



# CLEANSHIPPING INTERNATIONAL

**SPRING 2021**

## **OPEN DEBATE**

Leading scrubber suppliers discuss the options ahead

## **BIGGER PICTURE**

Why data quality is key to smooth ship operations

## **FUEL FOR THOUGHT**

An alternative approach to the fuels of the future



# 2050

**Decarbonization & Green Power,  
Technology as-a-service,  
Digitalization & IoT**

Your business deserves the most performing, remarkable solutions to tackle its environmental impact. We're here to provide just that: sustainable technology that is future-proof, with the least amount of investment required from your side.

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**ECOSPRA**  
technologies for the planet

# ECOSPRAY: A CLEAR VISION FOR A CLEANER FUTURE

**The past year has redefined the rules, causing us to face a turnaround in our perspectives. The maritime industry is not only dealing with a crisis due to the pandemic, but is growing and adapting to new challenges and preparing for the future: 2050.**

Since industry urgencies have changed, we need to consider the long-term perspective. Not just when it comes to regulations, but also environmental awareness and sustainability. Together with the latest technologies, these are the drivers towards the CO<sub>2</sub>-neutral path. Decarbonization is undoubtedly the most important priority in our industry and a crucial opportunity – even if, in terms of applicability, the regulatory framework still requires clarity.

The Ecospray path towards decarbonization functions with a new business model, new products and remarkable technology in order to achieve the 2050 zero emission target. With a clear vision in mind – to make clean energy a reality – Ecospray has, in the past year, invested time and effort into developing new solutions and finding innovative ways to approach the market.

“We saw 2020 as entering a big tunnel, but we wanted to invest as much as we could to prepare for the end of the tunnel in order to serve the market in the best possible way,” says Ecospray CEO Stefano Di Santo. “Ecospray’s technological solutions leverage three distinctive factors: technology delivered as a service; the analysis and use of relevant data; and finance, to facilitate access to innovation and significantly advance the transition towards decarbonization and the creation of clean energy.”

Ecospray’s mission to tackle the environmental impact of all industries is solidified by a new business model: not limiting itself solely to being a scrubber-maker, but becoming a multi-product company and empowering digitalisation ranging from technology to process, and products to services. This visionary

approach, in collaboration with Relayr – a company specialising in internet of things (IoT) solutions – ultimately envisions the adoption of a model based on a pay-per-use offering, through which equipment is no longer purchased, but provided in exchange for a usage fee.

Offering innovative financing options, we will be able to create even more value for our customers and ensure that they can focus on their core business.

## OUR ROADMAP TO 2050

Concurrently, we have never ceased doing what we were created to do: uncovering new innovative solutions, skipping one generation of technological evolution and meeting with new challenges across brand new sectors.

For more than a year, we have been working on a solution for decarbonization, in collaboration with universities and research centres. Our fuel cell technology is unique, as it reduces costs and environmental impact, coupling carbon capture with energy production simultaneously. With a cross-industry application, the Carbon Friendly Fuel Cells feature a different technology than that typically used, which we believe will be in use by 2023.

If our horizon is 2050, our newest solutions – ranging from emission-removal AI systems to fuel-saving and air-and-water filtration solutions – represent the present. Smart scrubbers and new technologies to sanitize onboard spaces are just two examples.

An advanced remote AI-enabled control and monitoring system is the technical core of our new smart scrubber: the integration of Relayr’s IoT and AI allows us to guarantee constant compliance with International Maritime Organization regulations for the containment of air pollution in the maritime environment. Moreover, it allows significant savings in terms of performance and maintenance through remote monitoring and advanced life-cycle analysis. The ability to constantly monitor and analyse the scrubbers’

performance ensures longer equipment life and fuel savings by optimising pumping operation, while also allowing for a significant reduction in operating costs.

Regarding health and safety, the need to sanitize onboard environments and surfaces from viruses and bacteria has galvanised us to deliver our latest solutions for air treatment. BreathES drastically reduces pathogens and contaminants inside closed spaces, in the air and on surfaces, ensuring a smoother “return to service” for passenger and other ships and providing a safe environment for guests and crews.

BreathES is a package that combines different technologies (including UVGI lights, bi-polar cold plasma ionizers and filtration) with an air-quality monitoring system and a centralised control unit with shoreside/cloud data collection and analysis. Everything is connected in our signature platform One: from real-time awareness to performance, analytics, and maintenance services, the EGCS are under control.

Substantial research and development investments have also brought about the development of several water treatments. With our innovative solutions for vessels, available from the second half of 2021, performances beyond compliance will be achieved on a variety of applications, including DeSOx wash water, galley and laundry water, and bilge water.

We have a clear vision for the future, as outlined by our roadmap to 2050: decarbonization is now inevitable and imperative, so we have made a choice for our future. We truly believe that all our technologies for the planet actively support decarbonization and the creation of green power.

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