

# SAILOR TODAY CONNECT

**“I have learned, as a rule of thumb, never to ask whether you can do something. Say, instead, that you are doing it. Then fasten your seat belt. The most remarkable things follow.” - Julia Cameron**

The Internet has revolutionized the way we operate, because of its numerous advantages and benefits, more and more businesses these days prefer going online to purchase and procure rather than following the conventional method of getting their supplies. And the maritime industry is hoping on to the wagon too.

**Meet Dhruv Sawhney, Seafarer turned Entrepreneur, co-founder of “ShipsKart” an online market place for procurement of Marine Products and his most ambitious and scalable project so far.**

Introducing this convenience at a very opportune time, ShipsKart aims to create and curate an integrated, single stop supply chain aggregation and order fulfillment platform that will deliver proven cost savings, visibly enhanced quality and measurable time efficiency to the maritime and offshore domain.

The company wants to revolutionize the procurement/supply chain in the maritime and offshore industry by implementing cutting-edge technological solutions, thus contributing to the seamless and smooth operations of vessels and installations and driving new standards of efficiency and transparency.

ShipsKart is recognized as a startup by the Department of



## CREATE AND PROCESS RFQ'S WITH OUR APP

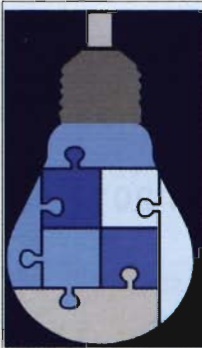


Industrial Policy and Promotion, Government of India.

Dhruv Sawhney - the enterprising man behind the innovative idea has been a part of the maritime industry for the last 14 years, having sailed on both main fleet and offshore vessels and worked with some topmost companies.

Speaking about his dream project, he says with great pride, “This is an Android Application and a

Web Portal through which a vessel can order from the 35,000 listed products and shipping companies can select from various vendors listed on our portal. It is the first completely-online marketplace for Marine Products. In February this year, we were selected by PORTXL (Partners o Port of Rotterdam, Ernst & Young and Shell) as one of the most innovative start ups. We have also started operations at the Port of Rotterdam and hope to start operations in UAE b the end of this year.



### FEATURES OF SHIPSKART

- Ready-to-use Cloud based software Customisable and adaptable for different work-flows
- APP based – works on low internet speed and offline, always available.
- One Stop Shop – All vendor information available with a few clicks – history, reviews, scoring, prices, delivery performance, complaint management
- One Stop Shop – All client/site information available with a few clicks – history, ordering patterns, complaints, cost-trends, comparisons with other sites/clients
- Customised reports – that generate various analyses and permit comparisons
- 360° visibility of every workflow
- Clients/Sites/Office/Vendors/Logistics on one platform

**ShipsKart**



Dhruv with his friend and Co-founder of ShipsKart, Sunny Bagla

Looking back fondly, he reminisces that his journey started way back in 2003, whilst he was applying in various companies as a Cadet, when someone he knew suggested that he visit the Sailor Today office in New Delhi to get the Shipping Directory. The information in the directory, he says, helped him connect with the industry and that's how he ended up doing his cadetship!

Dhruv gives his alma mater Applied Research International (ARI) due credit for training him to be the man he is today. Qualities of perseverance, dedication, hard work and his 'never give up' attitude was deeply ingrained in him during his training at ARI.

He gets nostalgic as he remembers his days at ARI and says, "I did my cadet ship at ARI, New Delhi in July 2003 - Uranus Batch. I met Capt P.K. Mittal and Mrs Naomi Rewari for the first time; both have had a huge influence in my professional and personal life. I am still very closely associated with ARI and have also shared the idea of 'ShipsKart' with Naomi ma'am at the initial stage; she has always been very supportive.

I also met Vivek Sahi, my closest friend and now a partner at ShipsKart, during my Cadetship training, I thus have a lot to be thankful for and feel a deep sense of gratitude for all I received at ARI."

His professional goal is to be an entrepreneur and build a successful organization with strong morals while his passion is cricket!

His journey so far, has taught him some valuable life's lessons, and he shares his happiness mantra saying, "I get happiness in the simple joys of life, in slow things, when there is no plan and you just sit and talk to people close to you".

He is also a strong believer in serendipity, "Of late, whatever I ask the universe for, it blesses me with that. I joked with my wife and friends that we will have twins, this joke went on for more than a year and we were blessed with Veer and Meera!"



*It is true, when you have that sense of certainty around your relationship with the Universe, that's when what you desire comes into your life more quickly than you can imagine. The Universe has your back. So fasten your seat belt and take that plunge!*