WITHIN THE NEXT 2–5 YEARS, AI WILL DO

40–70%

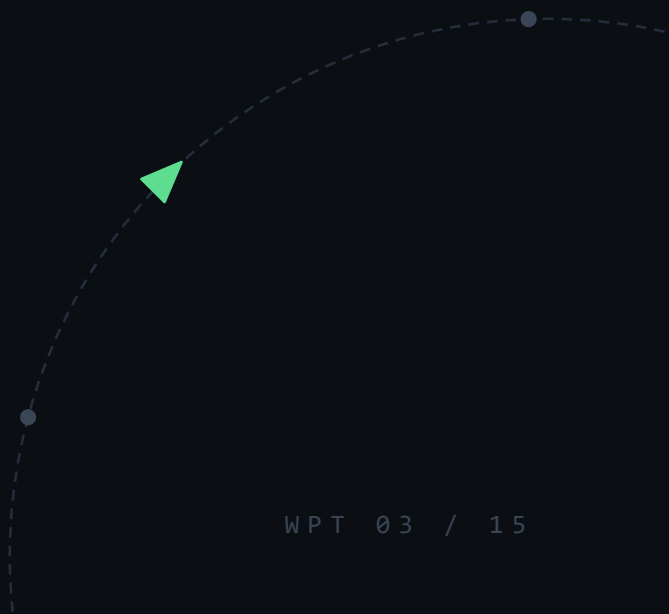
OF THE WORK YOU DO TODAY.

…but your job will still be... exactly the same.



Hold that thought for the next fifteen minutes.

What is your job, really?



If you think your job is entering digits into a system...

Yes! AI will take your job...

OUR ACTUAL JOB

The world runs on trade.
Trade runs on you.

TRUST RELATIONSHIPS PATIENCE

It is not a spreadsheet business. It is people business.

ONE WEEK. A STOPWATCH.

I spent one week timing how we actually work.

40–70%

of your day. Clicking, copying, pasting, waiting.

This — exactly this — is the work AI will do for you.

WHY NOW — AND NOT BEFORE

01

AUTOMATION

Promised everything.
Our noon-report parser:
3,000 lines of code —
still stuck at 93–97%.

02

DATA

APIs, webhooks, access.
But unstructured data
stayed unstructured —
and out of reach.

03

AI + LLM

Changes everything!

THE GAME CHANGE

AI + Automation + Data

- Transformation is no longer reserved for the companies that can afford it.
- Unstructured data — emails, recaps, documents — becomes actionable.
- And it is accessible to everyone. Today.

“SaaS is dead.”

“AI will replace 300 million jobs.”

“Software engineers are finished.”

And in shipping? All we get is a chatbot that answers simple questions.

WAVE ONE

Asking for information.

Chatbots in every enterprise tool. Interesting —
but it drives no transformation.

WAVE TWO

Asking for the work to be done.

Not *“what’s the weather in that port?”* — but ***“update my estimate with xpd for bad weather.”***

From clicks to conversation.

Your own agent — it learns shipping, and it remembers every detail.

You become the manager of a team.

IN PRACTICE — PRE-FIX, TODAY

01

Create the estimate

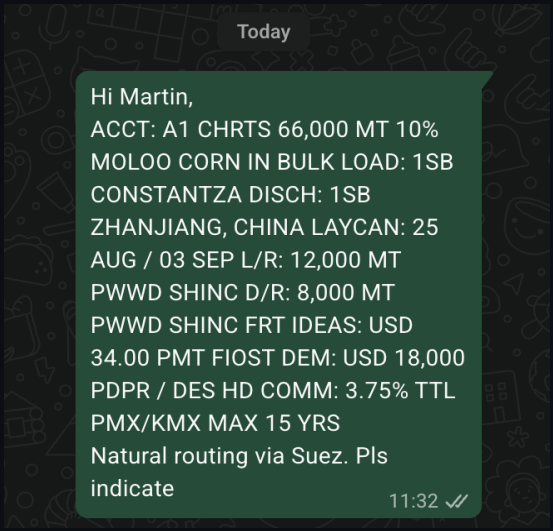
From a cargo email to a full voyage estimate.

