

Case study

# In conversation with Giuseppe Oliveri from d'Amico

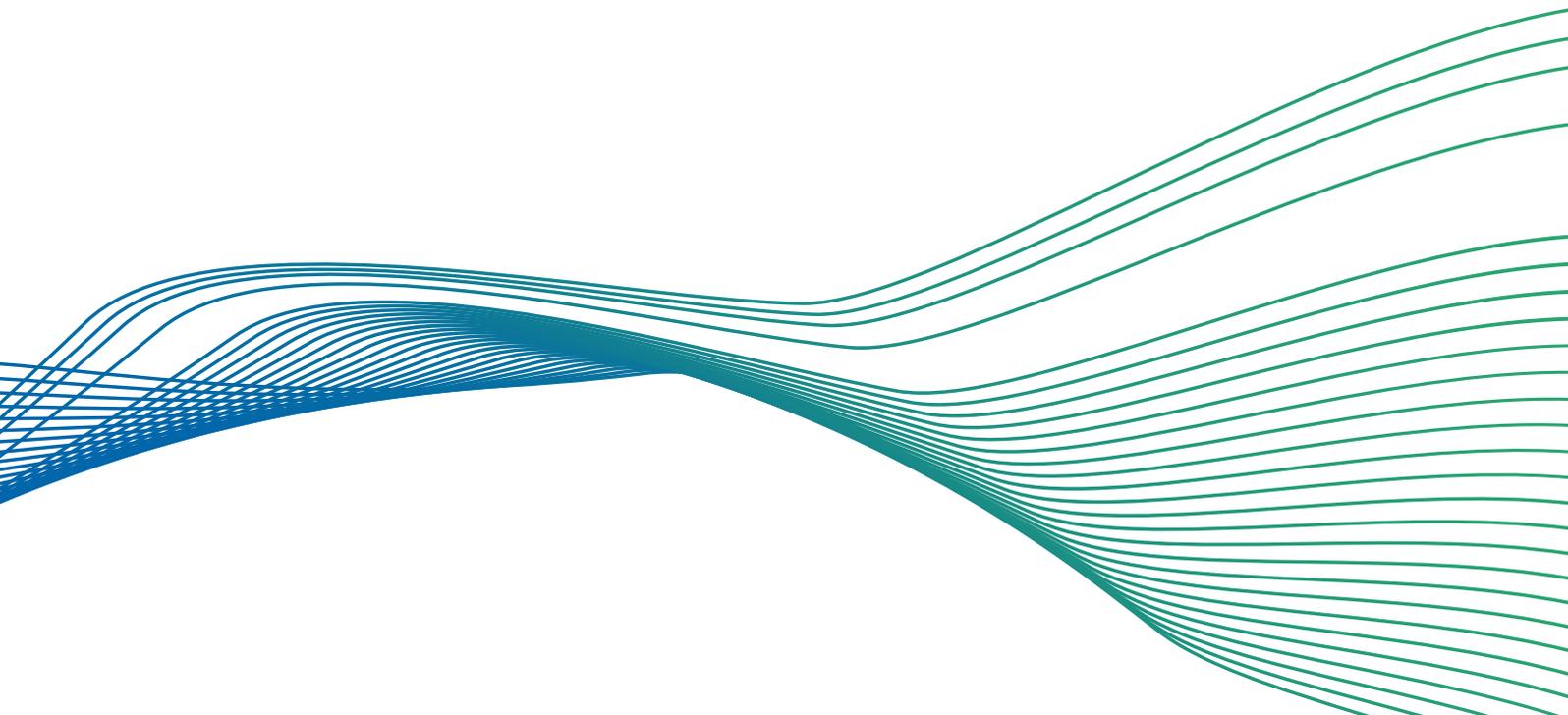


**DA-Desk®**



**Giuseppe Oliveri, Fleet Manager at d'Amico Group kindly agreed to chat with David Hardy at DA-Desk**

d'Amico has been a customer of DA-Desk and Marcura for many years, operating a fleet of 100 vessels.



