



Thetius

Maritime Technology Research

IT Cost, Innovation & Performance Benchmarking Club

Confidential insights for shipowners and ship managers

Thetius is a specialist **maritime technology research** firm.

*Our mission is to equip **every** maritime technology leader with the information they need to make the right decisions.*

We aim to be the **leading information provider** to technology decision-makers in the commercial maritime industry.

Our research is used by leading global energy majors, shipping companies, classification societies, technology suppliers and investors who trust us to provide cutting-edge research and strategic guidance.

Proud to be trusted by



Most fleets are flying blind when it comes to IT budgets.

- No reliable benchmarks across the industry

- Legacy tools draining productivity

- Difficult to defend budgets or prioritise spend

- Hard to win internal buy-in for change

The club exists to fix that.



WHAT IS THE CLUB?

What is the club?

The Thetius *IT Cost, Innovation & Performance Benchmarking Club* provides maritime organisations with an objective, standardised, and anonymised measure of IT costs and performance. By participating, members gain invaluable insights into IT spending patterns, operational efficiencies, and investment strategies compared to their peers.

- Compare IT spend per vessel
- Understand where peer fleets are investing
- Capture direct feedback from users on what's working, and what isn't
- Compare DX projects and innovation with industry peers

Following a successful 2 years, we are expanding the 2026 edition to offer more in-depth analysis, earlier reporting, and a broader set of benchmarking categories.

