

Customer success

# How PMI Services North America achieved faster, more reliable vetting of vessels

The energy producer and trader was able to reduce exposure to compliance risk on vessels that they charter and trade with, with reliable vessel data and insight.

## The challenge

When [PMI Services North America](#) took over a new oil refinery in Texas, USA, they needed a robust and reliable method of vetting vessels that they charter and those loading cargo from the plant. The international sanctions regime was increasingly complex, and the trend was towards stricter enforcement by [OFAC](#). In this climate, thorough vetting became more crucial than ever, but the manual process of checking different databases and news sources was a drain on time and resources.

“Since becoming a US entity, the sanctions compliance part is a very critical aspect for us. We were looking for a data provider to help us check for incidents, compliance, ownership and sanctions.”

Balasubramaniam Para, Marine Vetting Lead,  
PMI Services North America

## The old approach

The old vetting process was slow and fragmented. Although Lloyd's List Intelligence data fed into internal systems for first-line checks, multiple manual checks then followed.

- ▶ **No sanctions data**  
The in-house system lacked crucial sanctions information.
- ▶ **Multiple manual checks**  
Hunting for sanctions, incidents and other details from external sources.
- ▶ **20–30 minutes**  
The time it took to vet each vessel was delaying trades.

## The solution

PMI chose [Seasearcher Advanced Risk & Compliance](#) as it delivers detailed vessel insights in a user-friendly way for quick and reliable vetting. With a dedicated account manager to help with setup and training, the team quickly started taking advantage of the new system.

PMI no longer needs to check different sites and data sources eg. EU sanctioned company lists, external sources. Incident data, casualty records and Lloyd's List news all feed into the in-house system to provide a full and up-to-date picture to vet and approve trades.

**Seasearcher Advanced Risk & Compliance provides:**

- ▶ Sanctions data on vessels and entities
- ▶ Advanced AIS gap modelling detection method:
  - ▶ AIS manipulation
  - ▶ Dark ship-to-ship transfers
  - ▶ Dark port callings
- ▶ Comprehensive voyage event log-in compliance report
- ▶ Watchlists to upload and screen vessels, companies and places automatically against their own lists
- ▶ Tailoring of risk models according to preferred time window (6, 12, 18, 24 months) and viewing red, amber and green vessels on the platform according to risk preferences
- ▶ 7 levels of ownership structure with alerts when a new ownership structure makes a vessel directly or indirectly linked to sanctions

The compliance report acts as a single source of truth between vetting and ship managers to seek explanations for AIS gaps or loitering activities. It also aligns vetting and legal teams with detailed investigations into possible risks in one place.

“Seasearcher Advanced Risk & Compliance saves a lot of time because previously I was going to various different websites, like the OFAC US advisories and EU watchlists. Now it’s all in one place, so it’s very fast.”

Balasubramaniam Para, Marine Vetting Lead, PMI Services North America

## Time saved to do more trades

How many total work-hours did the vetting team gain?\*

# 24

hours per month

# 6

hours per week

# 10

minutes per check

\*Average vetting and sanctions checking time with Seasearcher Advanced Risk & Compliance = 25 min. Average time without = 35 min. Team vets 140 vessels per month.

## The results

Thanks to the streamlined, data-rich experience offered by [Seasearcher Advanced Risk & Compliance](#), vessel vetting is now quick and seamless. The team at PMI Services North America can also be confident of getting detailed and thorough information on the ships they charter and those visiting their refineries.

**This protects PMI against the risk and penalties of non-compliance, and frees up vetting time to do more trades.**

Ready to speed up vetting with reliable data insights in one user-friendly platform?

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