## On the DA-Desk experience

David Hardy: When did you take up DA-Desk?

**Giuseppe Oliveri:** Several companies were signing up with DA-Desk I and wanted to see what DA-Desk had to offer. And the rest is history. That was 17 years ago, and we've been customers ever since.

David: Overall, how do you find DA-Desk?

**Giuseppe:** DA-Desk is a fantastic tool. It gives you all the information that you need and can be used 24 hours a day – you know you always have someone at DA-Desk working for you.

I know that DA-Desk teams are specialized – so for d'Amico we have our own dedicated DA-Desk team working for us on DAs, reports, amongst others – which saves us a lot of money.

Also, if I consider the preferential supplier agreements we get through DA-Desk, those have been a great help. We use these agreements on a wide range of suppliers, pilots, towage, and port handlers.

So yes, overall, I am very happy to work with you and I think that everyone here is happy to work with DA-Desk.



*“d'Amico has our own dedicated DA-Desk team working for us”*

## On savings and efficiency

David: I'm curious about the reduction of the manual, repetitive paper-based workload achieves through using DA-Desk.

**Giuseppe:** Yes, it is important. I don't need the real paper anymore in my hand because of DA-Desk. Everything is in the system - you just get it with a click, and I can then see it.

And we know that everything is stored by DA-Desk. It's not just the paper saving, it's the way DA-Desk has changed our job. That is fantastic. If you were to recreate what DA-Desk does, you'd need at least five people.

David: DA checking: So, this is where we're checking cost items line items. Do you? Does that generate real savings?

**Giuseppe:** Yes, for us it generates savings. DA-Desk checks to see the costs are as agreed and they flag if not just to us but to the agent themselves.

And that if they see that there is any kind of discount that has not been applied, then DA-Desk is there [to inform the agent] that this is the discount that you should have applied it.

So yes, the check is real, on each single page of the DA.



*“If you were to recreate what DA-Desk does, you'd need at least five people”*

## On your career and d'Amico

David: Please can you tell me something about the company?

**Giuseppe:** d'Amico Group is an Italian shipping company operating on a global scale. The origins of the business date back to 1936, when the d'Amico family moved the first steps in the shipping industry. d'Amico Società di Navigazione SpA, the holding company of the Group, was founded in Rome in 1952. Today, the Group's main offices are located in Rome, Monaco, London, Dublin, Luxembourg, Singapore, Stamford (USA), Vancouver, Mumbai.

It has been a pleasure to work with all of you guys at DA-Desk. The guys have done a great job.

