PROCURING A RESEARCH VESSEL IN THE AGE OF AUSTERITY (A COMMERCIAL POINT OF VIEW)

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PROCURING A RESEARCH VESSEL IN THE AGE OF AUSTERITY

• Economic constraints and political realities
• Hays Ships “small company thinking”
• Research vessel conversion format and examples
• Procurement issues
• Final result
ECONOMIC CONSTRAINTS AND POLITICAL REALITIES
MAR PORTUGAL
ECONOMIC AND POLITICAL REALITIES

Sikuliaq
MAR PORTUGAL
HAYS SHIPS LIMITED

• Small family owned company
• In business nearly 40 years
• Ship owner, manager and operator of research and survey vessels
• Hays markets will not support new build ships
• Identify exact requirements and convert accordingly
• .....major conversions not minor tweeks!!!
CONVERSIONS
HMS Galo
KOMMANDOR STUART

Survey Vessel
HARMATTAN

Seismic Vessel
DORADO DISCOVERY

Drydock
DORADO DISCOVERY

Seabed Mining Assessment Vessel
CONVERSION FORMAT

• Identify a requirement
• Find a suitable donor vessel
• Carry out an extensive conversion
• Make provision for the finance (many multiples of purchase price)
• Control the project technically and financially
SALMAID

Submarine Rescue and Mooring Vessel
THE BARGAIN
KOMMANDOR CALUM

High End Research Vessel
CONVERSION OF THE KOMMANDOR CALUM
CONVERSION OF THE KOMMANDOR CALUM
ACCOMMODATION CONVERSION
KOMMANDOR CALUM
CLIENT’S CABIN
CLIENT’S BEDROOM
KOMMANDOR IONA SEA TRIALS
PROCUREMENT PROCESS

Difficult problem for IPMA

• Produced good specification which provided a wide range of candidates
• Long complex procurement process
• Difficult format from the vendor side
• Process depended on trust from both parties
• IPMA made a good choice survey vessel that could be made to fish not a fishing vessel that could be made to survey
KOMMANDOR CALUM ARRIVAL LISBON
SUMMARY (LESSONS LEARNED)

• When money is short get clever
• It is possible to get fit for purpose vessel without new build
• It is technically and financially demanding
• The tender process can be achieved with perseverance and trust
• Try to keep it a secret from your wife!!
KOMMANDOR CALUM ARRIVAL LISBON