



maritime
strategy
implemented

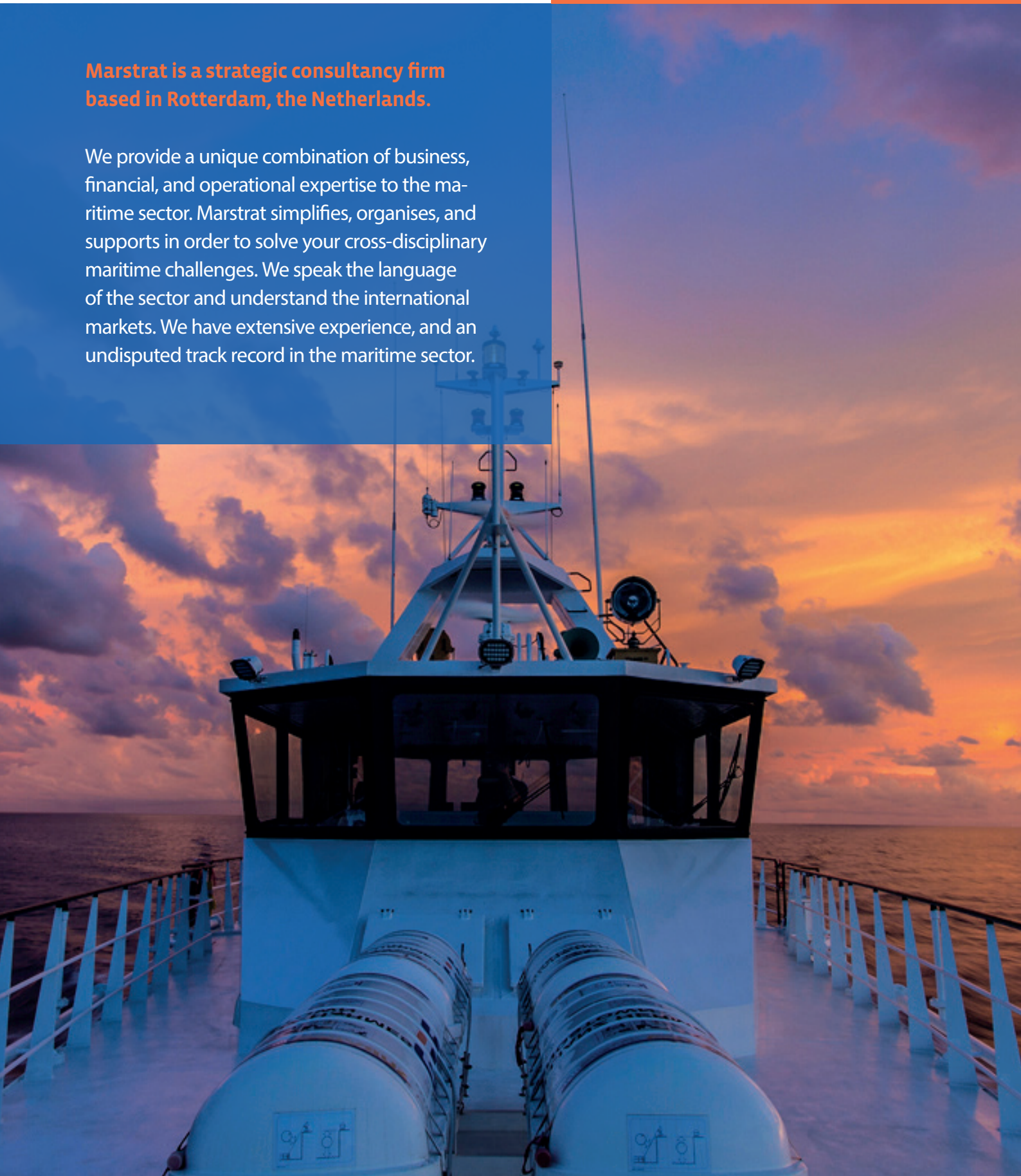
 @MarstratBV

 Marstrat BV

 www.marstrat.nl

**Marstrat is a strategic consultancy firm
based in Rotterdam, the Netherlands.**

We provide a unique combination of business, financial, and operational expertise to the maritime sector. Marstrat simplifies, organises, and supports in order to solve your cross-disciplinary maritime challenges. We speak the language of the sector and understand the international markets. We have extensive experience, and an undisputed track record in the maritime sector.



Areas of expertise

Shipbuilding processes

Our services in this area are focussed on helping clients with improving their production processes in shipbuilding, and the implementation of change programs in maritime and offshore related production companies.

Our clients include shipyards, yacht builders, marine and offshore manufacturing and service industries. Examples of our work are performance improvement of company processes, assessment of design and engineering software solutions, second opinions on the ICT infrastructure, information architecture consultancy, and change management related to process, data, organisation and ICT of the company. An integrated approach to improve highly intertwined area's in shipbuilding.



Management

Medium sized and larger companies are often faced with legal, administrative and management issues that only surface when a problem or opportunity suddenly occurs.

We at Marstrat can respond swiftly and provide guidance with issues regarding contract management, supervision or turnarounds, legal advise and maritime performance improvement. Projects include the setup of shipbuilding contracts and their legal conditions of trade, contract management assistance at complex projects in the shipbuilding and offshore sectors, or conflict regulation with clients or competitors. Also supervisory functions can be arranged. Clients include shipyards and maritime supply industries.



International business

Successful maritime international business starts with excellent market insights. Marstrat offers information packages in shipping and shipbuilding statistics, benchmarking, SWOT analysis, country reports, and performs feasibility studies.

Also partner search (suppliers, joint venture partners, agents, clients, service providers) in a specific maritime region can be offered. Together with you we create custom made solutions, whether you are a foreign partner interested in West Europe, or a European player seeking new possibilities outside the continent. We offer a highly personalized approach and make you feel comfortable when meeting your international partners of the future.



Public affairs



One of the most underestimated aspects of the maritime business is networking, and public performance of the company. We do not only have a wide network of contacts in the maritime community, but in regional, national and European governments as well.

We have the right expertise when it comes to maritime public affairs. Clients include ship owners, shipyards, supply industries, trade associations and governments. Examples of activities are: policy evaluation and maritime network setup for governments, acquisition strategy, and subsidy consultation.

Ship finance

All questions related to the management and operations of shipping and offshore services companies are in good hands with Marstrat. Operating from Rotterdam, we are in the middle of a an impressive network of ship owners, technical services, banks, managers and various other maritime business services, and trade is accommodated.

We offer a wide range of services ship finance consultancy including corporate and asset valuations, (re-) financing and turnarounds. International investors find us and discover the possibilities of setting up their business in Europe's maritime capital, including support on fiscal matters. Services include setting up new business, organising ship finance, partner search or managing projects. Clients: ship owners, investors, banks.



Innovation

Analysis and development of business strategy, business processes and investment projects, combined with development and implementation of innovation through projects and concepts.

Our professionals support the management of shipping and offshore companies to develop and implement strategy, including market analyses, corporate investment strategy, M&A, finance and insurance, technological innovation, business process design and complex projects. We connect market opportunities with maritime and offshore technology, providing operational decision support and generating innovative solutions for shipping and offshore innovation in ship design and operational processes. Services include: program and project management, contract and negotiation support, strategy development, valuations, technical and economic feasibility studies, and second opinions. Clients: offshore companies, ship owners, energy companies, shipyards, equipment suppliers, dredging and knowledge institutions.





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