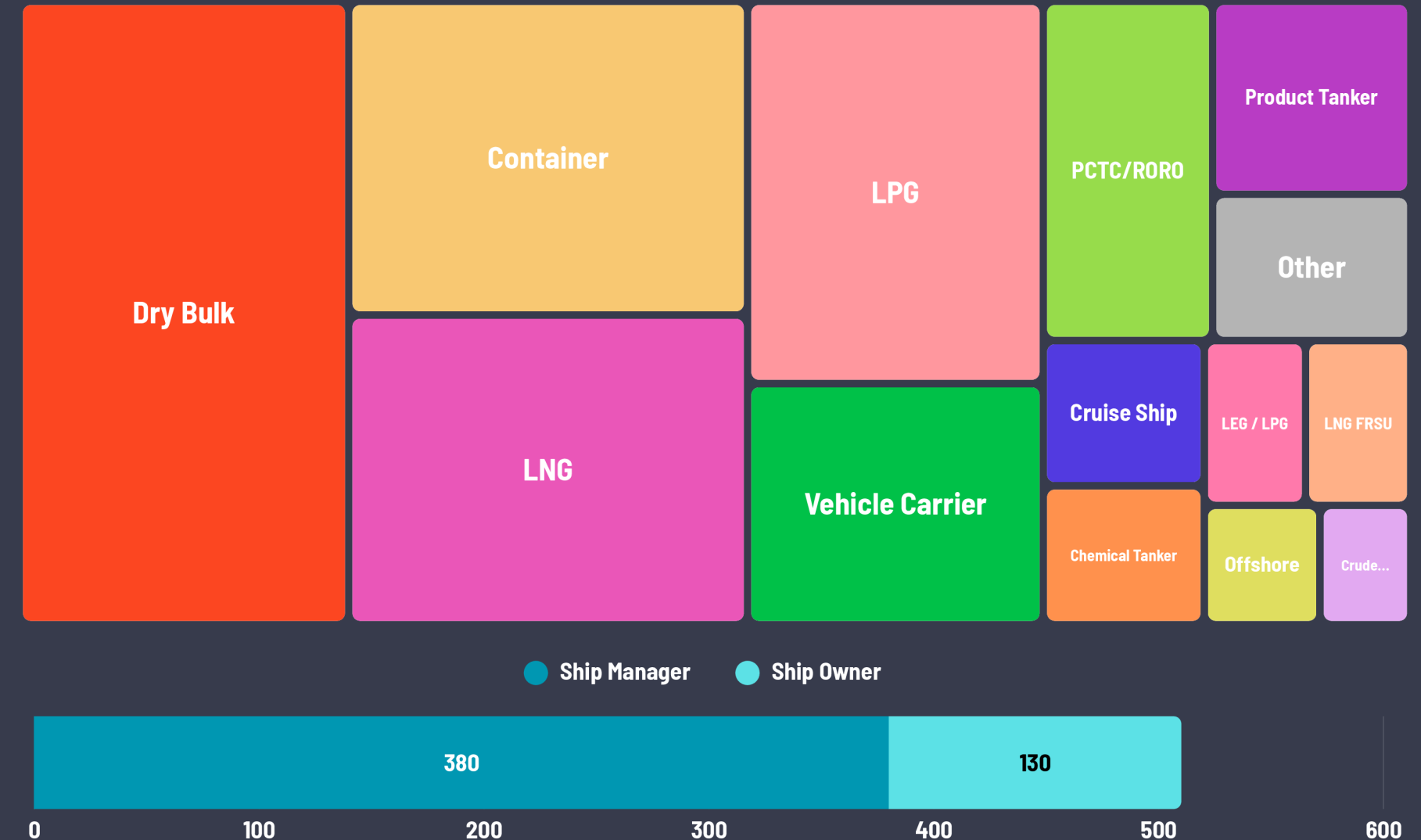
2025 Members

510

Vessels

14+

Vessel types

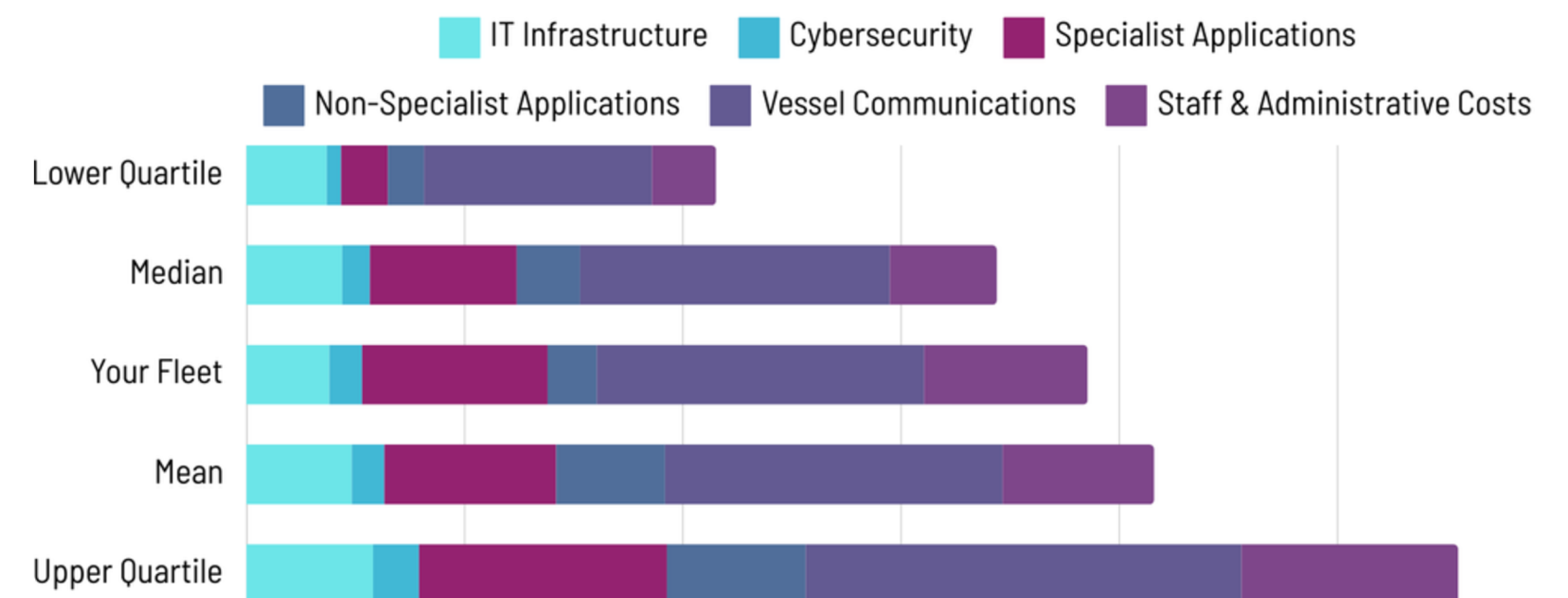


Over the past decade, IT has shifted from back-office support to a core driver of operational efficiency, cybersecurity, and competitive edge in ship management.

But with that shift comes a new set of challenges:

- **No industry benchmarks:** Without data, it's hard to justify budgets, assess ROI, or know if you're overspending.
- **Rapid digitalisation:** The rise of LEO satellites, cloud platforms, and automation is reshaping IT priorities.
- **Tighter regulations:** Cybersecurity and compliance costs are rising, with more scrutiny than ever before.
- **More than cost:** Spend alone doesn't tell the full story. Our benchmarking also covers user satisfaction, system reliability, and digital readiness giving a fuller picture of IT performance.

The Thetius IT Cost, Innovation & Performance Benchmarking Club provides shipowners and managers with anonymised, standardised data on IT spending across major categories, helping them make informed strategic decisions while also measuring IT performance, effectiveness, and relative progress on digital transformation and innovation.



What do we benchmark?

*We cover **10** core categories, each containing **40+** subcategories of spending points.*

Core Categories

Total IT Spend

IT Infrastructure

Cybersecurity

Operational Applications

Data Management

Vessel Communications

Staff & Administrative Spending

New Vessel IT

Digital Transformation Project Spend

What's included?

