



TACTICAL MARINE
SOLUTIONS LTD.

Better solutions for
complex shipping
requirements



Welcome to Tactical Marine Solutions

A marine management group with proven ability to design or evaluate shipping systems, find and negotiate the acquisition of specialized ships, and manage ships, safely, economically and effectively.

WE SPECIALIZE IN



Finding the right ship for your requirements



Managed ship operations



Evaluating planned shipping projects



Advising how to improve underperforming shipping systems

OUR APPROACH

A ship and especially ships are a complex system with interdependent components that are subject to constant change. Tactical Marine Solutions' management process recognizes this complexity, addressing all operational aspects, while also providing a vehicle for improvement to the overall operation.

OUR PROMISE

- ✔ **WE DON'T** dump a hefty document of recommendations on your lap
- ✔ **WE DON'T** put a team in to change your business and walk out leaving your people struggling to cope
- ✔ **WE DO** work with your people through the implementation phase to ensure the promised gains are realised
- ✔ **WE DO** provide the appropriate skills, tools and behaviours when required to ensure sustainable change
- ✔ **WE DO** transfer the knowledge that you need to maintain these new work processes
- ✔ **WE DO** get results



Tactical Marine Solutions offers better solutions for complex shipping requirements, whether you are a shipping company, the marine department of a resources company, a research institute, or government agency.

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

We advise how to improve under-performing shipping systems and assist you to introduce performing processes that implement the right KPIs, and that establish a feedback loop to constantly improve your operations.

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



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

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Specialist Advisory Services

Tactical Marine Solutions provides the expertise to both plan and implement



Shipping Feasibility Studies

Assessment of new shipping systems, including ice covered waters

- ✓ 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 and their impact
- ✓ 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 optimisation 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

“ We bring decades of experience to help you lift on-time performance, to lower lost time injuries and improve vessel availability. ”

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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.

Tactical Marine Solutions, has the experience and specialist applied knowledge to understand your shipping needs.



Dermot Loughnane

CEO



A Master Mariner (1988), Dermot has the practical experience of 15 years at sea, combined with shore positions in the shipping and oil and gas industries in marine operations, chartering and business development.

Before founding Tactical Marine Solutions he was 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 related to Arctic shipping in Russia.



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OUR INFORMATION

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