

UNITED MARINE  
SOLUTIONZ



“

*Your Navigator at Sea and Beyond...*



**CORPORATE  
BROCHURE**

*Wet Ships | Dry Ships | Specialized  
Ships | Offshore Vessels*



*We Manage All That Floats...*

# *Greetings from UMS*

In 2015, a group of like-minded mariners co-founded UMS in UAE. Our vision was clear: to create a world-class, comprehensive technical ship management and operations service based on openness, trust, and reliability. To Become Customers and Employees First Choice as a World Leading Marine Solutions Organization.

Integrity and Intensity are the fuel of UMS which keeps the company running in a most efficient and productive way. We believe our employees as the biggest asset who are the driving force of the company. Teamwork with Respect, Value, Trust, and Transparency together has made UMS innovate a method of excellence in Ship Management and Operations. These traits reflect in how we interact with our clients, our colleagues, and our communities. Together we move to create a company which thrives on fostering relationships that endure through time. UMS philosophy centered around challenging the status quo and providing exceptional service to clients.

With a commitment to meeting the needs of our clients in the ever-changing marine environment, we are growing rapidly through continuous expansion and modernization with newly adapted techniques. We continue to add a diverse mix of highly capable technologies, non-strategic assets, in-order to achieve our goal to remain one of the best service providers in the marine industry.

Our clients have developed confidence that we have the expertise to take service delivery to the highest level. To add further value, UMS provides services tailored to the individual needs of our clients by using our knowledge & the know-how which we have acquired through our experience that keep our clients at the leading edge of shipping.

Today, uncertainty about the global economy is widespread. By viewing changes in our environment as business opportunities, we remain firm in our commitment to utilizing advanced technologies and formulating innovative proposals unique to our business.

More than 100 years of marine experience, comprising of hand sailing on various types of vessels, high end marine projects, Logistics, Construction, New Buildings, rig moves, heavy lifts, consultancy, project management, ship management, commercial management, Audits, inspections, HR and crewing, QHSE, Training, Towing and Salvage.

I hope this provides some insights into UMS and we look forward to exploring how we can add value together to bring service as a Navigator at Sea and beyond.

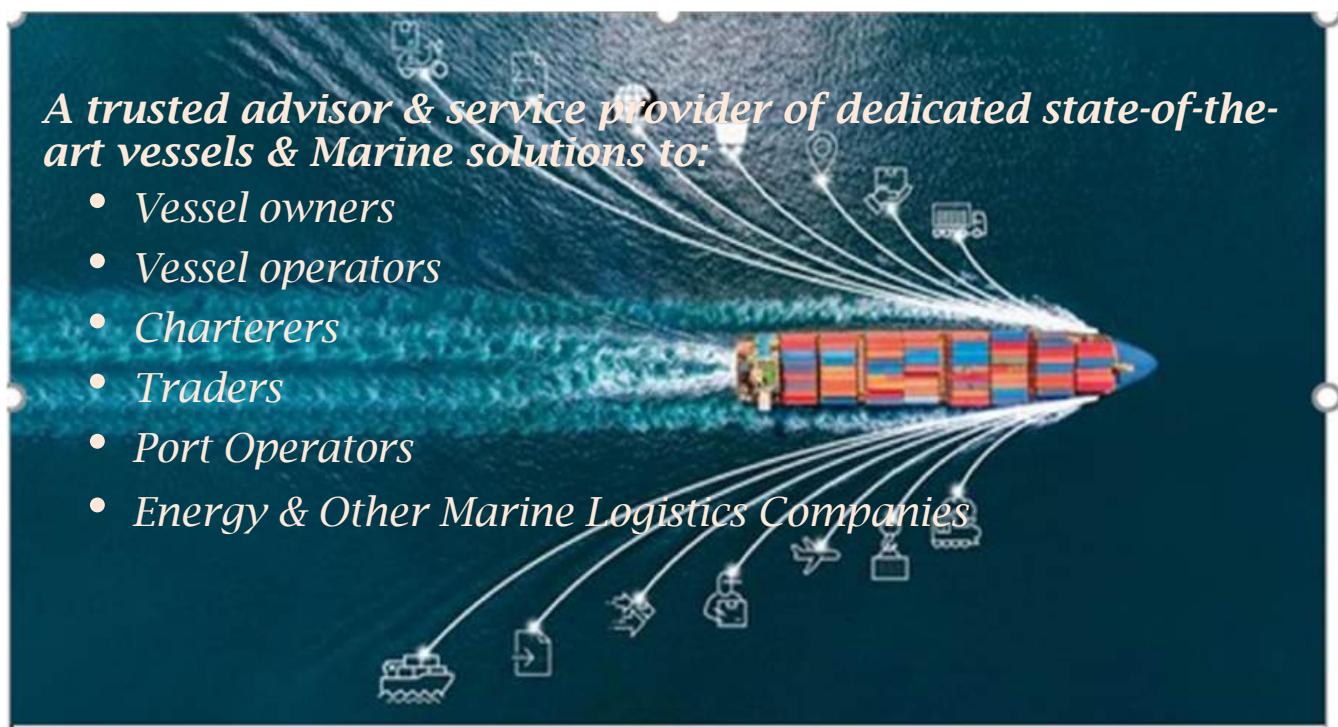
Kind Regards  
Capt. Daniel Meinrad  
CEO

