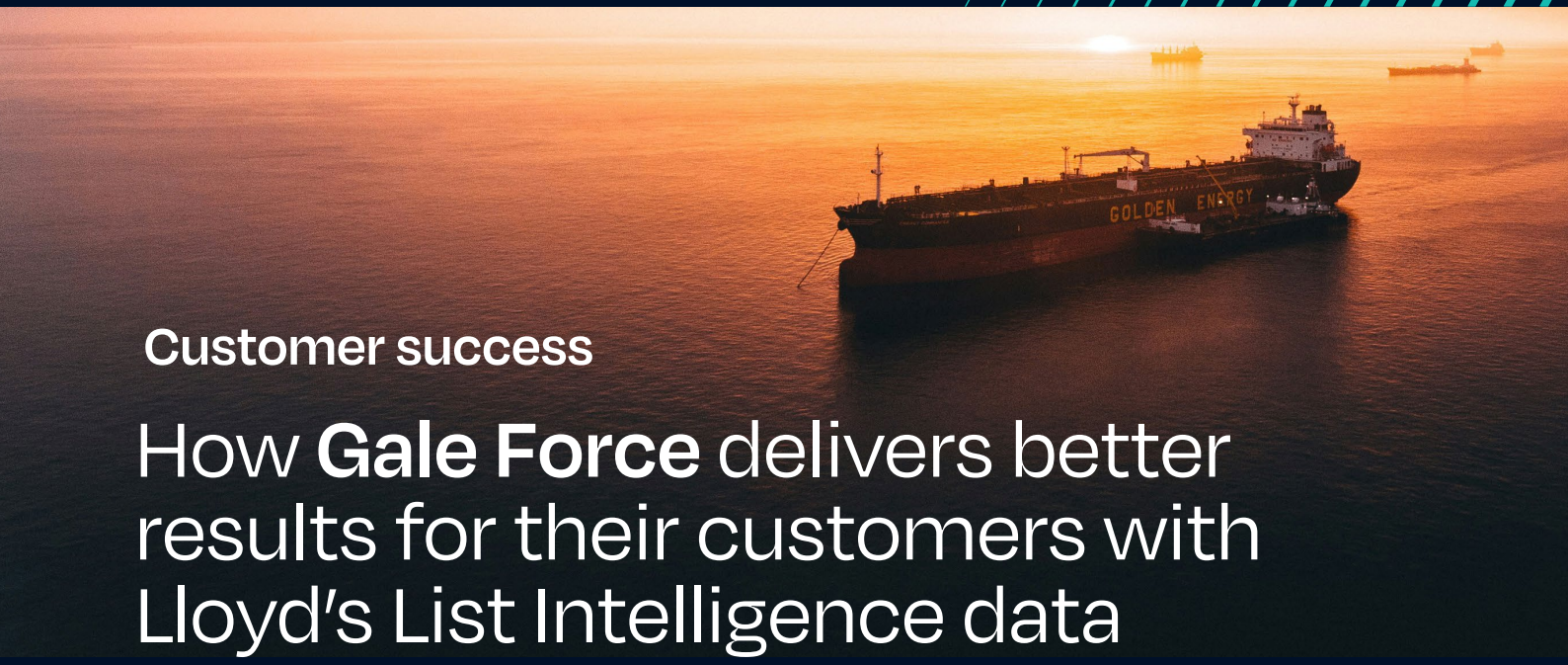

Customer success

How **Gale Force** delivers better results for their customers with Lloyd's List Intelligence data

Swedish MetOcean maritime intelligence SaaS company Gale Force improved accuracy and accelerated delivery of client reports despite growing challenges and uncertainties.

The challenges

Gale Force is a Swedish meteorological and oceanographic (MetOcean)| maritime intelligence SaaS company, established in 2020, that specialises in global weather routing and related services to the global maritime industry, such as route and propulsion optimisation.

Challenge 1: Avoiding data delays and blackspots

Gale Force previousty used an earlier version of Lloyd's List Intelligence's Automatic Identification System (AIS) data with fewer updates and less comprehensive geographical coverage. This required additional, time- consuming specialist work to plug information gaps and enter data manually.

"Our goal is to deliver the best information in the market. But with the old AIS data, we sometimes lacked data on time, and coverage was patchy. To improve accuracy and increase delivery speed, we needed more granular data. It was also crucial for us to have the latest available vessel positions."

Tom Sandberg, CEO, Gale Force

Delivering a powerful combination

Through high quality data combined with meteorological and oceanographic expertise, Gale Force helps shipping operators optimise their routes and save between 5-8% of fuel

Lloyd's List Intelligence

Professionals all over the world trust Lloyd's List Intelligence for accurate, verified, and real-time maritime trade data. With Lloyd's List Intelligence, shipping operators gain access to the most comprehensive tracking data with a complete view of vessel movements, detailed ownership data, and sanctions information available from all major sources,

Customer success

Challenge 2: Gaining accurate vessel data

Gale Force needs absolute confidence in the vessel specification information it uses to deliver fast and on-point analyses for their clients, so they, in turn, can make optimal decisions.

"To ensure we provide accurate calculations and analyses, we need vessel characteristics to be correct in our systems. We were looking for improved data as we were not happy with what we had. With the Lloyd's List Intelligence solution we receive accurate data that better supports our long-term strategy."

Tom Sandberg, CEO, Gale Force

The benefits of enriched data from Lloyd's List Intelligence:

1. Quality data that leads to better results
2. Less need for manual expertise to check or input vessel positions
3. More satisfied customers

The solution

Gale Force integrated Lloyd's List Intelligence's Extended AIS and vessel characteristics data into its own system seamlessly through Application Programming Interfaces (APIs), guaranteeing that its calculations were based on the highest quality information available.

Lloyd's List Intelligence Is the world's leading source of maritime data and analysis.

- The company receives 443 million terrestrial AIS signals each day from its network of receivers.
- This data is augmented by satellite information that is subjected to Lloyd's List Intelligence's data quality framework — making sure it is consistent, accurate, complete and timely.
- Lloyd's List Intelligence gives customers access to an unparalleled reservoir of industry expertise. The Lloyd's Agency Network includes more than 500 agents, with access to over 1,100 ports in 170 countries, so that information can be verified on the ground.

The results

The Lloyd's List Intelligence extended AIS solution gives Gale Force access to the "best data on the market", according to its CEO, Tom Sandberg. Its AIS coverage eliminates problems with delays and poor coverage, providing accurate information on vessel and fleet positions irrespective of whether ships are in deep water, close to shore or operating in congested areas.

The quality of Lloyd's List Intelligence's information and the ease with which it can be integrated maximises the effectiveness of Gale Force's software, enabling it to offer an even better product.

Contact us now to experience the power of AIS SeaOrbis

Discover why you should integrate the most complete and trusted near-time and historical maritime data straight into your systems and platforms.

Get in touch

Copyright ©2025 Maritime Insights & Intelligence Limited.

Maritime Insights & Intelligence Limited is a company registered in England and Wales with company number 13831625 and address c/o Hackwood Secretaries Limited, One Silk Street, London EC2Y 8HQ, United Kingdom. Lloyd's List Intelligence is a trading name of Maritime Insights & Intelligence Ltd.

Lloyd's is the registered trademark of the Society incorporated by the Lloyd's Act 1871 by the name of Lloyd's.