

# Helping Our Customers Win

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ATLANTIC TECHNICAL  
MANAGEMENT

Atlantic Technical Management (ATM) was formed over 30 years ago as a team of marine experts providing services to the oil, chemical and shipping sector. The company focuses on inspections for oil and chemical ships, terminals and barges and risk management services for oil companies and trading houses.

Based in the US, with clients across North America, Asia and Europe, ATM also provides safety training for marine terminals and personnel.

## Introducing

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### Captain Patrick Carney

CEO - Pennsylvania

USA



Patrick serves as Chief Executive Officer of ATM, having joined the company in 2000 as Chief Operating Officer. A former Port Captain who also sailed on US Flag tankers, he leads the company's operations globally.

## What challenges were you looking to help colleagues address with our solutions?

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Making a full professional assessment of a marine vessel is a complex process that requires highly-experienced personnel and a detailed set of procedures and evaluations. Patrick and his team must ensure they are in a position to advise their clients with confidence, helping them uncover and avoid risk. Not only is ATM's hard-earned reputation on the line, the company is also supporting clients in taking decisions that have very significant financial, safety and environmental implications.

It is therefore vital for a trusted service provider like ATM to include in its screening, audits and risk assessments as much relevant and reliable evidence as possible, bringing insight and clarity to the process and the team's advice to clients.

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**“We have to feel comfortable in our assessment and decision-making around a vessel, so we can make the right recommendation to our client, that’s the basis of the business.”**

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### **What were the most important features and capabilities that you were looking for?**

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The team at ATM needs the ability to conduct in-depth research into the history and characteristics of the vessels it assesses, to ensure that no stone is left unturned in terms of identifying potential risks and red flags. At the same time, Patrick and his colleagues do not have unlimited time. To respond to clients' requirements and stay competitive in the service provider market, they increasingly need to deliver quick turnarounds on vessel assessments, without compromising on levels of assurance and thoroughness.

Seasearcher from Lloyd's List Intelligence gives Patrick and his team rapid access to a rich resource of trusted vessel and fleet data that can be directly applied in their client work. This helps to speed up assessment processes without sacrificing depth and confidence, especially as the service layers different levels of information within the platform. This enables ATM experts to see a wide range of data at a glance and then dive deeper into the specific areas - historical movements that could raise a vessel's risk profile, for example - that warrant further investigation.

In addition, the ATM team get considerable value from the company's subscription to Lloyd's List news services, including the Daily Bulletin. By pre-selecting the topics they are most interested in, Patrick and his colleagues are able to keep up to date with relevant events and developments. They also value the way the news services complement and link into the wealth of data available to them via Seasearcher.

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**“It's important to be able to dig deeper into the data when you need to and to show the client how the data was derived, so I really value the way we can click through the LLI data into related areas and into the methodology behind it.”**

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### **How would you describe the impact to your business of these services?**

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Services from Lloyd's List Intelligence have become critical components in the work of Atlantic Technical Management and are used by all members of the team. The value comes not only from the breadth and depth of information available, but also from using a service with a reputation as a respected and definitive source in the marine world and beyond. Patrick and his colleagues not only use LLI data and insight to build their reports and assessments, they also know that this trusted source, combined with ATM's expertise and track-record, helps to give their clients the reassurance they need.

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**“Using Lloyd's List intelligence gives us confidence. It's a trusted source for us and for our clients.”**

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**To find out more about how our services can help your business win please contact us:**

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