# Background

The UMS team brings extensive more than 100 years of comprehensive learning and experience to the entire marine and shipping gamut in all aspects of ship management and operations successfully managing different ship types in both main fleet from conventional oil tankers, bulk carriers, containers, MPP and other carriers to complex specialized offshore vessels.

UMS core business is to provide marine services to the marine industry through our wide network of marine companies and assets which are now operating in various markets throughout the world. Headquartered in UAE, we have national network among all major and minor ports and international tie ups spread across Middle East, Asia, Singapore and other parts of world enable us to execute coastal and overseas business & assignments of our customers diligently.

The company has carved a niche for itself in the field of shipping and managing vessels that are ideally suitable for operations as per client needs. UMS has a history of working in a close co-operative partnership with our clients from new ship project, through to operation and life extension of existing vessels. As a manager, we understand the commercial realities of operating in the modern shipping environment and is dedicated to maintaining the asset value of our client's vessels as economically as possible.



- *Vessel owners*
- *Vessel operators*
- *Charterers*
- *Traders*
- *Port Operators*
- *Energy & Other Marine Logistics Companies*



# SOLUTIONS WE PROVIDE

## CHARTERING AND BROKERING

### INSPECTION AND AUDITS

- Vessel inspections
- On/Off hire Inspections/Audits
- ISM/ISPS/MLCAudits
- Management Audits
- 3rd Party specialized inspections
- Annual DP Trials, DP FMEA proving Trials

We specialized in Time, Voyage and Bareboat Charters of Offshore Vessels. Rigs, Barges, Crew boats, Container, Multipurpose, Ro-Ro, Tankers, as well as Ferries and Passenger/Cruise Ships.

### MANAGEMENT SERVICES

- Crew Management & Supply
- Marine Recruitment.
- Technical support
- Technical Management
- Commercial Management

## SHIP MANAGEMENT & RECRUITMENT

Our Ship Management division deals with the entire process of managing a ship, including services like inspection prior to purchase, supervision during building, crew management and supply and ship lay-up solutions.

### CONSULTANCY

- Oil Majors requirements compliance & approvals.
- Dry-docking specs & supervision
- STS Operations Solutions
- Mooring, towage, salvage and wreck removal
- Diving, underwater and seismic support services
- Platform work-over/maintenance services

## TRAINING

Our training team provides quality training courses for a wide range of marine managed vessels, external clients and associated maritime industries. Courses are delivered by qualified and experienced subject experts, who keep their skills current through close association with the industry.



