

survitec

ONE SUPPLIER, ONE PROMISE

- SAFETY SERVICE SIMPLIFIED



PROTECTING OVER
1 MILLION LIVES EVERY DAY



SAFETY ON BOARD YOUR VESSEL IS OF THE UTMOST IMPORTANCE. IN TODAY'S COMPETITIVE MARKET OPERATORS CONTINUE TO SEEK WAYS TO MAXIMISE THEIR EFFICIENCIES AND INCREASE VALUE WITHOUT COMPROMISING ON QUALITY.

As leader of the marine safety industry, Survitec has developed a solution that makes sure vessels are kept safe and compliant while reducing complexity and increasing value for the customer. Working in close cooperation with ship operators, managers and owners we asked how we could make operations easier and more efficient, from this SOLAS 360 was born.

SOLAS 360 is a market-first concept with the aim of keeping vessels safe and compliant. Providing operators with an all-encompassing safety solution covering the totality of their safety equipment supply and servicing needs, including liferafts, lifeboat, fire systems and loose safety equipment.

Learn more about how we map and pro-actively manage services on all safety equipment, reduce risk and provide high quality products and services.



PROACTIVE SERVICE PLANNING

Achieved through due date monitoring, harmonised service dates, dedicated technical support, giving operators access to their compliance status and safety certificates.



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**OUR MISSION IS TO MAKE
SURE YOU ARE SAFE AND
COMPLIANT.**

Our mission is to make sure you are safe and compliant. Safety at sea is of vital importance, which is why Survitec is taking every step to support customers in making sure service jobs are conducted before certificates are due. Quality of service is a main focus, Survitec take every step to make sure we deliver to exceptionally high standards in everything we do.

Being safe and compliant is perhaps the most important part of operation. Survitec can handle operator's safety needs with minimal disruption, allowing them to focus on day-to-day business activities. To achieve this, we have put many provisions in place, available to all SOLAS 360 customers.



DUE DATE MANAGEMENT:

Survitec monitors your safety equipment due dates, notifies operators 30/60/90-days prior to the next deadline and proactively supports customers booking their next service-call.



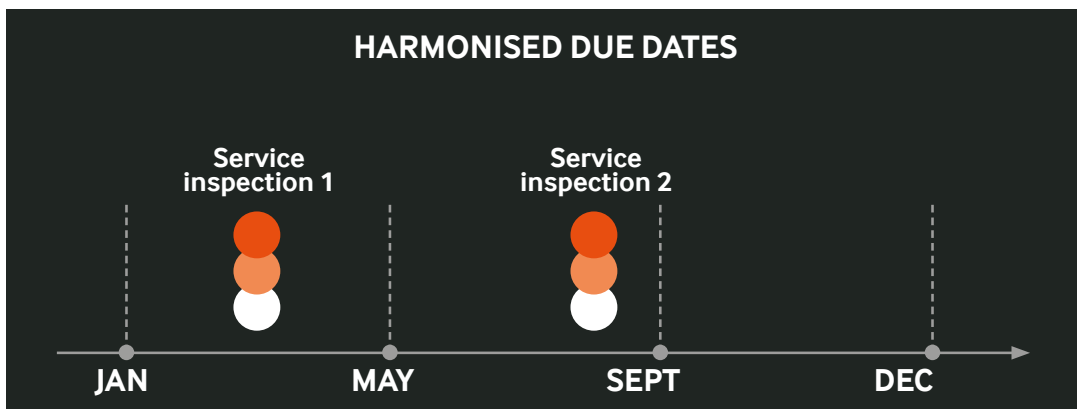
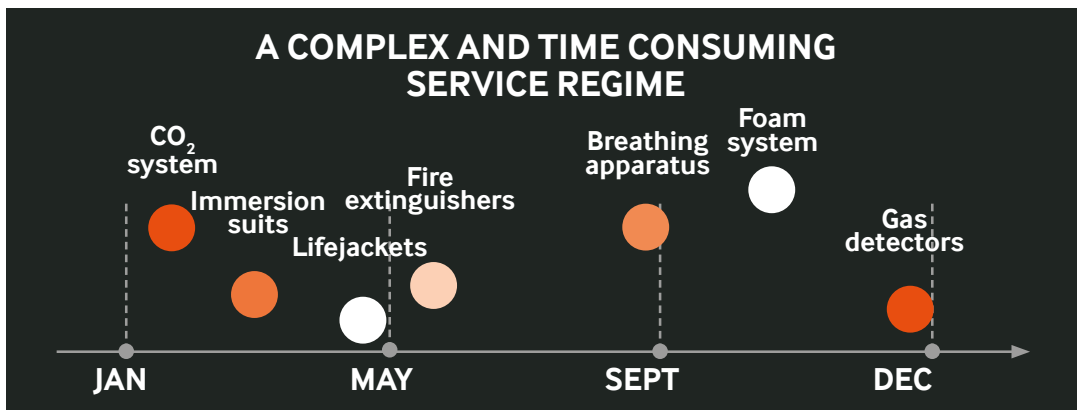
DEDICATED TECHNICAL SUPPORT:

