



An Ocean of Expertise



# Maritime Solutions Powered by People



# A leading maritime solutions provider and the leader in quality shipmanagement

Bernhard Schulte Shipmanagement (BSM) is an integrated maritime solutions leader, with a strong heritage spanning more than 130 years in the shipping industry, and trusted as a partner by responsible and demanding customers worldwide.

Managing a fleet of 600 vessels, our 20,000 employees enable us to deliver safe, reliable and efficient ship management services through a network of wholly owned ship management, crew service and maritime training centres in over 30 locations around the world.

Focused on enabling business partners to achieve their objectives through the application of knowledge, experience and innovation, our commitment to every customer is:



Maximum vessel availability, safety, reliability and efficiency to achieve higher income at the lowest possible operating cost



Protection of reputation through integrity, full compliance and a top quartile safety and performance record



Transparency and ready access to vessel information through proprietary 'LiveFleet' software



# Quality Shipmanagement

Comprehensive shipmanagement services that help customers increase their business competitiveness

## Crew Management

With over 12,000 seafarers on board at any given time, BSM maintains one of the largest pools of highly qualified, motivated and dedicated seafarers who are equipped to meet the demanding requirements of their roles and fully supported by 1,500 shore based personnel.

Our wholly-owned network of 24 Crew Service Centres allows us to maintain close contact with seafarers and manage the recruitment and manning process as efficiently as possible.

Structured training and development programmes ensure that crew skills and knowledge are continuously updated in line with changing legislation and industry demands.

## Technical Management

Safe, efficient and fully compliant vessel operation and cargo management, focused on maximising availability and loss prevention, delivered through:

- Close interaction between onboard personnel and highly experienced shore-based engineering and marine teams
- Effective planned maintenance and procurement systems
- Integrated software systems covering all aspects of shipmanagement, including the provision of operational, technical and detailed financial information in a transparent, readily available and secure manner through the BSM 'LiveFleet' application.

## Commercial Management

Activities are focused on competitive chartering and commercial management, including negotiating and concluding periodic charters for all types of vessels, sale and purchase of second-hand vessels, and placement of newbuilding contracts.

Continuous analysis of market trends and a close watch on emerging opportunities allow us to offer timely and reliable advice.

## Our Expertise

Highly experienced sea and shore based professionals, fully equipped to meet owners' and charterers' requirements across a wide range of commercial.



“Over 20,000 employees on board and ashore are at the heart of everything we do”





# Integrated Maritime Solutions

Comprehensive shipmanagement services that help customers increase their business competitiveness

## Newbuilding & Conversion

Schulte Marine Concept provides comprehensive technical and management services for newbuilding, conversion and repair projects.

With over 600 projects successfully completed in shipyards around the world, tailored services include design consultancy and optimisation, shipyard selection, contract negotiation, construction, conversion and repair supervision.

## Catering & Housekeeping

With an emphasis on seafarer health and welfare, Seachef provides extensive onboard catering capabilities through highly trained chefs with versatile culinary skills.

Proprietary software enables automated budgeting, diet control, menu selection and ordering of ingredients. Together with rigorous selection of high quality suppliers and a focus on continuous improvement, services are offered in the most palatable, nutritious and hygienic manner.



## Seafarer & Corporate Travel

With an in-depth understanding of maritime and corporate travel needs, including efficient management of challenging crew changes and last minute requirements, our global network of IATA approved offices provide 24-hour travel and ticketing support at the most competitive rates wherever and whenever needed.

## Corporate & Financial Management

Through our network of global offices, BSM offers a range of corporate and financial management services including registration of companies and partnerships, corporate administration, tax management and bank financing.

## Digital Marine Solutions

Our Technology Solutions Delivery teams based in multiple locations provide a full suite of innovative and integrated maritime software applications encompassing:

- Crewing, rostering, payroll, competency development and quality management
- Planned maintenance, dry docking, purchasing, accountancy and insurance
- Detailed operational, technical and financial reports

## Consultancy Services

A range of advisory services are offered through our highly experienced and knowledgeable personnel including pre-purchase inspection, vessel condition and energy efficiency reports aimed at maximising return on investment and operational efficiency.

“Solution driven, vessel specific, newbuilding and shipmanagement services”



# Loss Prevention, Safety and Quality

Supporting a BSM culture that emphasises the highest standards of service and adoption of best practice, our Loss Prevention, Safety and Quality (LPSQ) capability ensures that decision-making processes prioritise safe and efficient vessel operations whilst maintaining full compliance with regulatory requirements.

Continuous assessment of fleet information, together with the development of new procedures and associated training to meet the demands of changing maritime legislation, enables operational risk to be

minimised, opportunities for improvement to be implemented and customer reputation protected.

Applying learning and relevant experience from the aviation industry, our onboard management procedures and checklists are being simplified to reduce the volume of documentation, further improve compliance and support our top quartile safety and performance record.

“Focused on delivering safe and efficient vessel operation”







# Maritime Training

Committed to recruiting, developing and retaining exceptionally skilled personnel, BSM has four Maritime Training Centres and 24 Crew Service Centres across the world. Our scope of training capabilities comprises a progressive mix of internal and external seminars, workshops and onboard training.

Land-based training replicates the onboard environment that seafarers will encounter in their line of duty, including gas and safety management courses and

practical sessions on advanced bridge, cargo handling and engine simulators delivered at our wholly owned, state of the art facilities.

Complementing the work undertaken by our crew service and training centres is BSM's cadet sponsorship programme. This structured programme supports the continuous development and expansion of our pool of qualified officers, recruiting cadets from accredited maritime academies from all over the world.

“Continuous investment in training is vital to developing capable and professional BSM people”

# Global Reach, Local Expertise



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