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## James Fisher AIS and SRO Solutions launch new digital partnership for maritime and offshore sectors

A new digital partnership is being announced which aims to create one of the most innovative and advanced asset management systems in the maritime and offshore sectors.

The collaboration is being launched by James Fisher Asset Information Services (AIS) and Manchester-based tech company SRO Solutions which represents IBM's Maximo software in the marine industry. For the first time it will see four proven technologies offered as one package supported by experienced marine and offshore teams from AIS and SRO Solutions fusing their combined expertise. The four technologies (see notes to editors) are IBM's Maximo asset management software and SRO's Data Replication Solution together with AIS's digital twin platform R2S, and Mimic Condition Monitoring (CM).

### **SRO Solutions founder Tony Lackey, a trained marine engineer, said:**

*"The new partnership is a hugely exciting moment for the sector as it will drive massive digital innovation in the efficient management of thousands of pieces of equipment between onshore and offshore oil rigs and fleets of ships.*

*I know the team from AIS well and we began to discover that an increasing number of offshore companies were investing in both IBM's Maximo and AIS's R2S and Mimic CM technologies but leaving them in silos unaware how to maximise the software through synchronising the kit.*

*This partnership tackles that problem for companies which already own the software but it also brings a new very powerful product to the marketplace for companies looking to radically improve their asset management operations. Bringing the four pieces of software together with the industry and domain expertise of SRO and AIS will help businesses drive massive cost and time savings as well as make maintenance work safer and enable more remote work. When you look at how R2S and Maximo save company's literally millions by eliminating waste and reducing equipment breakdown it is very exciting to see what we can do together for customers.*

*As an example, Maximo is designed to manage machinery maintenance preventing breakdown. But this is just on a piece of paper, the engineer cannot see the equipment or where it sits on the rig or ship. And this is where the R2S digital twin comes in. Through R2S, engineers from the comfort of their office, can navigate through an immersive real-world replica of the ship or rig and explore around a specific piece of kit. They can then see what else is around the equipment, such as say a tank which would make hot work unsafe and then plan their work in advance rather than wasting time on the spot. Giving Maximo effectively a pair of eyes through R2S is real digital innovation which will change the industry for the better."*

**Sean Huff, AIS Managing Director, said:**

*“I’m particularly excited to be partnering with SRO, the synergies between the companies and the technologies are very attractive. The R2S digital twin technology and the Mimic condition monitoring system for instance provide operational and real-time engineering information to owners and operators of complex maritime assets to deliver operational efficiencies and cost savings. Both R2S and Mimic link directly to the SRO-deployed and maintained Maximo systems to drive additional value. The partnership between AIS and SRO allows for a significant number of synergies in a common client pool, including widening our collective footprint in the maritime sector via the sharing of resources.”*

**Paul Mount, Mimic General Manager said:**

*“Whereas many vessel owners and operators have typically operated on a just-in-time reactive basis to equipment failure, we’ve seen that model come under significant financial, and during the Covid-19 pandemic, operational pressure. In addition, a new cohort of tech and financial savvy asset owners are challenging industry norms, and we’re actively engaged in helping them realise their digital objectives. This partnership is one such area where both companies have identified where inefficiency exists in the industry and have come together with a comprehensive initial package.”*

**Ends**

**Background**

Four pieces of software that will integrate under the partnership:

**IBM Maximo.** The most advanced asset management software in the world. Maximo enables proactive equipment maintenance preventing expensive and disruptive breakdowns while procurement can use Maximo to plan with greater efficiency, understanding what spares can be shared between ships and assets saving unnecessary purchases - saving potentially millions of pounds. The purchasing process is streamlined so when equipment does need to be bought it can be done in bulk from a single vendor for all the ships and assets bringing down costs. In addition, Maximo provides live foreign exchange rates ensuring companies have the option to use the currency with the strongest buying power.

