

**Simplifying S&P
WHITE PAPER
SERIES
PART THREE**

IDWAL



SIMPLIFYING S&P

PART THREE

**The Human Factor: Why Expertise and
Trust Still Matter in a Digital S&P World**

idwalmarine.com

Introduction

Technology and data have redefined the landscape of Sale & Purchase (S&P) inspections. In part one of this series, we explored how digital tools are transforming traditional inspection workflows. Part two examined the competitive edge offered by real-time analytics and benchmarking. But as the industry moves faster and becomes more data-centric, one question remains: where does human expertise fit in?

This whitepaper explores the indispensable role of people in modern S&P transactions. From the surveyor collecting data on board, to the analyst interpreting insights, and the client making investment decisions, trust and human judgment remain at the core of every successful deal.

The Evolving Role of Surveyors in a Data-Driven Era

Digital tools may process and present information faster, but the quality of data still starts onboard the vessel. Surveyors are the front line of the inspection process, and their accuracy, consistency, and technical insight have a direct impact on the reliability of the Idwal Grade®.

At Idwal, we operate one of the industry's largest global networks of marine surveyors, selected for both technical ability and real-world experience. All candidates undergo a rigorous, ISO 9001-accredited onboarding process that includes maritime knowledge testing, equipment verification, and soft skills assessment.

Once in the network, surveyors receive ongoing feedback and scoring after each inspection. This continuous improvement loop helps maintain the highest standards of quality and impartiality.



Inside the Grading Process: A Human + Algorithm Approach

The Idwal Grade® is more than a number. It's a defensible, objective measure of asset condition, generated from over 500 data points collected during each inspection. These inputs feed into a proprietary algorithm that produces 21 subgrades across condition and management. What makes the process unique is the human oversight built in at every stage. Our technical team reviews the grading rationale to ensure fairness, consistency, and alignment with actual vessel performance. The result is a grading system trusted by shipowners, financiers, and brokers worldwide.

For premium S&P users, we also offer the Adjusted Grade process. This allows sellers to demonstrate post-inspection rectifications within a 30-day window, providing buyers with added transparency and confidence.

Building Trust in S&P Transactions

Even in an age of algorithms, trust remains the currency of maritime transactions. Buyers need to know the data they're acting on is accurate and impartial. Sellers need assurance that their vessels are being represented fairly.

Idwal has earned the trust of leading global shipping firms through a consistent commitment to transparency, independence, and integrity. As a neutral third-party, we help reduce uncertainty, prevent disputes, and accelerate deal-making.

Whether it's through fast turnaround reports, verified Idwal Grades, or consistent technical quality, our role is to bring clarity to the transaction table.

Vessel:
Example
Vessel

Ref:
0/0000

Issued On:
January 5
2024

INSPECTION SUMMARY

Example Country

2 Jan 2024

Status:
Standing By

10 Hours
Aboard

Majority of
documents
provided

The Example Vessel is a Example DWT, Example Gross Tonnage, Example flagged, Chemical Tanker vessel built to a very good standard by Example Shipbuilder in Example City, Example Country under Example Class supervision and was delivered on the 1st May 2013. The vessel is now Classed with Example Class 2.

A Pre-Sale Inspection of the vessel was conducted on the 2nd January 2024 in Example Location, Example Country by Idwal under instruction from Example Company.

Good cooperation was provided by the ship's crew with access provided to the ballast tanks, but it was not possible to enter any cargo tanks due to operational limitations. Previous inspection photographs of both were also made available for review. The vessel was at anchor, standing by at the time of inspection.

VESSEL PARTICULARS

Ship Name	Example Vessel
Previous Name	Example Vessel 1
MMSI Number	123456789
Port of Registry	Example Port
Ship Type	Chemical Tanker
Flag	Example Flag
Classification Society	Example Class
Registered Owner	Example Owner
Technical Manager	Example Manager
Shipbuilder	Example Shipbuilder
Delivery Date	01/05/2013
Gross Weight	Example MT
Gross Tonnage	Example MT
Net Tonnage	Example MT
Length Overall	Example m
Breadth	Example m
Depth	Example m
Summer Draught	Example m
Lightweight	Example MT

Report commissioned by and for the sole use of Example Client of Example Company PVT generated for example@example.com on 01/01/2024 at 10:00:00Z on 01/01/2024

