

An Introduction to
> Fixed Price Service Agreements
for Marine Electronics



One Marine Services
created for your certainty and dependability

ONEMARINE®



One Marine Services' Fixed Price Service Agreements are a one-stop-shop investment that serve vessel owners and managers active within the commercial, cruise, ferry and yacht sectors by ensuring repair and maintenance undertakings – as well as surveys and supply provisions – are delivered efficiently and effectively anytime on a worldwide scale.

With a keen focus on streamlining processes and on practising absolute transparency, clients can anticipate being kept abreast of all developments and progress pertaining to their commissioned work by a single point of contact within **One Marine Services'** wider team. Upon completion, a comprehensive and detailed service report is issued for our clients' records.

WORTH THE INVESTMENT?

Fixed Price Service Agreements are a priceless investment, giving those active in the commercial, cruise, ferry and yacht sectors streamlined management, problem prevention, technical assistance, and expenditure control.

WHAT IS A FIXED PRICE SERVICE AGREEMENT?

One Marine Services' Fixed Price Service Agreements allow you to take control over your budget. They are designed to offer full maintenance and repair support for marine electronics at an annual fixed price on a ship-by-ship basis.

➤ HOW MUCH DO FIXED PRICE SERVICE AGREEMENTS COST?

One Marine Services believes in building a relationship with each of its clients and offering a personalised service. As such, the cost of our Fixed Price Service Agreements are dependent upon the unique needs of each client, and are impacted by such variables as the age and/or brand of the equipment in need of service/replacement, voyage routes undertaken, and if any additional equipment is required.

➤ WHAT EQUIPMENT IS COVERED BY A FIXED PRICE SERVICE AGREEMENT?

Our Fixed Price Service Agreements offer integrated solutions pertaining to all IMO-required communication and navigation equipment, as well as entertainment and safety tools, including –but not limited to– Radars, Gyro, GMDSS station, (S)VDR, ECDIS, and more.

➤ WHAT IS EXCLUDED FROM THE COST OF FIXED PRICE SERVICE AGREEMENTS?

The purchase and installation of new or non-COTS equipment is excluded from the cost, as is travel time and mileage beyond 200Km round trip and – in cases where long-distance travel is required– airfares, hotels and per diem pay.

...WHAT SERVICES ARE OFFERED?

One Marine Services provides its clients with a full support package, including installation, repair and maintenance, the provision of spares, and project management services for vessel upgrades and refits. Local travel charges are included within this framework, as are annual Shore Based Maintenance Certificates, GMDSS Radio Survey, Gyro overhauling and (S)VDR Annual Performance Tests.

➤ WHO WOULD BENEFIT MOST FROM A FIXED PRICE SERVICE AGREEMENT?

One Marine Services' Fixed Price Service Agreements are ideally suited to ship owners whose privately owned and operated vessels call in numerous ports worldwide as opposed to the same, select few harbours. As the service agreements are undertaken on a long-term contract basis, ship management companies that risk losing a ship at any time may find Fixed Price Service Agreements less suitable to their specific needs.

➤ HOW IS A FIXED PRICE SERVICE AGREEMENT INVOICED?

One Marine Services invites you to take control over your budget with our maintenance agreements. Transparent terms and conditions ensure success. Nowhere is this more evident than in the way the contract premiums are settled: clients may choose between paying in advance on either a quarterly basis. In instances – if any – of additional costs accrued outside the framework of the contract, ship owners can anticipate receiving invoices on a case-by-case basis.

➤ WHAT ARE THE ADVANTAGES OF A FIXED PRICE SERVICE AGREEMENT CONTRACT?

There are many advantages to investing in a Fixed Price Service Agreement with **One Marine Services**. Ship owners will benefit from being given a competitive, up-front, fixed price for the maintenance and repair of their ships' bridge electronics, meaning that they will have absolute control over their wider budget. They will also enjoy the highest quality service with the lowest risk outlook, minimum delays, and thus a reduction in downtime and off-charter. Moreover, with our personal one-to-one contact system, **One Marine Services'** team members will be at your disposal 24/7, and we can efficiently and effectively deliver a range of services worldwide via the deployment of qualified engineering.

➤ HOW DOES ONE MARINE SERVICES BENEFIT?

One Marine Services' dedicated mission is to share its superior know-how and vast resources with its network of clients and collaborators in positioning itself as a leader in the market. Fixed Price Service Agreements not only allow us to make a profit on the contract price, but also to personally undertake service work. The volume of work afforded by Fixed Price Service Agreements permits us to leverage the market, raising standards of performance overall, and position our name atop the pedestal of marine electronic services.

➤ CAN THE FIXED PRICE SERVICE AGREEMENT BE CUSTOMISED?

One Marine Services' Fixed Price Service Agreement has been carefully designed to deliver efficient and effective service at a competitive cost point for our clients, the latter made possible – in large part – by the standardised contract terms. Still, we strongly believe in investing in our clients, their needs, and their future and – as such – we respect that customisations may be desired. In such instances, we invite our clients to reach out to their dedicated point of contact within the **One Marine Services** team so that requests may be explored and considered, with all possible solutions accommodated accordingly.



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