Maximo is also known for its ease of use compared with other asset management systems which can be cumbersome and rigid and it automatically roots out data conflicts. Maximo can work and talk to new IT systems and software where a lot of older computer maintenance management systems (CMMS) struggle with digital integration as their functionality is too rigid. This is increasingly important for the likes of the classification society surveys which expect greater levels of IT system functionality to ensure ships are fully compliant with standards.

[Watch: DP World Maximo case study](#)

**SRO SDR data replication software.** SRO’s SDR is designed specifically for the maritime and offshore industry and automatically syncs all the Maximo data when Maximo is offline such as when it is at sea. Maximo itself only works online but through the SRO system it can sync data

on a planned schedule offline reducing overload on bandwidth when Maximo gets back online. This enables disconnected remote sites such as regional offices, ships, offshore assets, laptops and mobile workers full access to up-to-date information through dependable session-based replication. As a result of having this unique data replication engine SRO is the leading provider of IBM's Maximo software in the maritime and offshore sectors. No other Maximo provider can offer this service.

[Watch SDR explainer film](#)

**R2S** brings powerful digital twin capability to teams tasked with managing assets and project lifecycles; presenting any site data in real-world context to plan better and make decisions faster - saving money, saving time, improving safety, and enhancing collaboration. Adopted by leaders in oil and gas, offshore renewables, forensic and security services, R2S produces virtual walk-throughs embedded with data, enabling personnel to remotely visit sites and easily access technical and operational data. The R2S digital twin can accept any visual data type including photos, video, laser scans, UAV and ROV captures.

**Mimic** delivers operational assurance for commercial ship owners, operators, and military vessels, with a dedicated range of specialist Condition Monitoring solutions.

Mimic Condition Monitoring software seamlessly captures, connects, and combines any vessel data, providing actionable insights into the health and performance of machinery on any fleet, anywhere in the world, at any time; improving reliability, increasing uptime, enhancing safety, and saving money.

Automated data collection from vessel control systems enables performance management of individual assets, vessels and fleets by analysing vibration data, fluid quality, performance and efficiency, to inform a data driven, proactive maintenance strategy:

- Eliminates unscheduled breakdowns
- Reduces maintenance costs
- Increases operational capability & productivity
- Improves safety and reliability
- Increases uptime

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## **James Fisher Asset Information Services Ltd**

James Fisher Asset Information Services (JF AIS) enables asset owners and operators to enhance business performance through informed decision-making – providing transparent, value-added digital solutions that deliver results and drive safe and effective asset management.

With the identification, integration, and interrogation of collected data, JF AIS provides comprehensive digital asset management solutions that unlock new ways for customers to be more efficient, productive and to reduce costs. The suite of field-proven digital products and professional solutions we offer includes, machine control, visual asset management, real-time tracking, remote safety management, weighing and measurement, decision support, operational modelling, condition monitoring, IoT platforms, control of work, and other highly specialised systems.

We support customers to harness the value of information they have by intelligently linking data together which empowers them to make effective and efficient decisions in real-time.

JF AIS owns and operates industry-leading digital solutions that are deployed in a diverse range of global markets, including nuclear, defence, oil and gas, mining, offshore renewable energy, marine, transport and infrastructure, and construction. For more information visit [www.jf-ais.com](http://www.jf-ais.com).

## **SRO Solutions**

SRO Solutions is headquartered in Eccles, Greater Manchester UK and has a strong engineering heritage, thanks to years of hands-on industry experience.

The company is renowned for streamlining the management of assets and achieving seamless data replication, on and offshore. It manages projects across all seven continents, for an extensive list of blue-chip companies.

SRO was responsible for bringing IBM's Asset Management Maximo software to the marine industry, and has since broadened the scope of its work with a multitude of clients across numerous different sectors. SRO is proud of its status as a Gold Accredited IBM Business Partner, and the fact that SRO is the only IBM Maximo Business Partner worldwide with the capability to provide unique Maximo zero downtime upgrade (SDU) and Data Replication (SDR).