



Uniting for smarter, seamless offshore wind operations

In conversation with Innes Cameron, Director at Clarksons Port Services, and Nicolaj Splidt Jakobsen, Head of Offshore at Dan-Bunkering, PES explores how a powerful new partnership is reshaping port logistics and fuel strategies for the offshore wind sector, delivering integrated, efficient solutions from planning to decommissioning.

PES: A warm welcome back to PES Wind, Nicolaj and welcome to you, Innes. It's great to have you here to discuss the exciting collaboration between Dan-Bunkering and Clarksons Port Services. This partnership offers a comprehensive solution, from port services to fuel delivery.

Let's start with what inspired this collaboration?

Innes Cameron: Clarksons Port Services and Dan-Bunkering have enjoyed a longstanding partnership. However, the evolving challenges faced by our clients during the last five or six years have highlighted new opportunities to utilize multiple synergies between the services provided by both companies.

As we assessed port calls and planned future projects, it became evident that combining the strengths of both organizations could lead to significant optimization of the supply chain.

Nicolaj Splidt Jakobsen: The goal is to provide a seamless and efficient service package that covers everything from advisory to all activities associated with a port call. How our clients were sourcing their solutions was changing and it required a streamlined offer that derisked the operation and unburdened them from the ever-changing operational environment.

PES: Your service package covers everything from advisory to all activities that come along with a port call. Which elements have proven most valuable to clients so far?

IC: The ability to identify potential changes to the schedule and adapt as necessary has been a significant advantage for our clients. This flexibility enables us to respond to any unforeseen challenges promptly, maintaining efficiency and reliability throughout the entire operation. By engaging closely with the client from the outset, we can take a holistic view of the project. This allows us to tailor the right solution for each activity and continuously adjust and look for ways to optimize the operation.

PES: In practice, what kind of time or cost efficiencies are clients seeing when consolidating services under one roof?

IC: Scheduling and optimization are key elements of our approach. By providing a single point of contact to oversee and coordinate all activities, it ensures clients are spared the complexity of managing multiple contacts. The dedicated coordinator has 'real-time' oversight, ensuring the process is aligned with the client's expectations in advance. This approach removes the client from the process itself while giving them full visibility of what is happening, leading to significant time and cost efficiencies.

NSJ: By integrating multiple critical parts of the supply chain, we can consider ways to optimize and look for time-saving opportunities. For instance, fuel delivery, which might seem simple on its own, can



Innes Cameron

become more efficient when coordinated with other activities during the port call.

PES: Describe a typical project timeline, from port planning to final vessel departure. Where do you step in and where do you add the most value?

IC: Is there a typical timeline? Some projects require key infrastructure and support services secured well in advance, while others are very fluid due to shifting timelines and factors such as weather. In these circumstances, the solution must be highly flexible and adaptive. Significant value is added to those more reactive situations, but we are always operating with several contingency measures and options.

NSJ: Considering the fuel strategy, being involved early in the planning phase allows us to identify supply options, consider hedging strategies and align with the client's overall strategy, now also with a focus on the EU maritime regulations. By integrating our solution, we can identify potential challenges, de-risk the supply chain and ensure smooth and efficient operation.

PES: With fewer stakeholders involved, decision-making becomes faster, but does it also raise the stakes in terms of accountability?

NSJ: When our clients put their trust in our solution and our partnership, accountability indeed rises. We become the sole counterpart responsible for ensuring a smooth operation and short turnaround time for the vessels in port. Having fewer stakeholders involved allows us to make quick decisions together with the client when needed. Time sensitive information can be passed on to all relevant stakeholders without delay, ensuring that actions are taken immediately when needed.

IC: This approach allows for clear communication and clarity of scope and purpose. Everyone knows what they need to do and when. By establishing the rules of engagement and outlining the full scope of work in advance, we can allow for various



Nicolaj Splidt Jakobsen

scenarios that are likely to occur. By putting the client's needs at the very center of all solutions, it ensures we work to add value at every step of the process.

PES: Construction phases of offshore wind farms can be incredibly complex. What are some common logistical challenges you help clients overcome?

IC: The complexity arises when multiple stakeholders are involved across various parts of the supply chain. Each activity impacts the next; an unexpected delay affecting one vessel can disrupt the entire schedule. By reducing the list of parties involved and consolidating services into one part of the supply chain, operations can be streamlined, reducing potential delays. Effective coordination of port calls and activities is another significant challenge; ensuring everything is synchronized and efficiently managed helps to mitigate delays and optimize the overall operation.

PES: There's often a gap between planning and execution. How do your teams bridge that gap, particularly in high-pressure, multi-vessel environments?

NSJ: To bridge the gap between planning and execution, we must be involved early on. This allows us to tailor the solution from the beginning with the client's project team. Early involvement helps us align our strategies and ensure all aspects of the project are considered from the start.

IC: Integration into the project on the client side is imperative. Placing the client at the center and providing 360-degree visibility around their activities, with real-time information, ensures that everyone is on the same page. This approach allows for quick decision-making and immediate action when needed, bridging the gap between planning and execution effectively.

PES: Fuel EU Maritime is reshaping the conversation around fuel choice. How are you adapting your offerings to reflect these regulatory changes?



NSJ: Fuel EU Maritime is indeed reshaping the conversation, and we are actively adapting our offerings to meet these new regulatory requirements. We provide advisory services to help our clients comply with the regulations, ensuring they meet the GHG intensity targets. By creating the right fuel mix for their specific work scope, we help balance the amount of biofuel needed to stay compliant and avoid penalties.

PES: The use of biofuels is gaining traction; have you seen a shift in client demand for alternative fuel mixes?

NSJ: Absolutely, we have noticed a significant shift in the last few months. More vessels are now lifting and using biofuel blends. Last year and earlier this year, most clients were focused on gathering information about the technical and operational specifications of HVO and FAME. We provided advisory support during this period, trying to prepare the client and consider the pros and cons, which have now resulted in several physical deliveries.

PES: Trust is often underestimated in supply chain partnerships. What does trust look like in your day-to-day collaboration with clients?

IC: Trust allows for a much quicker decision making process. When everyone involved has confidence in each other's capabilities and intentions, it streamlines communication and ensures that actions can be taken promptly and effectively.

NSJ: Integrated partnerships create more transparency in the supply chain and increase accountability. Working with partners who act as an integral part of the supply chain enables our clients to focus on their core business, knowing that the operation around their port call is being taken care of.

PES: You're involved from planning through to decommissioning. How do your services evolve across that lifecycle?

IC: Our engagement begins at the initial planning phase, where we work closely with the client to tailor solutions that fit their specific requirements. As the project progresses, we adapt our services to accommodate changes in vessel size, turnaround time in port, volume of stem, delivery types and the frequency of port calls. This flexibility ensures that we can provide efficient and effective support throughout the entire lifecycle of the project, from planning to decommissioning.

PES: Each offshore wind project brings new variables, so how do those experiences shape or refine the way you approach future operations?

IC: Each project indeed brings its own set of challenges and variables. We continuously learn from these experiences and apply the lessons learned to refine our approach. With each successful project, we build our track record, allowing us to identify the best practices and improve our processes. This commitment to ongoing learning and adaptation ensures that we are always enhancing our services and better prepared for future operations.

PES: If you had to describe the partnership's impact in one sentence, what would it be?

NSJ: The partnership has significantly enhanced transparency and accountability in the supply chain, leading to quicker decision making and more efficient operations.

IC: It has made our processes precise and efficient, ensuring that all activities are well coordinated and executed seamlessly for ultimate client satisfaction.

www.dan-bunkering.com

www.clarksons.com/port-services/