

Advisory and action

# InceMaritime

Mitigating risk in the maritime sector

**Ince**Maritime is the global maritime industry's first integrated suite of legal advisory, business consultancy and technology services – accessible through one, consolidated service”

To thrive in the current shipping market, you need to navigate the ever-changing regulations and industry challenges.

**InceMaritime** is the global maritime industry’s first integrated legal advisory, business consultancy and technology service – built to support your business and ensure it succeeds.

**Ince**, your trusted partner for the maritime industry, in any case.

### Mitigating risk in the maritime sector

**InceMaritime’s** unique offering ensures you are fully protected across six key areas within the maritime industry:

- Demurrage and lay time/demurrage services;
- Claims handling and litigation;
- Casualty and investigations;
- Cyber security;
- Sanctions, and;
- Audit, compliance services and anti-money laundering.

### Combining advisory and action

We provide more than an advisory service - we advise on practical solutions for you to implement across your business. In short, **InceMaritime** provides you with a complete solution.

### Led by industry experts and legal advisors

By collaborating with Ince, you will benefit from our connections with market-leading, specialist operational and technical experts covering all your legal and regulatory requirements.

### Your trusted shipping partner

**InceMaritime** actively responds to the challenges in the sector - and provides a viable, proactive and loss prevention solution for the market. Let us help you navigate industry challenges, stimulate growth and thrive.





## Cyber Security with Mission Secure

In an industry with rapid digital and regulatory transformation, many shipping companies don't have an understanding of the threat of cyber attacks and are not ready for compliance. 64% of organisations report that they are struggling to keep up with the security challenge\*.

### Your integrated cyber security solution

Protect your on-shore and on-vessel networks and safeguard your operations, whilst ensuring maximum compliance and business continuity across your organisation with InceMaritime's fully integrated cyber security solution. The suite of cyber security services has been developed in conjunction with Mission Secure, one of the world's leading Operational Technology (OT) cyber security companies.

#### Our cyber security services:

- A full audit of a company's existing policies to ensure compliance in line with the new ISM Code for Cyber Security Guidelines (IMO 2021).
- Mission Secure's technology-based OT cyber risk assessments benchmarks your cybersecurity against compliance standards; baselines your network design, assets, and communications; tests your penetration resilience; and delivers detailed findings and cybersecurity recommendations.
- The implementation of the patented Mission Secure Platform, the first integrated platform built for OT cyber protection, which is designed to harden vessels' control systems networks against cyber threats.
- The deployment of Mission Secure Managed Services, providing 24/7 cyber security monitoring, threat hunting, and incident response support to ensure continual vessel resilience for ship owners and managers.
- Legal and crisis management services in the event of a cyber attack.

## About Mission Secure

The world of operational technology (OT) and industrial control systems (ICS) is changing as IT and OT systems come together, diminishing the concept of "air gap" security.

This convergence exposes operations and OT networks to new cyber threats and risks that cannot be overcome with traditional IT cyber security solutions. We understand the stakes are high and you need to trust that your operations are locked down and will remain reliable against cyber threats.

Mission Secure sets the standard in OT cyber protection stopping cyber threats head-on, protecting the OT network and safeguarding operations. While other IT cyber security solutions only provide visibility and detection, Mission Secure developed the first integrated OT cyber-protection platform backed by an expert managed services team bringing you military strength, industrial grade protection 24/7.

### Mitigate the impact of cyber attacks

The integrated offering will provide ship owners, operators and managers with complete reassurance that the significant operational, commercial and compliance risks that they face from the impact of cyber attacks are mitigated. With 92% of estimated costs arising from cyber attacks being uninsured\*\*, and the access and limits of cover often restricted, it is anticipated that owners and operators who sign up to the new service will benefit from better insurance terms and preferential premiums. In addition, it is envisaged that P&I Clubs and insurance companies will also benefit from a reduction in potential claims.

\* SANS 2019 State of OT/ICS Cybersecurity Survey, June 2019

"Our collaboration with Mission Secure brings all the essential elements that an organisation needs to fully protect itself - from compliance to advanced technology implementation - into one, combined offering."

- Julian Clark, Global Senior Partner, Ince



## Sanctions with Windward

The global political landscape continues to be a complex arena, and requirements to address maritime and sanctions risk are now integral to financial, operational and political processes. This is putting immense pressure on organisations to demonstrate deeper knowledge and due diligence within their sanctions compliance strategies.

Mitigate sanctions risks and prevent costly penalties by demonstrating due diligence with our sanctions solution with Windward; and US based law firm Seward & Kissel.

## Your integrated sanctions solution

**Ince**Maritime is offering a dynamic solution with Windward's artificial intelligence (AI) actionable insights that facilitates due diligence to reduce the risk of sanctions and costly penalties.

This solution is supported by **Ince**Maritime's collaboration with law firm Seward and Kissel; enabling our international clients to obtain access to sanctions legal advice covering the EU, England & Wales and US sanctions applications, together with the new best risk analysis and reporting tools available, all under one roof.

The bespoke offering has been developed in response to existing investigation processes and tools; which can be slow, fragmented and too rigid for the speed at which businesses need to operate and identify and interpret all risks involved before making informed decisions.

Our integrated solution encourages better decision-making. Automated searches are faster, more efficient and much wider than manual methods - keeping operations and investment deals moving more smoothly.

## About Windward

Windward is powering the maritime ecosystem with artificial intelligence (AI) technologies and actionable insights.

By pushing the boundaries of data and technology to mitigate maritime risk, Windward solves the toughest maritime challenges. With unparalleled maritime domain expertise and dynamic, best-in-class technology, Windward empowers partners to predict what's over the horizon and build future-proof organisations.

## About Seward & Kissel

Seward & Kissel is a leading U.S. based law firm with an international reputation.

Seward & Kissel has extensive experience advising clients on cross-border regulatory matters, including those arising from U.S. laws involving economic sanctions (including the U.S. Department of the Treasury's Office of Foreign Assets Controls (OFAC), anti-boycott, export controls, anti-money laundering, and anti-corruption.

## Reduce risk of sanctions and costly penalties

Through using Windward's Predictive Intelligence Platform, **Ince**Maritime will be able to work with charterers, insurers, owners, brokers, ship operators, financial institutions and defence agencies to determine the best immediate approaches for them to protect themselves against risks but also to take pre-emptive action on mitigating future vulnerabilities.

"Our partnership with Windward means that we will be uniquely positioned to use best in class intelligence to inform our advice so that we can empower companies to manage current and future risks to build their resilience. We will also be able to help companies to demonstrate the robustness of their mitigation approach in the event of any incidents".

- Julian Clark, Global Senior Partner, Ince





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