Q88 | CONNECTING THE INDUSTRY

ITALIA C&A

A Q88 customer case study of Italia C&A

Essential data supporting rapid success when matching cargos with vessels for Italia C&A

Projects in several marine sectors

Based in Genoa, Italia C&A s.r.l. is an independent international shipbroking company. It specializes in providing services within the areas of Tanker Chartering, Sale and Purchase (S&P), Newbuilding and Gas.

The company employs a vastly experienced team which has the ability to service the different needs of a wide range of clients. Italia C&A places a strong emphasis on using technological sophistication and innovation to support delivery of reliable and personalised service to clients.

The company is always ready to tackle new challenges and undertakes projects in several marine sectors. This ranges from tanker voyage charter, bare boat and time charter, through to the sale and purchase of all vessel

types. Across all these areas the team provides a 24/7 service that meets with the highest standards.

With 12 qualified and experienced brokers supported by operations and accounting teams, tankers are central to the company's business. At the core of its activities is servicing an international client base through the process of matching cargos bound worldwide with suitable ships.

Being ready for new challenges in a highly competitive field

Through its growth over the years, Italia C&A has obtained the confidence and commitment of major charterers, traders and shipowners worldwide. The group of brokers provide a high standard of service and valuable support in oil and gas transport negotiations. In what is a highly competitive field, there is a strong desire to always be ready to meet new challenges.

Antonio Quartini, Shipbroker at Italia C&A says: "We have requirements for key information to support our shipbroking activities. Firstly, data to find available vessels that are suitable for specific cargos. Then there is the need for information contained in documentation such as certification to support broking activities and making fixes."

There was a strong case to find systems that could help Italia C&A do things more quickly and with greater accuracy. This would enable greater efficiency, while at the same time allowing the business to be more competitive.

Value and intelligence from a maritime information services leader

Q88 Position List takes standardized maritime Automatic Identification System (AIS) data and wraps it with features that add value for tanker chartering and broking. Q88 builds on basics such as vessel specification and ownership to deliver outstanding value. Q88 Position List lets brokers have the insight required to identify and negotiate successfully with fleet owners and operators.

The Q88.com questionnaire system provides the information required to support matching cargos with suitable vessels with the appropriate characteristics and certifications. Widely trusted across the tanker shipping sector, Q88.com is available in 4 levels of subscription to meet the needs of companies with a commercial interest in tanker operations.

Across the Q88 suite of cloud software and data services, system users enjoy 24/7 access on mobile devices, anywhere anytime they choose to work connected to the internet. Together, Q88 Position List and Q88.com provide intelligence and value, enabling faster matching of cargos with the most appropriate vessels that tick all the boxes.

Smooth and successful operations

Antonio Quartini says: "We have used Q88.com since it was launched in 2008. Previously our company practice was to source ship data and certification information directly from the vessel owners and manually update the system we previously used."

He continues: "We have used Q88 Position List since 2017. Before, we used a combination of ways to understand which vessels were available. Using the owners' positions or standard AIS data we would try to figure out where vessels would be open. With Q88 it is much easier."

"Using Q88 it may only take moments or minutes to get what we need. It is essential to our business. It is better for letting us know the ship information and position data that is central to running our operations smoothly and successfully," says Antoni Quartini.

President of Q88 LLC, Fritz Heidenreich, says, "In opting for Q88 Italia C&A remains true to its goal of using technology and innovation to support the delivery of better services for its clients. Their experience is typical of the way our solutions transform efficiency and drive process change. We suggest it would be to the advantage of others in the global maritime transportation ecosystem to consider the benefits of Q88."

Need further information?

Should you require more information, don't hesitate, please contact us.

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About Q88 LLC

Q88 LLC is the platform used by shipping professionals to conduct business. Founded in 2001, Q88 LLC is the leading SaaS technology provider to the maritime industry. Q88's mission is to make the global shipping industry more open and connected. People use Q88 products to share information and work collaboratively, to access disparate information, and to turn static data into powerful insights. We believe that with the right technology guiding the right people, the possibilities are endless.