Survitec offers a team of technical experts, individually specialising in each product range, to assist with technical and compliance support, best suited to our customers needs.



HARMONISED DUE DATES:

With the capability to perform service on all safety equipment and with an overview of all due dates, Survitec proactively harmonises service dates resulting in fewer vessel visits.





FIXED, PREDICTABLE PRICING MODELS

Fixed predictable costs for all safety services expanding over five years allows customers to plan and manage their safety spend more effectively.



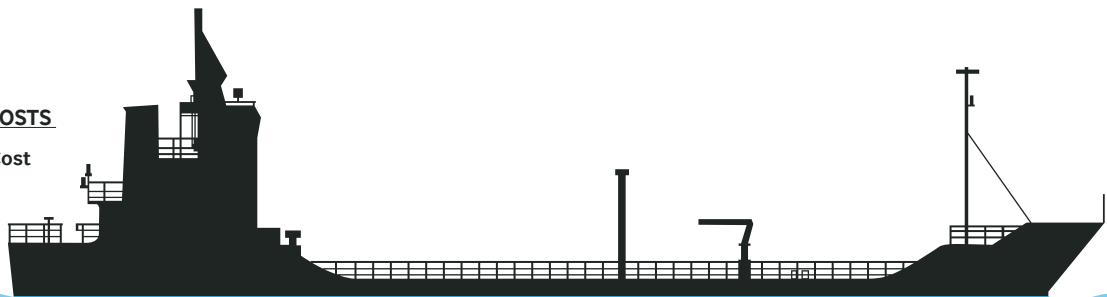
HOW DO WE DO THIS AND WHICH COSTS ARE WE LOOKING AT?

Predictable Costs:

Comparing the cost of a lifeboat inspection from two suppliers in a given port is easy. But what about travel charges, spares, accessories or the cost of coordinating and following up the inspection? Not to mention the cost should a lifeboat fail to perform in the case of an emergency.

