ShipDyson

An innovative robot for ship unload

Powered by: LongoBot

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01
Introduction

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ShipDyson in a nutshell

Idea

To innovate ship unload of granular goods to make it more sustainable according to Agenda 2030.

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Problem and Solution

Key Problem 1: Operators Safety

Key Problem 2: Pollution & Waste of Goods

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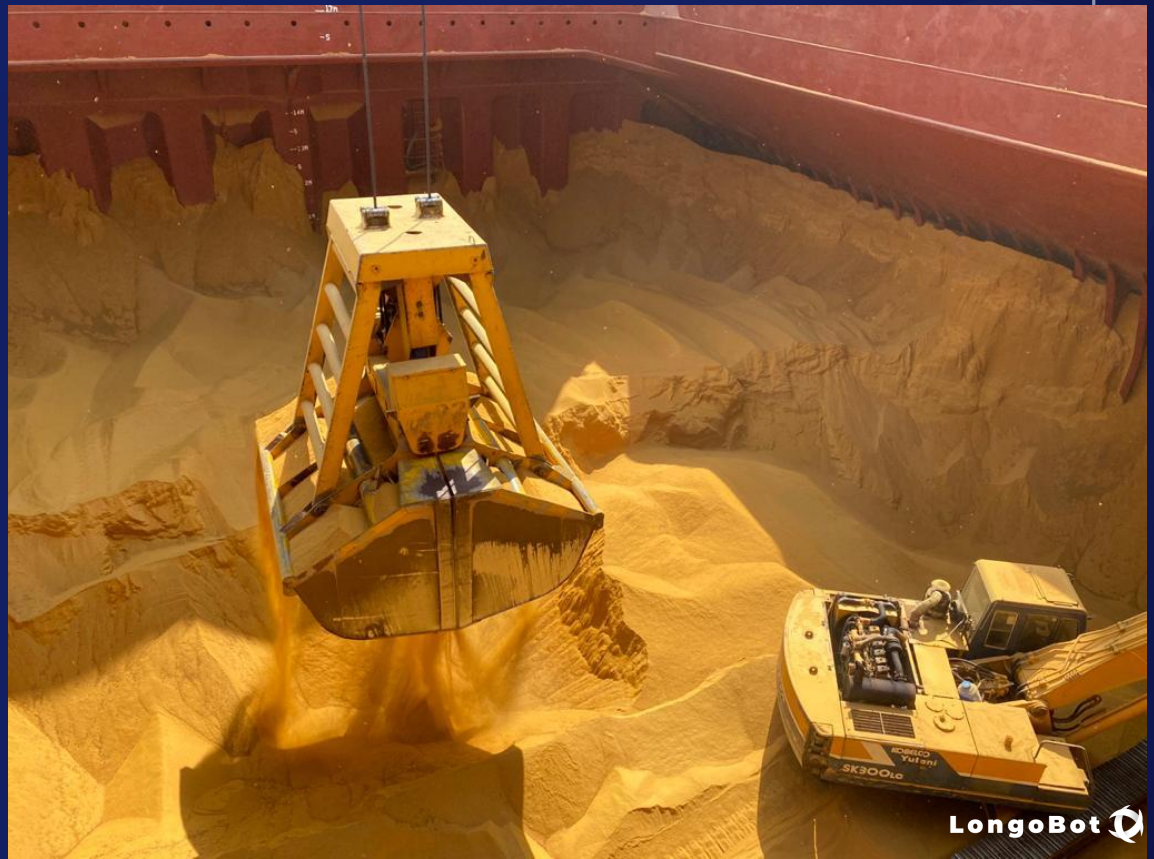
Key Problem 3: Clamshells Productivity

