

A marine management consultancy with proven ability to design, evaluate or improve the performance of shipping systems, even in the most challenging environments.



What we can help you to achieve

FOR NEW OPERATIONS

- A clear view of the feasibility of new shipping requirements
- A good grasp of the challenges you may face
- An understanding of the risks involved
- A comprehensive determination of the related costs

FOR EXISTING OPERATIONS

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

Ttactical Marine Solutions offers shipping companies, governments and the marine departments of energy and resource companies better solutions for complex shipping requirements. We evaluate planned shipping projects on an end to end basis, particularly for extreme environments and especially the Arctic. This includes managing ice transit studies, detailed voyage, operating and capital costs analysis, financial modeling, vessel conceptual design, regulatory impacts and scheduling.

We advise how to improve under performing shipping systems we help you to introduce performing processes that not only implement the right KPIs, but also establish a feedback loop to constantly improve your operations long after we

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

If you are a commercial organisation that employs ship managers we can help you to understand where your manager needs to improve and what questions to ask to gain the information you need. We implement agreed mechanisms at the outset that allow you to measure results and quantify the gains achieved.

Additionally, we can help to steer strategic and tactical business plans, apply risk analysis and mitigation, and also can assist with preparation of RFP/RFQ's and evaluation of tender responses.



Photograph by M Wedge

“Better solutions for complex shipping 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.

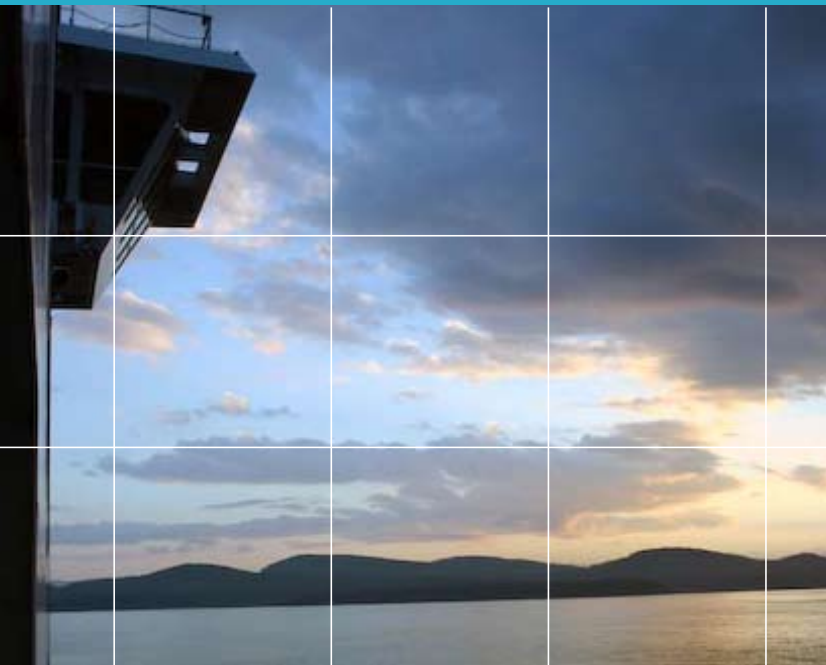
Tactical Marine Solutions Ltd. brings the experts to the task of analyzing the feasibility of shipping in ice and produces results.

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 must use time as a tool, not as a crutch.” – John F. Kennedy

Photograph by N. Montonen



Improvement in operating incidents



A typical improvement that can be achieved

- 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

“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.”

The scope of our services

Performancing systems

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

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

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

Arctic 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

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

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



Photograph by P. J. de Rouw

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

Recent projects:

- Consulting on fleet and marine operations to a new northern tanker operation including operating and capital costs, crewing, training, impact of government regulations as they relate to the Arctic and shipping.
- Managing the shipping feasibility study for a new mine in the Arctic including the ice transit study, conceptual vessel design, scheduling, voyage, capital and operating cost modeling.
- Acting as an advisor to a seismic company on Arctic operations, preparing and delivering seminars on operations in ice.
- Conducting and managing research into marine and Arctic related issues and feasibility of new shipping services.



Tactical Marine Solutions' Principal, Dermot Loughnane has the experience of 15 years at sea combined with 16 years in 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).

Dermot's many years of experience includes the position as managing director of the largest shipping company in Australia with 16 major vessels, 10 minor vessels and 1,000 employees. Earlier he managed the marine department of a Canadian oil company with freight responsibility of \$100m annually, and formed and ran a high tech joint venture to support resources development in the Russian Arctic.

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



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

Contact us

**Tactical Marine
Solutions Ltd**

Suite #108 1581 H Hillside Ave
Victoria BC V8T 2C1
Canada

T +1 250 388 7882
F +1 604 909 4675

info@tactmarine.com
www.tactmarine.com