## Our Value Proposition



**Founders at UMS have a reputation of +25 years in the Marine Service Industry. We hold vast experience & knowledge in Ship Operation Optimization; wherein our clients get the Highest Service Level Assurance in the industry.**

Metric/ Feature	Our Expertise
<b>Commercial and Operations Management</b>	✓✓
<b>Technical and Crew Management</b>	✓✓
<b>Reliability of the Vessel</b>	✓✓
<b>Crew Skill and Experience</b>	✓✓
<b>Service-level Agreement</b>	✓✓

**Vessel utUization**

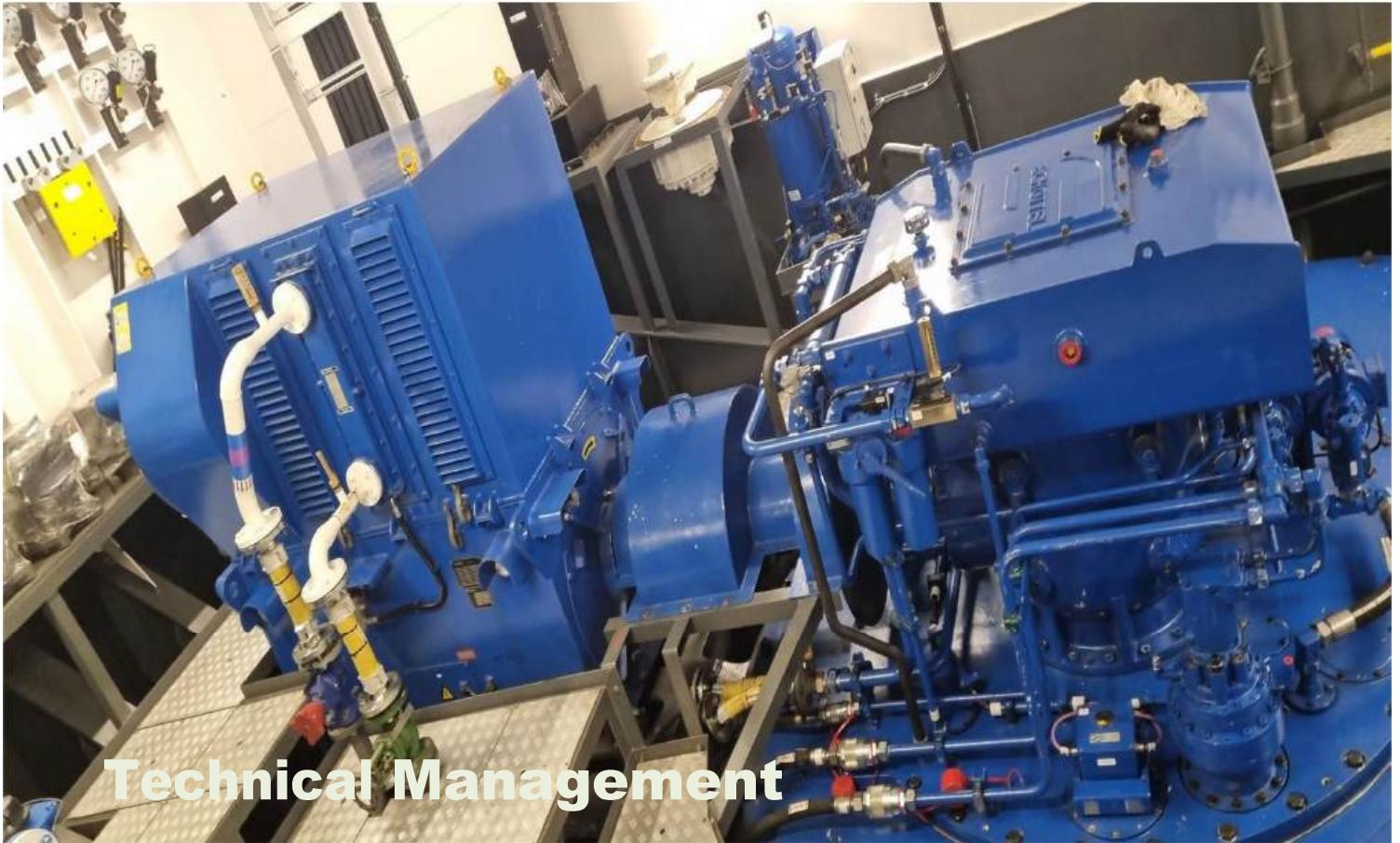
✓✓



A highly motivated, strong, competent and experienced team of Master Mariners, Chief Engineers, and Maritime Professionals with extensive experience and expertise, who are in this industry since more than 25 years moulded with various operations and marine contracts and are committed to provide quality and efficient services to the clients.

Our broad-based knowledge encompasses the technical, operational, and commercial activities of the Marine and Oil & Gas industries worldwide.

A strong dedicated technical team charged with designing and modifying marine equipment to serve the clients' needs. The team is very responsive to the needs of the clients and consistently offers creative and cost-effective solutions.



## Technical Management

Technical management encompasses a crucial set of services that ensure the smooth operation, safety, and compliance of vessels at sea. Our philosophy is to operate in the safest and most efficient manner possible. At UMS, we have an extensive range of solutions for all vessel segments to offer management services. Full Technical Management Services include every aspect of operating and managing a vessel in accordance with owner's needs, in line with the ship's design and the requirements of insurers, flag states, classes, charterer's, ISM Code and in accordance with the highest industry standards and services.

Ship management involves various aspects, including technical operations, maintenance, and administration of vessels.

This includes every aspect of monitoring the vessel conditions, the vessel's performance, vessel operations in regard to safe and efficient cargo handling and cargo conditioning, planned and project maintenance, regular condition assessment, dry docking, deck/engine maintenance, and repair planning & supervision, budget control, certification & vetting and others in order to take care of a vessel throughout her lifetime.