- ✓ **Spend-per-vessel report** Compare IT spend across categories like IT Infrastructure, Vessel Communications, Cybersecurity, Specialist Applications
- ✓ **User experience feedback** Direct insight from your own crew on what works—and what doesn't
- ✓ **Peer benchmarks** Anonymous comparison with other fleets across core IT categories
- ✓ **30+ page personalised report** Clear analysis, presented with actionable insights
- ✓ **1:1 results briefing** Walk through your findings and plan next steps with Thetius experts
- ✓ **Survey Insights** Industry-wide survey results will give members a greater insight on how the rest of the industry prioritises IT spending



Member Impact: Turning insights to action

Members have used Thetius insight to improve IT governance, renegotiate satellite contracts, retire under-used welfare systems, secure first-time cybersecurity investment, and optimise shipboard software.



IT Transparency & Governance

Insight: Limited visibility and fragmented IT spend

Outcome: Re-structured IT functions and strengthened budget governance



Satellite Communications Cost Reduction

Insight: LEO satellite costs exceeded sector benchmarks

Outcome: Starlink contract re-negotiated, delivering savings well beyond programme cost



Member Impact: Turning insights to action



Welfare Technology Rationalisation

Insight: Onboard welfare software was rarely used

Outcome: System retired and budget redirected to higher-value initiatives



Cybersecurity Investment

Insight: Benchmarking highlighted material cyber risk

Outcome: First-time organisational buy-in for cybersecurity investment



Shipboard Software Optimisation

Insight: Performance Gradings showed sub-optimal application use

Outcome: Follow-on research with Thetius to identify better software solutions

What's new for 2026?

This year's IT Cost, Innovation & Performance Benchmarking Club has been significantly upgraded to provide deeper, more actionable insights for shipowners and ship managers.



More context behind the numbers
We don't just collect figures – we now ask why they matter. Participants provide additional context on spending, outcomes, and ongoing projects.

Digital transformation focus
We track where members are prioritising investment, especially in AI, automation, and cybersecurity – building a view of where the market is heading, not just where it is.

Deeper impact reporting
Each member receives a 30+ page report and a 1:1 review session. These insights are ready to be taken to the boardroom, budget meetings, or transformation planning.

Industry-wide Survey
Industry-wide survey results will give members a greater insight on how the rest of the industry prioritises IT spending.

Enhanced user feedback
In addition to cost data, we survey onboard and shoreside teams to understand system usability, satisfaction, and pain points.

Anonymised insights from peers
Every member receives a comparative view, benchmarked anonymously against others, with additional analysis from our wider industry research.

Flexible data collection
We now allow members to submit data through internal formats where needed, helping overcome procurement or compliance restrictions.

Member Innovation Interviews
Structured interviews with each member to understand innovation, DX project decisions, timelines, priorities, and challenges.

e.g. from 2025 report

Satisfaction Scores	Mean	Median	Lower Quartile	Upper Quartile	Your Fleet
Enterprise Resource Planning (ERP) software	49%	50%	35%	68%	50%
Procurement software	54%	53%	50%	72%	40%
Planned Maintenance System (PMS) software	55%	56%	50%	70%	40%
Drydocking software	51%	50%	50%	68%	52%
Crewing management software	65%	67%	54%	85%	54%
Crew training software	51%	59%	42%	68%	19%
HSEQ management software	55%	60%	50%	73%	31%
Financial management and accounting software	58%	57%	52%	69%	53%

Key Dates & Timeline

The core dates of member participation will run from June 2026 - February 2027

February - April 2026

- Industry wide survey launched

June 1st - July 31st 2026

- Financial forms data collection
- Internal surveys launched

August 3rd - August 28th 2026

- Innovation interviews
- Financial form review
- Data processing

September - October 2026

- Analysis & report production

November 2nd - November 14th 2026

- Presentation of report

January - February 2027

- Feedback sessions

Confidentiality

- All data shared with Thetius will be kept strictly confidential:
- Only anonymised and aggregated results will be reported.
- Members must sign non-disclosure agreements (NDAs) upon joining.
- No individual company data will be disclosed.

Referral Incentive

- Members receive a 10% discount on first-year fees for each new company joined with minimum fleet size of 30 vessels.
- Referring 10 members results in free first-year membership.

Next Steps

To join the 2026 Ship Management IT Cost Benchmarking Club, request a quote from the Thetius team.

"**Based on the report**, we carried out a thorough cost analysis and shared the findings with our senior leadership team. Combined with the insights from the report, it was **eye-opening for the organisation**.

We were able to clearly show which IT costs were essential versus those driven by business requests. Presenting that breakdown to each business unit helped them **understand their usage and impact**.

It's **led to a shift in how teams approach IT**, asking themselves whether they truly need something and what value it will deliver.

Altogether, the report and our follow-up work have **opened the door to greater transparency and more informed decision-making across the organisation**."

- IT Director, 76 Vessel Fleet, Club Member



CONTACT US



Become an IT Cost, Innovation & Performance Benchmark Club member

Book a free, no-obligation Discovery Call with our team to explore how you can optimise your IT spending with our IT Cost, Innovation & Performance Benchmark Club.

Book a
Discovery
Call with
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