TRANSPARENT COSTS

Product/Service Cost



HIDDEN COSTS

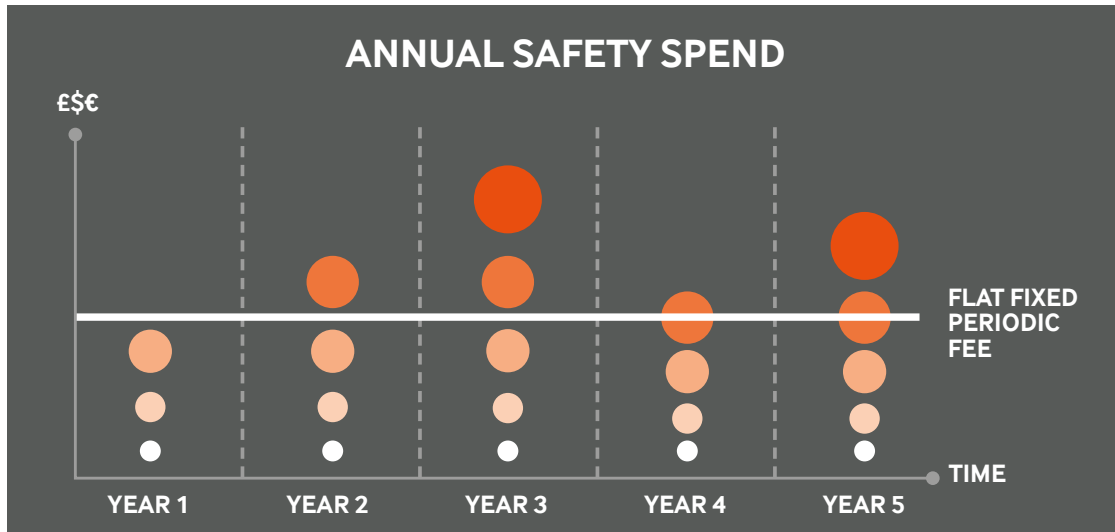


Additional: Spares, accessories, overtime and travel

Internal: Quoting, coordination, follow-up

Risk: Delays, detentions and accidents

SURVITEC AIMS TO SIMPLIFY SAFETY PROCUREMENT FOR OUR CUSTOMERS AND PROVIDE FIXED, PREDICTABLE PRICING



- ✓ All safety service inspections, travel, overtime and liferaft exchanges for a five-year interval are calculated and averaged out to a fixed annualized price.
- ✓ By monitoring due dates and pro-actively scheduling service jobs, Survitec helps reduce the need for costly, unplanned, last minute service jobs.
- ✓ In addition, fixed prices on other spares, service-jobs and replacement products are provided to make sure that it is easy, quick and predictable for customers to ensure their ships are kept safe and compliant in a cost effective manner.

Internal Cost Savings:

Efficient planning, fixed pricing, access to safety certificates and a dedicated support team all contribute to less work for SOLAS 360 customers, saving you time and money that can be utilized elsewhere in your business.





DEDICATED GLOBAL SUPPORT

For all requests, logistics and invoice details. Resulting in less coordination, administration and most importantly reducing the risk of error



SOLAS 360 enables handling of all marine safety needs through one dedicated team.

We understand that not only the safety equipment supplied and serviced is important to operators, but also the service received, to fulfil operators safety needs. Our dedicated global support structure allows customers to contact one dedicated team located close to the vessels operation, dealing in the desired currency, language and with one bank account for Survitec's complete range of offers and network globally. Having one team, one set of operating procedures and one system for support further helps to eliminate risk of error.

“ SOLAS 360 OFFERS ONE TOTAL SOLUTION TO COVER ALL SAFETY NEEDS. ”

JUST SOME OF THE WAYS THIS IS ACHIEVED INCLUDE:

- ✓ **ONE POINT OF CONTACT**
- ✓ **CONSOLIDATED REQUEST, QUOTE AND INVOICE PROCESS**
- ✓ **REDUCED OPERATIONAL BURDEN**
- ✓ **LESS COORDINATION**
- ✓ **COMPLIANCE ADVICE & GUIDANCE**
- ✓ **PREDICTABILITY AND CONTINUITY OF SUPPLY**
- ✓ **24/7 SUPPORT ACHIEVED THROUGH OUR GLOBAL CUSTOMER SERVICES TEAM**

HOW DO I QUALIFY FOR SOLAS 360?

To benefit from our SOLAS 360 safety solutions you simply need to sign up for a SOLAS 360 or Safety Management contract with Survitec.

SOLAS 360 is an all-encompassing offer with the aim of creating a long-term, sustainable partnerships. Working together, Survitec aims to fit out your vessel with all the safety equipment required through a fixed multi-year contract covering initial supply, ongoing service requirements and continued replenishment of spares and accessories. Allowing you to benefit from the cost savings and efficiencies that SOLAS 360 has to offer.

FEATURES AND BENEFITS	SPOT	FRAME AGREEMENT	SUBSCRIPTION
Compliance	✓	✓	✓
High quality products	✓	✓	✓
Certified, reputable and consistent services	✓	✓	✓
Global capabilities and reach	✓	✓	✓
One point of contact, single currency, one bank account		✓	✓
Due date alerts		✓	✓
Fixed price lists		✓	✓
Priority in customer service and port		✓	✓
Dedicated CS resource and SOLAS support			✓
Due date harmonization and proactive service management			✓
Predictable periodic price			✓
Guaranteed availability*			✓



*Terms and Conditions apply and subject to change. E&OE.

WHY SURVITEC?



GLOBAL CERTIFICATION

Keeping operator's compliant, no matter their location. Here are some examples of what Survitec can offer to achieve this, focusing on consistency and quality in all parts of the safety service value chain, resulting in improved safety of the vessel.

Global Approvals:

Every Survitec service stations is equipped with state-of-the-art test equipment and operates in accordance with IACS & Z17 approvals and governance. Our safety service network has global ISO 9001 approval and global approvals from five major classification societies - in addition to several local class approvals.

Inhouse Training Centres:

Survitec offers structured training programs for technicians through Survitec's inhouse training centres, securing high quality standards and fully trained & certified technicians.

