



marine lubricants

# aeoliki marine sees immediate benefit from chevron's oneport online portal

**Marine services company Aeoliki Marine reported improved lubricant management as soon as it began using Chevron Marine Lubricants' OnePort.**

Cyprus-based Aeoliki Marine Ltd provides a one-stop shop for a wide range of services, including bunkers, electronic supplies and services, vessel tracking software, and ship security alert systems. But the biggest part of its business focuses on supplying a complete range of marine lubricants, so securing those supplies simply, efficiently and quickly is vital.

When it adopted Chevron Marine Lubricants' procurement portal, OnePort™, in April 2022 to manage those supplies, it saw an immediate impact. Aeoliki Marine's Lubricants Consultant, Marios Argyros, paid tribute to its effectiveness, saying that it gives him and his team "the best option to easily submit our lubricants requests and optimize our time."

Within days of seeing a demonstration of OnePort, Argyros was up and running and, following a short guide through its straightforward registration

process, was able to start placing orders. Since then, he and his team have placed all their transactions through the system — which now run into the hundreds; both invoiced orders and product availability enquiries.

## **Aeoliki Marine**

Although based in the Mediterranean — it has a branch office in Athens as well as its Cyprus headquarters — Aeoliki Marine cooperates with both oil majors and independent lubricant suppliers to deliver products and services worldwide. So OnePort's direct communication functionality, enabling the user to contact Chevron regardless of any time zone difference, is essential.

Its clients include companies in the superyacht, offshore and commercial shipping industries, including well-known ship operators who manage more than 150 container ships and bulk carriers.

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Marios Argyros

**“... the best option to easily submit our lubricants requests and optimize our time.”**

**Marios Argyros**

Aeoliki Marine's Lubricants Consultant



Argyros is, therefore, acutely aware of the need for a reliable ordering system and said that in his opinion, OnePort™ “is the greatest and most complete platform in the marine lubes sector.” That completeness enables it to manage Aeoliki Marine’s entire lubricant order management process, providing a full overview of all of its transactions.

It has a number of features that help control each request and speed up the procurement process. These allow users to track delivery details — such as availability, supply possibility, notice periods and extra charges — in real time via OnePort. This makes it possible to use OnePort as the company’s main order communication tool, eliminating the long email chains often associated with such transactions.

OnePort also has an easy-to-use product selection process and a spectrum of information that can be accessed in one place, including

port notes, lead times and last-supplied dates of each product, along with status information for every order and enquiry.

There is also a “Lubechart Recommended” section in which recommended products can be grouped, helping minimize ordering mistakes and ensuring customers can easily find the products they require.

OnePort is accessed online so it can be operated at any time and from any location, making it possible to place orders and retrieve delivery notes (MLDRs) and invoices outside office hours.

Over the months that Aeoliki Marine Ltd has been using OnePort, the company has joined its many other users in discovering that its time-saving benefits, combined with its easy-to-use functions, prove that transitioning to digital tools has valuable benefits for both customer and supplier. ■

**OnePort™**  
*customer portal*

## one place for your lubrication needs

- Intuitive, time-saving user interface
- Orders linked to your recommended products
- Simple order placement
- Multiple port and price information



**“... the greatest and most complete platform in the marine lubes sector.”**

**Marios Argyros**

Aeoliki Marine's Lubricants Consultant

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