



TACTICAL MARINE
SOLUTIONS LTD.

Better solutions for
complex shipping
requirements

Welcome to Tactical Marine Solutions

A marine management consultancy with specialist Arctic experience and the proven ability to design, evaluate or improve the performance of shipping systems.

WE SPECIALIZE IN



Shipping feasibility for new petroleum and resource developments, particularly in the Arctic



Guidance to improve under performing shipping systems



Advice and advocacy for corporate marine departments



Finding the right ship for your requirements

Shipping in Arctic waters is different

Assumptions that we make with conventional shipping don't necessarily hold true when millions of tons of ice stand between your ship and her load port. Add to that the fact that there may be a lot more ice than you planned for, or a lot less. Does this mean then that projects that rely on shipping in ice are inherently riskier? Yes it does, but that doesn't mean that the risk can't be analyzed and managed to a successful conclusion, as long as you have the right people with the right skills on your side.

Tactical Marine Solutions Ltd. brings experts to the task of analyzing the feasibility of shipping in ice.

An essential part of the evaluation of an operation in the Arctic is combining the theoretical and practical. The people we bring to the task have experience from previous projects and are familiar with the process of pre-feasibility and feasibility stages of new energy and mining developments. But they also have spent time on the bridge in heavy ice, interpreting satellite imagery and relating it to the ice around them, or made sure the vessel they designed performed as promised.



Using a multidisciplinary approach TMS builds a model that can be shared with other groups working on the evaluation. When the project is complete you will have a thorough understanding of the risks, costs and challenges associated with shipping in ice.

We evaluate planned shipping projects on an end to end basis, particularly for extreme environments and especially the Arctic. This includes ice transit studies, detailed voyage, operating and capital costs analysis, financial modeling, vessel conceptual design, regulatory impacts and scheduling.

FINDING THE RIGHT SHIP

Given the breadth of expertise within and available to Tactical Marine Solutions we are able to offer innovative solutions to your shipping requirements.

- ✔ We can do the feasibility analysis required for new trades
- ✔ Determine the optimum shipping solution
- ✔ Have the appropriate ship designed or find the appropriate ship in the market
- ✔ Negotiate the charter or purchase
- ✔ Arrange the financing
- ✔ Do the pre-hire inspection
- ✔ Manage the ship(s) once they are in service

WHAT WE CAN HELP YOU TO ACHIEVE

For new operations

- ✔ A clear view of shipping feasibility
- ✔ A good grasp of the challenges
- ✔ An understanding of the risks
- ✔ Identification of the potential costs

For existing operations

- ✔ Reduction in operating costs
- ✔ Improved availability
- ✔ Reduced deficiencies/detentions
- ✔ Improved on time performance

TACTICAL MARINE SOLUTIONS' STRENGTHS

- ✔ Leading change
- ✔ Evaluation of potential shipping systems
- ✔ Joint venture and strategic partnerships
- ✔ Strategic and operational planning
- ✔ Forecasting, budgeting and cost controls
- ✔ Developing new business
- ✔ Recruiting and developing teams
- ✔ Acquisition integration
- ✔ Change management
- ✔ Negotiating and closing deals
- ✔ Removing roadblocks

“ We must use time as a tool, not as a crutch. ”

- John F. Kennedy

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Specialist Advisory Services

Tactical Marine Solutions provides the expertise to both plan and implement



Arctic Shipping Feasibility Studies

Assessment of new shipping systems, particularly where ice covered waters are involved

- ✓ Determine capacity constraints (ship size)
- ✓ Determine terminal constraints
- ✓ Conduct route analysis/ transit study (vital for ice covered waters)
- ✓ Review and brief the client on applicable government regulations
- ✓ Determine ship design, given constraints and operational considerations
- ✓ Establish detailed operational, voyage and capital costs
- ✓ Construct a financial model from a shipowner's perspective
- ✓ Carry out optimization using operational research tools



Managed Ship Operations

Assuming the operational management for an owned or chartered ship

- ✓ Determine where the ship fits into the overall transportation system
- ✓ Jointly determine goals and measurement
- ✓ Preparation and issuing of voyage instructions
- ✓ Co-ordination of crewing, bunkers and insurance
- ✓ Determination and procurement of services and supplies

“ You are doing your best only when you are trying to improve what you are doing ”

- Anonymous

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Performancing systems

Design and implementation of systems to improve operational performance of shipping systems

- ✓ Analysis of operations
- ✓ Identification of problem areas
- ✓ Selection of measures to improve performance
- ✓ Implementation of system
- ✓ Confirmation of effectiveness via feedback loops
- ✓ Monitoring



Risk analysis and control

Application of risk analysis techniques to shipping scenarios, to quantify risk and establish risk mitigation measures, if required

- ✓ Preliminary Analysis
- ✓ Route definition
- ✓ Risk estimation
- ✓ Risk evaluation
- ✓ Risk control



Strategic and tactical business plans

Assisting in analysis, planning and effective implementation of strategic and tactical plans for shipping companies

- ✓ Competitive/customer analysis
- ✓ Business analysis
- ✓ Operational assessment
- ✓ Envisaging the future playing field
- ✓ Goals, to strategies, to tactics
- ✓ Effective implementation



Preparation of RFP/RFQ

Preparation of Requests for Proposals or Request for Quotations for new shipping services

- ✓ Define the system or trade that is to be bid
- ✓ Establish criteria to be used in the measurement of responses
- ✓ Define weightings for criteria according to customer's priorities
- ✓ Establish prequalification criteria
- ✓ Write and issue prequalification announcement
- ✓ Receipt and processing of prequalification bids
- ✓ Write RFP/RFQ
- ✓ Issue RFP/RFQ to prequalified tenderers
- ✓ Evaluation of tender responses

Recent Projects

Chartering, import and operation of an icebreaker in support of shipping access to a northern iron mine

Chartering, import and operation of an icebreaker in support of the largest cruise ship to transit the Northwest Passage, twice.

Procurement, negotiation and chartering of an ice class offshore patrol vessel.

Seaborne re-supply operations review and recommendations to improve efficiency, reliability and cost effectiveness.

Commercial and technical management of a research ship, including comprehensive refit, extension and conversion to a hybrid propulsion system.

A new resource development project: work included a review of potential ports and terminals, scheduling, vessel design and capex/opex projections.

For real gains, change the way the business operates.
We can help you stand back and see what needs to be done and then make it happen.



Dermot Loughnane

CEO



Tactical Marine Solutions principal, Dermot Loughnane has the experience of 15 years at sea combined with shore positions in the shipping industry and marine operations of oil and gas companies. He is a Master Mariner (1988), and holds both a MBA and a post graduate diploma in shipping management (DMS).

He has on-deck and shore management experience in Arctic operations, has conducted studies into marine and Arctic related issues and into the feasibility of new shipping services, and has chartered and operated icebreakers in the Arctic.

Dermot's many years of experience includes the position as managing director of the largest shipping company in Australia. Earlier he managed the marine department of a Canadian oil company, and formed and ran a high tech joint venture to support resource development in the Russian Arctic.



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