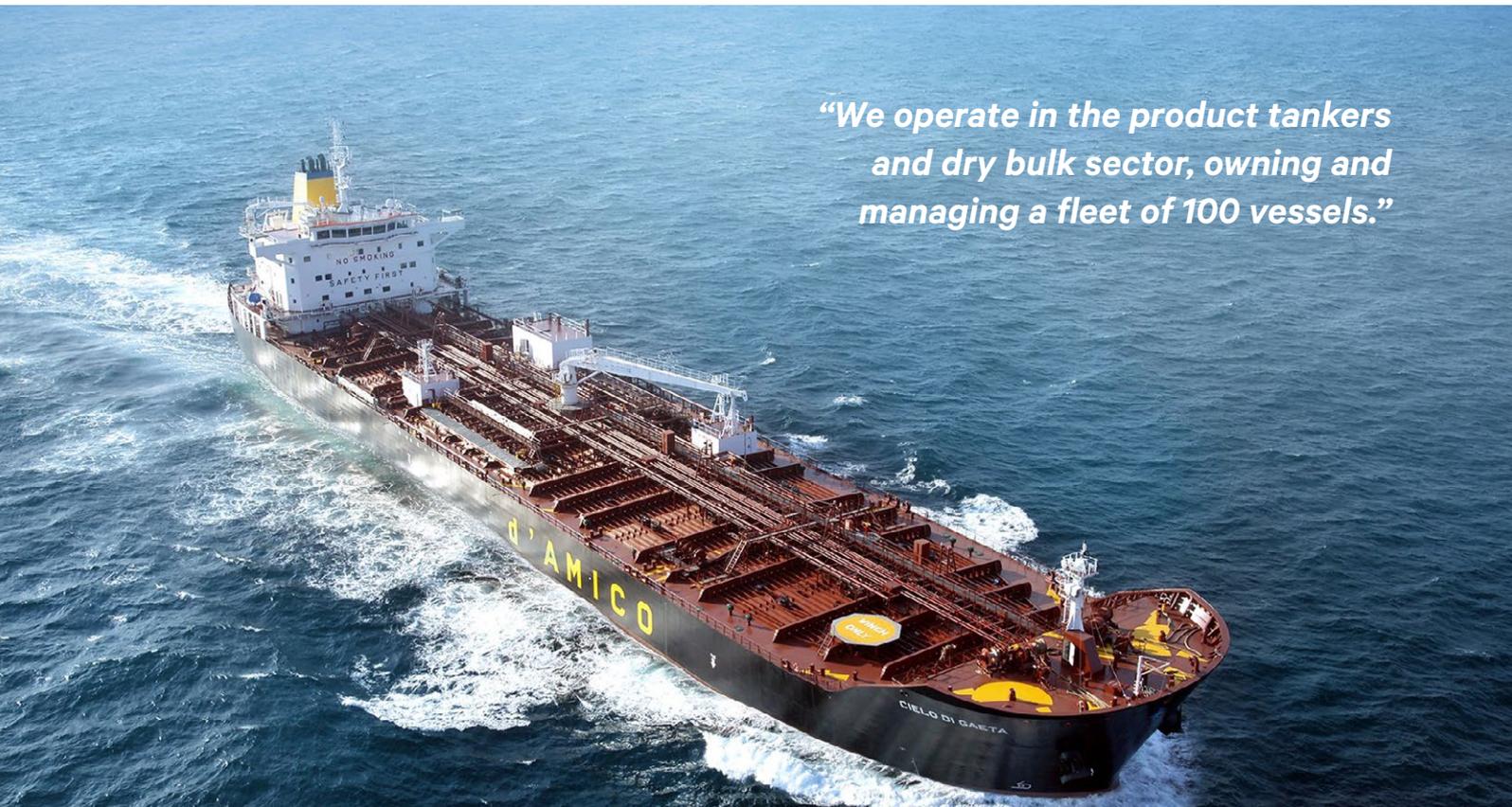
David: Tell me about your career?

**Giuseppe:** I worked on board when I was young – I left home when I was 17. I joined tanker, then passenger vessels with Carnival Cruises. Went up to staff safety officer with promotion to staff captain and then decided to go back to cargo vessels.

This time dry bulk carriers and the same company had a towage company too.

They were looking for someone with ISM experience, so I went to work with them and travelled a little bit around. Then d'Amico was looking for a port captain.

Fast forward to today, I am the fleet manager of d'Amico Group and director of the Irish companies d'Amico Tankers DAC and d'Amico Dry DAC.

An aerial photograph of a large d'Amico tanker ship sailing on the ocean. The ship is dark-colored with 'd'AMICO' written in large yellow letters on its side. The name 'CIELO DI GAETA' is visible on the hull near the bow. The ship is moving through the water, leaving a white wake. The sky is blue and the water is a deep blue.

*“We operate in the product tankers and dry bulk sector, owning and managing a fleet of 100 vessels.”*



**DA-Desk<sup>®</sup>**

Request your demo –  
visit [www.da-desk.com](http://www.da-desk.com)

