

— PRACTICAL AI · COMMERCIAL MARINE

AI at Sea: **Drive it**, not build the engine.

Practical AI for commercial marine operators.

No robots. No coding. No hype. Just clarity.

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Nigel Taylor · CEO, PerformOS

You do not need the engine room. You need the **bridge**.

Four habits to navigate by, with the art of the possible as the aim.

- Be proactive.
- Start with the end in mind.
- Seek first to understand, then to be understood.
- Synergise: top looking down meets bottom looking up.

It enhances people. It does not replace them.







It simply predicts the **next token**.

A token is roughly a syllable, one in, one out. Tokens are the currency of AI — everything you send and receive is metered in them, in fractions of a penny.

— MODERN ERA · BARELY 3.5 YRS

2015	OpenAI founded
2018	The first GPT
Nov 2022	ChatGPT — the modern era begins

— TIME TO THE MAINSTREAM

Web		10–20 yrs
Mobile		8–12 yrs
Social		5–10 yrs
Generative AI		2–5 yrs

Faster to the mainstream than web, mobile or social media before it.

From chatbots to vibe coding to **agents**.

01 / ASK

Chatbots

You ask, it answers. Research and replies – but you do the doing.

02 / BUILD

Vibe coding

You describe a need; it builds the solution. Creation, democratised.

03 / ACT

Agents

It acts for you. Connected and voice-led, working across your tools.

The players, and how to choose.

01

OpenAI

CHATGPT

The market leader by reach. A strong all-rounder, favoured in Microsoft worlds.

02

Google

GEMINI

A broad, integrated suite. The natural fit if your world is Google.

03

Anthropic

CLAUDE

Fastest growing. Tidier output, with Claude Code, Cowork and Claude Design.

04

Perplexity

AGGREGATOR · COMET

One subscription, the best model per task, plus the Comet browser.

From efficiency AI to **opportunity** AI. And the **software** in between

A · START HERE

Efficiency AI

Takes friction, repetition and delay out of existing work. Saves hours, reduces errors, clears the backlog.

Consumer AI

Chat Bots, Vibe Coding, research, reviews, One to One Human interactions, assistants.

B · THE UPSIDE

Opportunity AI

Changes what the business can offer and how it operates. New services, faster responses, smarter planning.

Enterprise AI

API calls, MCP connectors, Machine to Machine interactions, Guardrails, Security, controls, Automation - industrialisation

07 · QUICK WINS

Quick wins, and the **marine** angle.

You are not that different. Start simple; the marine angle follows.

- 01 **Inbox triage:** what matters, what is still unanswered.
- 02 **Correct, don't write:** polish emails, keep your own voice.
- 03 **A reconciliation agent** into Xero, Sage, expenses, your way.
- 04 **From tell to ask:** SmartSam answers questions on your website.



— 08 · DRIVE IT

Questions?

Start small, stay in command, move now. You do not need to build the engine — only learn to drive it.

Your first step: one mundane, low-risk task. A two-week pilot.

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