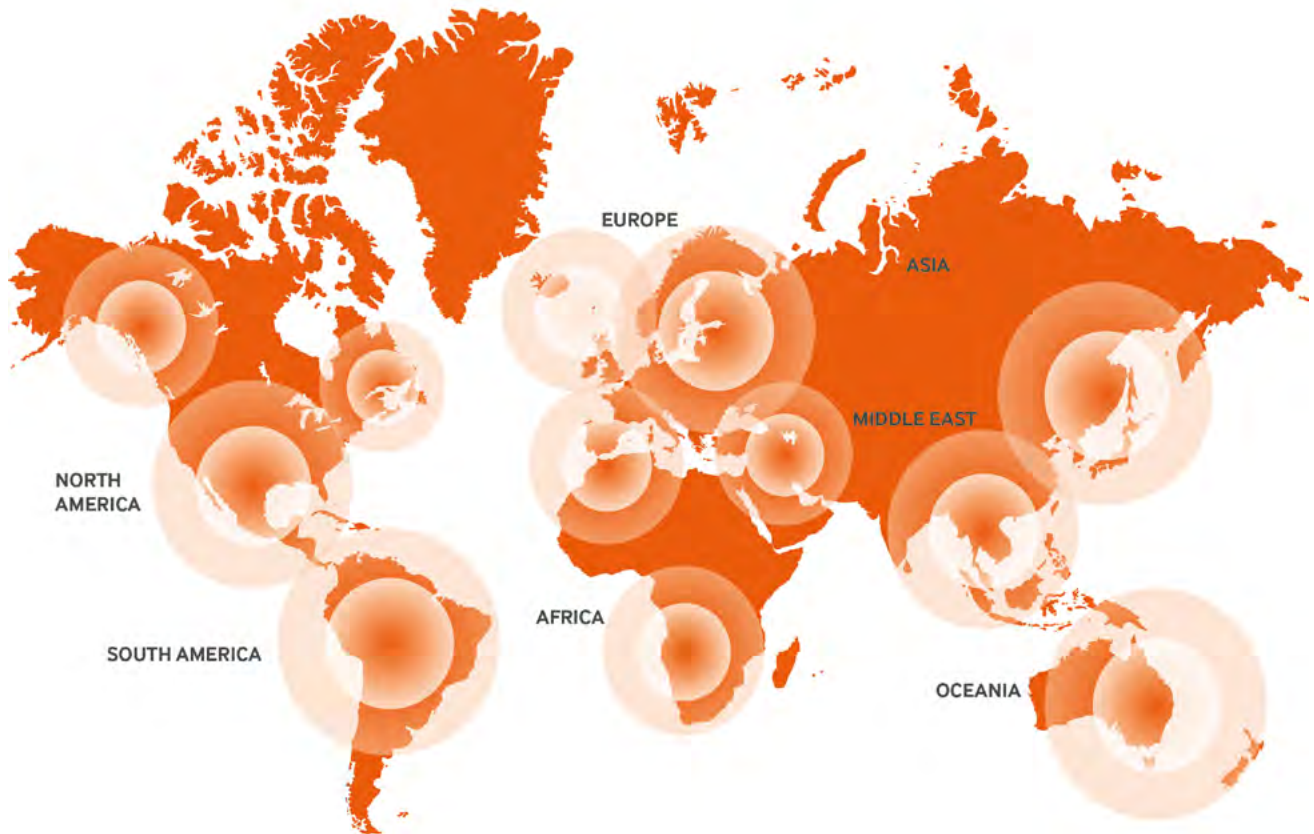
"WHAT OUR CUSTOMERS SAY"

"As an operator committed to continuously enhancing crew safety, Survitec is a natural partner for us. The SOLAS 360 solution not only helps us in ensuring our vessels are always regulatory compliant, but it removes the logistical complexities involved in getting safety equipment serviced. Survitec's comprehensive service network is unrivalled, covering all the ports at which our vessels are serviced."
Vessel operator, Norway.

GLOBAL FOOTPRINT

Survitec offers the world's largest supply and service network, covering all major ports globally. No matter which port the vessel is located its likely there will be a Survitec service station close by, and if there is not we can handle the logistics to make sure the safety need is covered at your chosen port.

In addition, understanding your need to keep in port stays as short as possible we aim to tailor the products we stock at key locations to suit many vessel requirements.



**500+ ACCREDITED
SERVICE STATIONS**



**COVERAGE AT 2000
PORTS WORLDWIDE**



**8 WORLD-CLASS
MANUFACTURING
FACILITIES**



**INTERNATIONAL
PRESENCE IN 96
COUNTRIES**







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