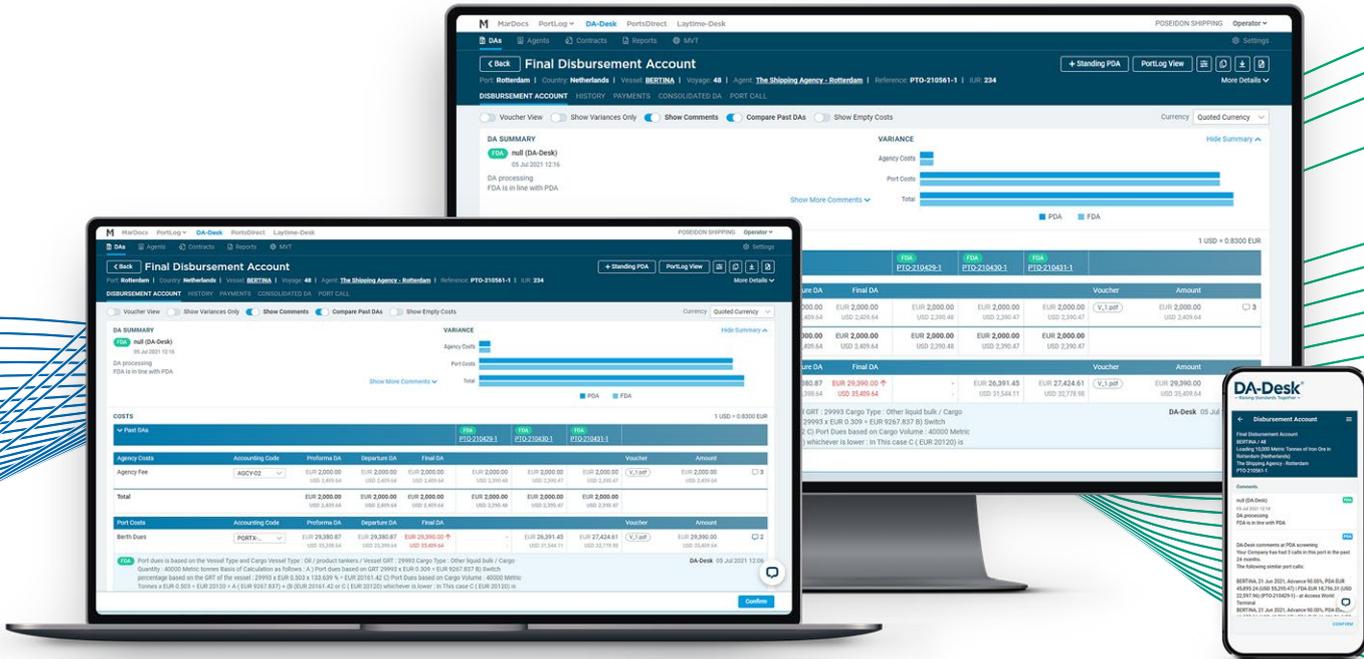
FOR OPERATIONS



# Disbursement Accounts made easy

Digitise and automate  
Save time and money  
Improve compliance  
Elevate your process

**DA-Desk**<sup>®</sup>



From agent appointment to voyage closing, from managing payments to maintaining regulatory compliance, we know just how complicated and costly juggling the demands of international port calls can be.

That's why we've spent over 20 years pioneering solutions, harnessing the power of digital shipping to open new possibilities:



**Driving efficiencies**



**Saving money**



**Mitigating risk**

**350+**  
Customers

**200,000**  
Port calls/year

**\$10bn**  
Payments/year

**360**  
Team members

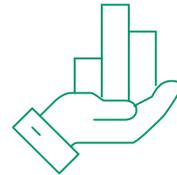
**2001**  
Established

# The four foundations of DA-Desk



## Risk reduction

Mitigating exposure to legal, financial, transactional, regulatory and operational risks with due diligence, regulatory compliance, end-to-end transparency and IT security.



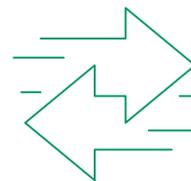
## Smart operations

Spend more time making operational decisions by automating and streamlining lengthy manual and repetitive administrative tasks.



## Reduced costs

Reduce operational costs with competitive supplier quotes, favourable FX rates, reduced bank charges and screening of all port charges.



## Integration

Easily connect and share data in real-time with your VMS and accounting system.



# DA-Desk<sup>®</sup>

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