetter and industry leader in sharing data for effective risk analysis and empowering the organisation to proactively mitigate risks for its fleet and seafarers.”** This is further proof of the success of their partnership with HiLo.





# Why use HiLo?

A strong and improving safety record can increase performance ensures the safety of people, the protection of the environment and creates a competitive advantage with regard to commercial appeal, enhancing your company's reputation and attracting new business opportunities.

**HiLo's customers have saved over \$130 million in the past year by avoiding incidents, and have prevented over 2000 incidents across the HiLo fleet.**

In short, using HiLo saves assists customers such as Almi Tankers to save first of all lives, but also valuable resources such as time, effort and money and lives at sea.while **creating the peace of mind that all shipping organisations seek to improve and add value to their customers. Find out more about HiLo today.**

## Global Presence