< 800 t/h

Grab bucket unloaders



Key Problem 4: Not full traceability of quality

LAVORO REALIZZATO
DALL'ISTITUTO VITO SANTE LONGO

Enhanced Traceability of Quality

AI

MDPI

Article

Application of Machine Learning for Insect Monitoring in Grain Facilities

ScienceDirect

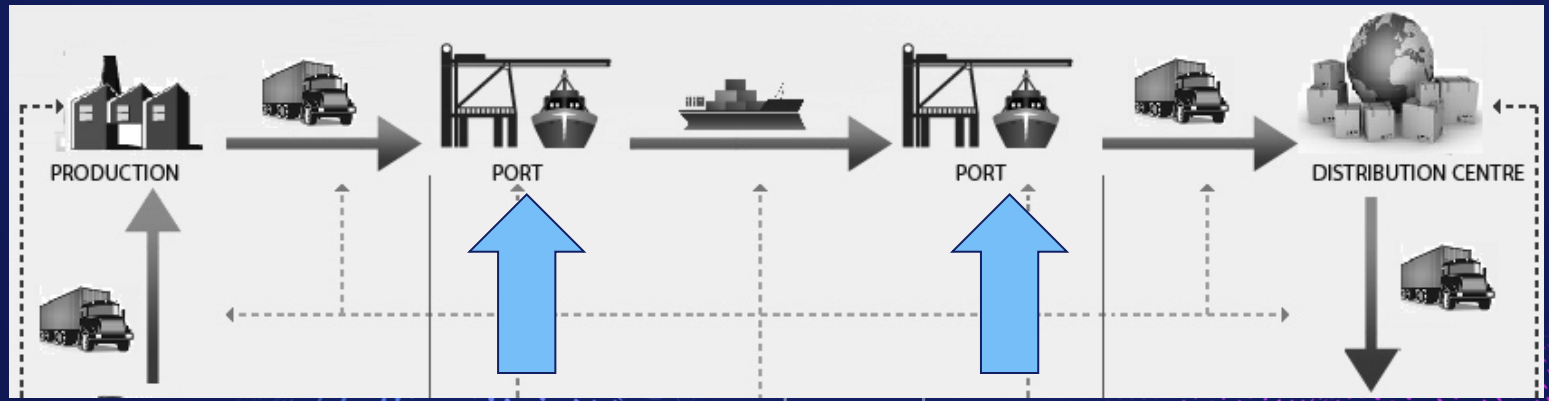
COMPREHENSIVE REVIEW

Comprehensive REVIEWS in Food Science and Food Safety

WILEY

Enhancing traceability of wheat quality through the supply chain

15 - Grain quality evaluation by computer vision



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Key Features

Operating Autonomously

ShipDyson can work without supervision

Remote-Controlled

With the possibility to link it to external services

Weather Independent

With proper coverage the ship can be unloaded even with rain

03
SWOT

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SWOT

STRENGTHS

- Creativity
- IT and software development skills
- Prototype laboratories

WEAKNESSES

- Complex B2B product
- Part-time resources
- No experience

OPPORTUNITIES

- Need for a prototype
- B2B's stakeholder interest
- Potential patent

THREATS

- Similar products under development
- Goods' demand decrease
- Idea's hijacking

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04
COMPETITORS AND PARTNERS

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Product Benchmarking

	ShipDyson	Tramoggia Depolverante	Portalink	E-Series Fuel Cell Engine	5G Smart Port
Feature/Role	StartUp	Competitor/ Potential Partner	Competitor / Potential Partner	Potential Partner	Potential Partner
Goods Measurement	✗	✓	✗	-	-
Dust Aspiration	✓	✓	✓	-	-
Weather Independent	✓	✗	✗	-	-
Self Movement	✓	✗	✗	-	-
Remote Control	✓	✓	✓	-	✓
Automatized	✓	✗	✗	✓	✓
Electric Motor	✓	✗	✓	✓	-
Quality Traceability	✓	✗	✗	-	-

Estimated Market Size in Italy

490,000,000

Tons of goods unloaded in the Italian ports on 2022 (Assoporti)

~12 %

Consists of granular & powdery goods (grains, sand, ...)

- 50%

Unload time reduction with ShipDyson

Come (e quanto) sono cambiati i traffici dei porti italiani dal 2019 al 2022

SHIPPINGITALY

L'anno scorso il totale di tonnellate movimentate sulle banchine del nostro Paese è stato pari a 490 milioni ma 'scartando' il transhipment i livelli pre-pandemia ancora non sono stati riconquistati

DI NICOLA CAPUZZO | 26 APRILE 2023

50

ShipDyson required for 34 Italian ports

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1,500,000 €

Fixed Costs

200,000 €

Price per unit

4,500,000 €

Profit for 50 units sold

80,000 €

Variable Costs

10,000,000 €

Revenues

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06
NEXT STEPS

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Target Market Size

World Shipping Council

Ports in the World

Ports in Europe

Ports in Italy

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The future

ShipDyson has already won a prize of **10.000€** and we are looking forward to getting other financial resources for further market studies, design and development.

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Thanks

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3D animations

Video editing

3D models

Business Model Canvas

Annual Report & graphics

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Creativity, Innovation, Sustainability.