



Customer Integration Example: CUSTOMER A Deployment

Phase 1 — Technology Engagement

- **Initial Pitch (2022–23):** iO3 introduces CUSTOMER A executives to JARVISS and FRIDAY. **The offer:** optimize voyage planning, compliance monitoring, and ESG reporting under looming IMO2023 rules.
 - *Assumption:* iO3’s early prototype likely drew on integration experience with **BASSnet**, adapting vessel-maintenance logic for cloud deployment under the F.R.I.D.A.Y. framework.
- **CUSTOMER:** Agree to Customer trials on two vessels, contingent on iO3 obtaining **ClassNK certification** for regulatory credibility.

Phase 2 — Certification and Scaling

- **2023–24:** iO3 works with ClassNK toward approval. At the same time, CBL integrates iO3’s solutions internally under its “workflow automation” initiative — refining order tracking, green fuel supply management, and a carbon reporting module that enables shipowners to monitor and manage emissions data, supporting compliance with evolving environmental regulations and sustainability goals.
 - *Inferred link:* iO3 refined its **BASSnet-derived modules** into the F.R.I.D.A.Y. system that later achieved ClassNK approval — a milestone suggesting functional continuity between the two codebases.
- **Feb 2025:** ClassNK certification secured. This de-risks adoption for CUSTOMER A, opening the door to fleet-wide deployment.

Phase 3 — Full Customer Solution

With certification achieved, F.R.I.D.A.Y.’s **BASSnet-origin maintenance engine** underpins the broader integration now deployed fleet-wide. Now the **CBL–iO3 solution stack** rolls out:

- **Rivada Space Networks** replaces reliance on Starlink, providing high-bandwidth, low-latency comms without Musk’s pricing/baggage.
- **Seadronix V.Sight AI Navigation** Customer A pilots are deployed on CUSTOMER A vessels, delivering real-time object recognition, traffic pattern analysis, and predictive routing for safer port entries.

- **JARVISS orchestration** integrates Seadronix navigation + Rivada comms with bunkering optimization. For each voyage, JARVISS determines the **closest, cheapest, compliant fuel source**, eliminating costly detours.
- **CBL biofuel contracts** supply the fuel, either directly or via facility-agnostic partnerships (Fratelli in EU, Singfar in Singapore, etc.).

Phase 4 — Value Delivered

For CUSTOMER A:

- Reduced fuel costs via **dynamic routing to cheapest/nearest bunkering hub**.
- Regulatory compliance built-in (IMO 2023, EU ETS, carbon intensity monitoring).
- Safer and more efficient navigation through Seadronix AI and Rivada comms.

For CBL:

- Expanded **biofuel sales volumes** tied directly to optimized voyages.
- Strengthened **facilitator role** with other suppliers (Singfar, TMDE, Fratelli), who now become partners rather than competitors.
- A scalable proof of concept for **global replication**.

From an architectural perspective, BASSnet provided the operational DNA that evolved into F.R.I.D.A.Y., now scaled through CBL's commercial ecosystem.

📌 **Key insight:** This isn't a simple SaaS or a traditional fuel trading model. It's an **integrated compliance + efficiency + green fuel facilitation platform**. CUSTOMER A is the proving ground, but the model is designed to scale globally across fragmented bunkering markets.