Marine DASH
Chartering made easy

Company Introduction
November 2020

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What is MarineDash?

MarineDash is a subscription-based online service to allow registered users to search for their next charter vessel.

Making chartering easy.

Finding the right workboat or survey vessel for charter can be a challenge. Add in a tight deadline and it can start to feel impossible.

MarineDash is designed to make finding a charter vessel easy, for both the vessel owner and the charterer. And no, we haven't forgotten about vessel brokers; MarineDash will make their lives easier too.

Who is MarineDash for?

MarineDash is designed for any vessel owners or brokers who are looking to match their vessels with serious charterers. The system has been created to improve visibility of charter vessels and increase demand for qualified, relevant enquiries.

MarineDash is initially for those who own or charter vessels for:

- Hydrographic & Geophysical Survey
- Diving and ROV Support
- Geotechnical Sampling
- Environmental and Benthic Studies

Who is MarineDash not for?

For those who have existing systems to generate enquiries for their vessels and already struggle to keep up with demand, MarineDash may not be for you.

How does MarineDash work?

1 **Owners register their vessels.**

Vessel owners complete information about their vessels on the MarineDash system, upload images and provide specifications. This information will allow prospective charterers to search and filter through registered vessels.

2 **Our team optimise the listing.**

We make sure that the vessel is portrayed in the best way possible. We can create vessel descriptions to show off the most attractive features, and can enhance imagery. We can also arrange photography and UAV videography to boost your post if needed.

The MarineDash site is designed to show off the best side of your vessel.

3 **The listing goes live.**

Once the listing is launched on the site, the vessel is then available for searching by registered users. Users can compare features, see up to date availability, track their favourite vessels and contact the owners/brokers to make an enquiry. For additional visibility, we offer enhanced promotional packages to boost your listing.

4 **Charterers search the database.**

Our advanced filtering will help the prospective charter to find their perfect vessel. Examples include endurance, available berths, vessel size, A-Frame/crane capability and location.

5 **We find a match.**

Once your vessel has been highlighted as the best for the project, the prospective charterer sends and enquiry via the system which you receive in real-time, by email, SMS and directly to the system.

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What makes MarineDash unique?

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Connecting vessel owners with charterers

Our service is designed to make the process of finding a charter vessel as straightforward as possible. MarineDash offers various features not currently available on the market.

Timing is everything

Vessel owners are encouraged to update their fleet availability to reflect the current status.

Charterers can filter and sort based on availability to help find vessels to match their project timescales.

For last minute requirements, vessels with immediate availability are easily visible; ideal for both vessel owners and prospective charterers.

Vessels are matched to requirements

Our sophisticated filtering allows prospective charterers to use the database to find the right vessel for their project.

MarineDash will highlight your vessel to charterers based on their filters, meaning that if your vessel is a match for their project, it will show! Examples include 12 or 24 hour working, sensor mount options, DP status and previous clients.

Location filtering

We plug in AIS data to allow prospective charterers to see vessels local to the area and perform filtering based on location. By identifying vessels local to the project site, transit time, cost and risk is reduced.

Enhanced visibility

Our team are experienced in both marketing and chartering vessels for various projects including survey, geotechnical and ROV campaigns.

Using a combination of Pay Per Click (Google Ads) advertising, organic Search Engine Optimisation, social media marketing and email marketing, you can be sure that your vessel will be visible with MarineDash.

As well as our core package, we can also create vessel specification sheets, brochures and presentations, organise vessel photography and UAV videography, and even design websites.

01 ## Visitor Analytics

Performance information on your vessel listing

You'll receive information on how many people viewed your listing and performed key actions such as 'make an enquiry'.

02 ## Verified Enquiries

Only registered, qualified users can make an enquiry

Our system only allows users to make an account using their work email address. Only registered users can make an enquiry on the system, which are checked by our team.

03 ## Flexible Subscriptions

Our subscription billing is flexible to your needs

We offer various billing options, including discounts for multiple vessel registrations and for longer term subscriptions. You can manage your account online, although our team are ready to help with any billing queries.

04 ## Simple to Update

Our automated system makes it simple

Our system will send out reminders to make it straightforward to keep your information up to date.

04

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Features

MarineDash offers a range of features to help match vessels to prospective charterers.

About us

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Pete Burlingham

Director / Systems Developer

"With 15 years' experience building and managing complex IT solutions, along with a decade of experience in the marine survey industry, I have a unique perspective when approaching projects which allows me to solve problems with efficient, user-friendly solutions"

Lesley Burlingham

Director / Business Analyst

"Working as a Business Analyst for over a decade, my experience translating comlpex requirements into scalable solutions has given me a unique perspective into how best to manage client's projects securely."

Heather Blackford

Director / Marketing

"I bring ten years of experience in technical B2B marketing, the majority of which was for a multi-million pound survey company. During this time, I found sourcing the right vessel for a project to be incredibly time-consuming, and we struggled to maintain our own database of vessel information."

Launch Offers

Support our launch and benefit from a range of offers

3

months free

The first 10 vessel owners to register with MarineDash will receive 3 months' worth of free listings for their entire fleet.

2

months free

The next 10 vessel owners to register with MarineDash will receive 2 months free listings for their fleet.

1

month free

Refer MarineDash to your network and receive 1 month free for 1 vessel for every vessel signed up.

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Register your interest

Complete our online form

We are actively looking for vessels to give MarineDash users the best experience.

Register your interest today for our launch in early 2021.

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Follow us for the latest updates