

Soncini back in business at Oceanly



- Story By: Rob O'Dwyer
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Maritime software veteran Giampiero Soncini is back in charge of another shipping IT venture, having been announced as the managing director of the newly launched firm Oceanly.

Oceanly was established in December 2022 by Italian ship manager ESA Group, after finalising the acquisition of the 'Performance' software division from Norwegian company Arribatec for €900,000. Arribatec retained ownership of the rest of its Infoship asset management software portfolio following the deal.

Mr Soncini was previously CEO of the Arribatec Marine business up until the end of 2021, having been CEO of Italian maritime software developer IB Marine since 2018 and brokered its sale to Arribatec in 2020.

Formerly an Italian Navy officer and NATO vessel manager, Mr Soncini began his maritime software journey with SpecTec in 1998, later becoming CEO of the SpecTec Group. SpecTec was sold to the Volaris Group in 2012, a buy-and-hold acquirer of software businesses, which subsequently added companies like ShipNet and Helm to its portfolio, with Mr Soncini heading up the Volaris Marine division.

In 2017 he left Volaris to join RINA, the Italian Classification society, where he became Senior Advisor on Marine Innovation, before moving to IB.

“What was my dream since 2007, that of monitoring all the performances of a vessel thus determining action based on analysis of data received, is now very possible, and very affordable,” said Mr Soncini.

“Software such as ‘Performance’ not only allows full compliance with the latest environmental rules, but monitors every aspect of the vessel, from navigation to propulsion to engine status, creating strong avenues not only to save money, but to increase safety and security. Performance is a real game changer and will become absolutely ubiquitous on all ships in the next 20 years.”

Start-up Oceanly begins commercial operations with two managing directors, with ESA Group MD Gian Enzo Duci to work alongside Mr Soncini. Former Arribatec Vice President – Marine, Frederik Learche-Tornoe, will fill the role of general manager, having also previously worked with Mr Soncini while at ShipNet and IB.

Following the acquisition of Performance from Arribatec, Oceanly also took control of existing customers including the MSC Cruises Group, and the company notes that it has already agreed its first new contract since its launch with a deal to supply its software system to 19 LNG tankers.