



MIS Marine is the marine assurance software provider for Phillips 66

Phillips 66 is an integrated energy manufacturing and logistics company, involved in the processing, transportation, storage and market of fuels and products globally.

We spoke with Derek Thompson, Manager, Global Logistics Assurance for Philips 66 to gain an understanding of their marine assurance practices, the risks and challenges the company is currently taking steps to mitigate over 2024 and the supporting role MIS Marine provide.



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What do you see are the most significant obstacles for terminals in 2024?

Marine terminals face a significant challenge in optimizing data collection, management, and exchange. It can be challenging to gather and integrate large amounts of data from various sources into a unified system. Fortunately, Mainstay offers a solution to this challenge.

Real-time data is essential for efficient terminal operations, but ensuring its availability can be challenging without the right tools. Mainstay provides reliable and accurate data collection, critical for making informed decisions. Inaccurate or incomplete data can lead to inefficiencies and increased risks.

Data collection can be complex and time-consuming, as seen in processes like the Letter of Protest. Protest negotiation involves careful documentation and communication with multiple parties, which can lead to disagreements and complications. Mainstay helps us generate and manage well-formatted and comprehensive Letters of Protest. We tailor them to the specific situation, including the proper legal terms and details.

This tool is powerful in negotiations and ensures consistency across all protests.

Marine terminals need robust risk and operations systems such as Mainstay to overcome these challenges and optimize operations.

“Effective communication allows for anticipating potential hazards and implementing safety measures necessary when creating the ship/shore interface.”

“To start any optimization effort, consistent and complete data collection is necessary.”

How is P66 approaching marine terminal optimisation?

Improving a terminal's utilization and throughput can be achieved by identifying and reducing terminal delays. To start any optimization effort, consistent and complete data collection is necessary. We can only succeed in this endeavor if data collection happens at the source without adversely affecting the execution of the vessel call. We use Mainstay's Event Logging feature to accurately and wholly collect all time-based events during a vessel call. With Mainstay, we can categorize delays by responsible party and type, compare chunks of time during the vessel call by the terminal, dock operator team, vessel operator, product, etc., and identify the least time-consuming evolution to expand that best practice to the entire ecosystem. We also have an accurate record of delays and associated documentation to reduce the effort around processing demurrage claims. More so, we can inform relevant users in real-time when delays occur, facilitating awareness and closer collaboration to minimize the delays.

Our terminals take pride in their work toward vessel call optimization. They use Mainstay to look for ways to improve their operational efficiency continuously. When we identify delay causes beyond the terminal's control, we collaborate with vessel operators and other third parties to reduce the impact of the delays. This way, marine terminal optimization benefits everyone involved. Mainstay enables all stakeholders to visualize and understand their effect on the vessel call length. For instance, we can compare cargo inspector call-out durations over a year and determine if one company has a substantially quicker response time. We can identify why and adjust to improve our other partners' call-out response.

Read the complete case study and find out more about Mainstay MTO:



mismarine.com/p66