02

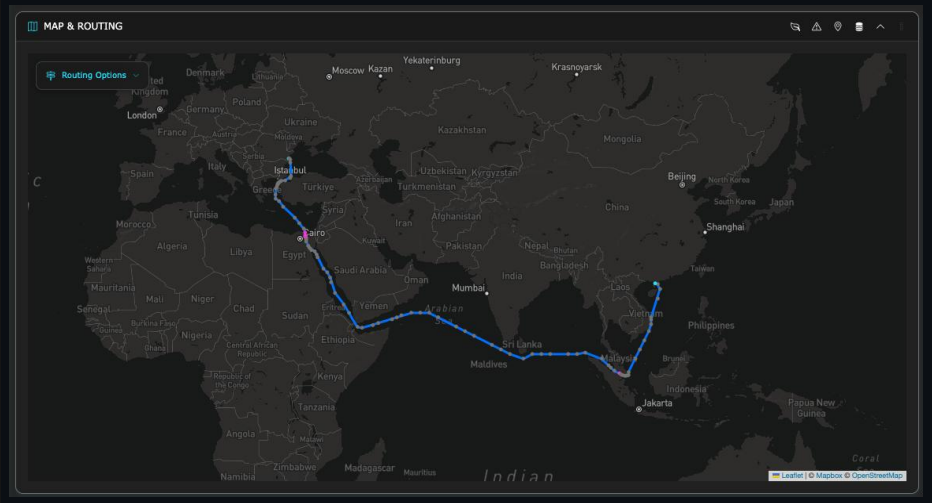
Build the options

Alternative vessels, speeds, rates — in seconds.

EXAMPLE USING CLAUDE

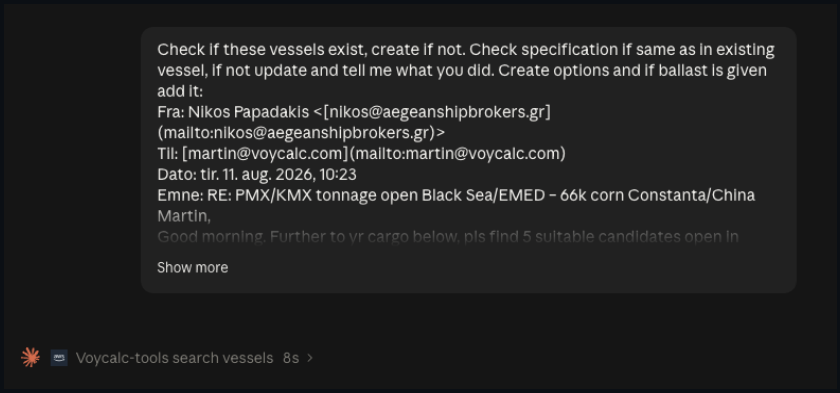


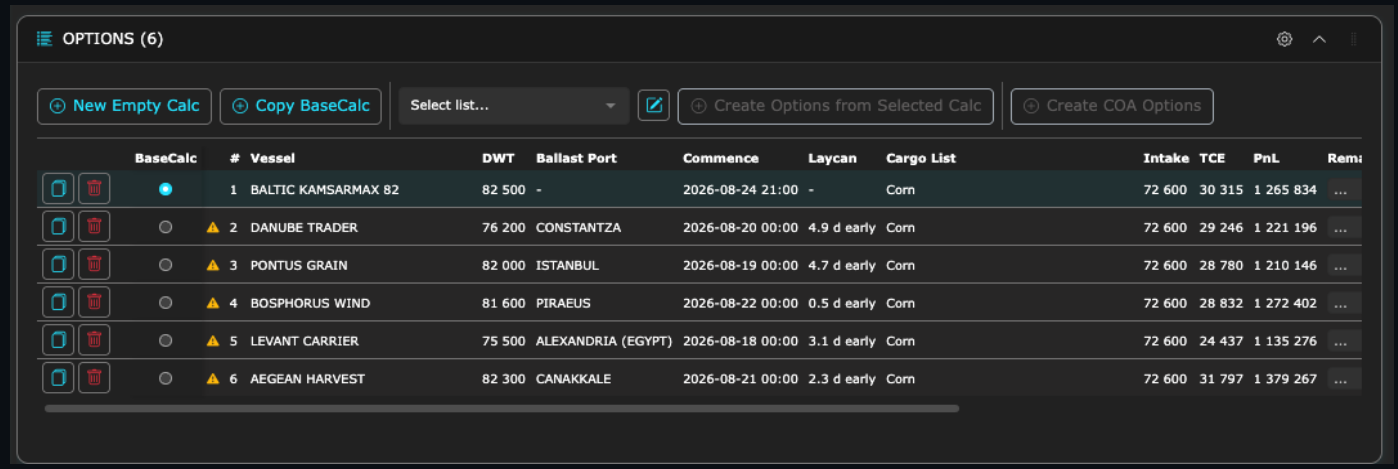




EXAMPLE USING CLAUDE

Create Options from tonnage list:





IN PRACTICE – PRE-FIX, TODAY

01

Create the estimate

From a cargo email to a full voyage estimate.

02

Build the options

Alternative vessels, speeds, rates – in seconds.

03

Work the inbox

Request information by email – and read the replies.
Scheduled: Each morning – tell me what happened with my voyages last 24 h.

04

Charter party support

Find the clause. Compare the terms.

05

Update the VMS/or any other system

Data from email straight into the system.
No more click – simply talk and make decisions!

++++

AI takes the work.
Not the job.

The people business is just getting started.
P.S. We still need to hire juniors!!!