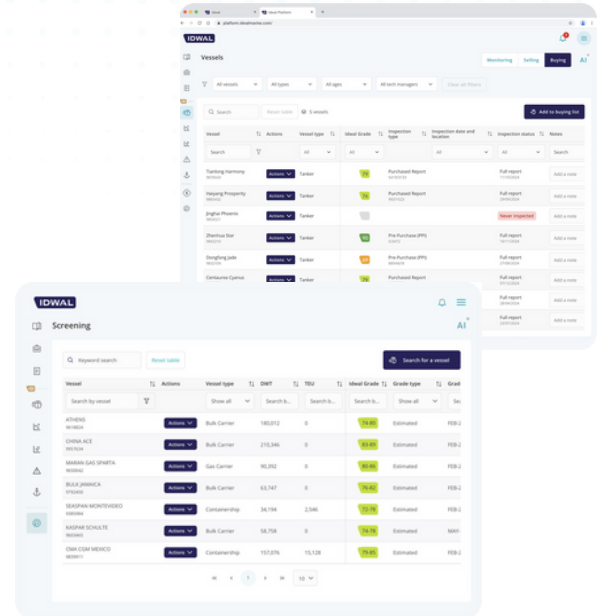
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Beyond the Report: Supporting Better Decisions

S&P success doesn't stop at the report. Buyers and sellers alike need tools that help them act with confidence.

With Idwal ID, users get access to a single online platform housing all their inspection reports, grading data, and benchmarking tools. Whether comparing vessels side by side, assessing inspection trends, or managing defect close-out, the platform is built to empower decision-making.

For fleet owners, the ability to aggregate insights across multiple vessels provides a strategic edge - helping determine when to buy, sell, or hold based on condition data and market alignment.



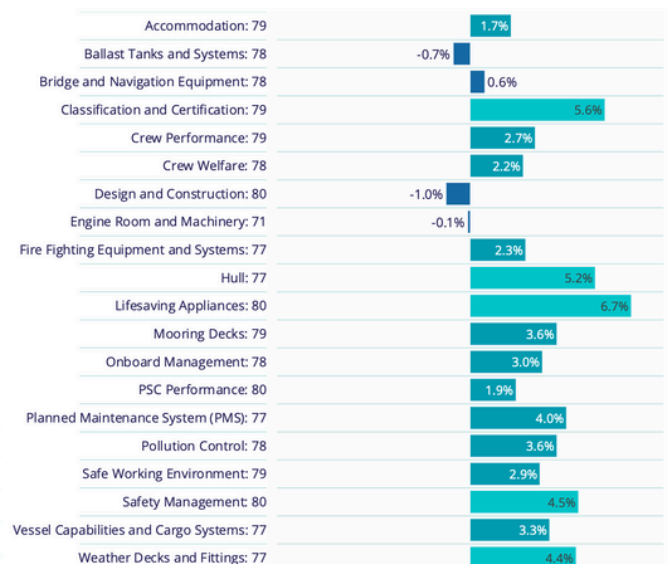
Case Study: From Uncertainty to Confidence

A major owner was looking to sell a mid-life tanker but faced concerns from buyers over recent PSC detentions. Rather than let assumptions shape the deal, the owner commissioned a pre-sale Idwal inspection.

The surveyor's detailed report and subgrades clarified that the issues were isolated and already resolved. With this transparency, the seller issued an inspection report that reflected the vessel's improved condition.

Buyers responded positively to the verified data, and the vessel was sold within two weeks at a higher value than originally anticipated.

Vessel Area Deviation from Industry (Benchmarkable Fleet Vessels Only)



Looking Ahead: Human Expertise in the Age of AI

As predictive analytics and AI tools continue to develop, the role of human expertise will evolve but not disappear. Technology will increasingly support decision-making, but trust will remain rooted in the quality of the underlying data and the people who interpret it.

At Idwal, we believe the future of S&P is a partnership: data and algorithms delivering speed and scale, guided by human insight and integrity. Whether it's the surveyor onboard, the analyst reviewing trends, or the client making a final call, people remain central to our purpose.

Conclusion

Digital transformation has improved the pace and precision of vessel inspections, but people still make the difference. The most successful S&P outcomes combine smart tools with experienced professionals, all working toward a transparent and trusted transaction process.

With Idwal, you don't have to choose between speed, accuracy, and trust. You get all three, delivered by the leading team in modern maritime inspections.



Inspection Insight. Data Advantage.

Get in touch with the team

If you want to hear more or book a live demonstration of Idwal ID, just click the button below to get in touch with the team.

[Book a demonstration](#)

The IDWAL logo is located in the top right corner. It consists of the word "IDWAL" in a white, bold, sans-serif font, set against a dark blue rectangular background with rounded corners. The background of the entire slide features a pattern of light blue dots of varying sizes.

IDWAL



Contact us for further enquiries

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