Owners will have access to reports and data of managing their asset as required by their needs and expectations at any time, whereby we emphasize on high quality and transparency. Our experiences and strengths in ship management are enhanced by the long tradition of operating a global fleet of commercial vessels. We strive to maintain and extend our tradition and reputation for high-quality, professional services to the worldwide maritime industry.

UMS team is led by a team of highly experienced and dedicated marine professionals.

Our ship technical management services comprise master mariners, and chief engineers and are supported by electrical engineers and a strong purchase department. We use the latest technology and resources to prioritize the safety of seamen and the vessel for both offshore and onshore operations.

Our ship technical management company is geared to take on every challenge with ready-to-mobilize high-quality repair and maintenance equipment.



## Dry Dock Management

**Ship drydocking** is a critical process where a vessel is taken out of the water and placed in a dry dock for inspection, maintenance, and repairs. UMS has a team of experienced technical superintendent and supervisors for attending to projects.

UMS provides a comprehensive range of technical and management services for Dry docking of vessels, new building, conversion and retrofit projects as well as technical support for the fleet in service. Key stages as below:

**Preparation and Planning:** Creation of a meticulous checklist that covers everything from hull inspections to machinery checks, safety equipment assessments, and more. This checklist serves as a detailed roadmap, ensuring that no critical task is overlooked before and during drydocking.

**Supplier Coordination:** Effective communication with suppliers and vendors is crucial. UMS ensures that spare parts, materials, and resources are readily available during drydocking. Collaborating closely with suppliers can expedite deliveries, minimizing project disruptions due to material shortages or logistical hiccups.

**Drydocking Supervision:** UMS Superintendents are the unsung heroes of drydocking. They oversee the entire process, ensuring safety protocols are followed. Their presence reduces the likelihood of errors, delays, and costly rework.

**Navigating Complexity:** Drydocking projects can be as intricate as a sailor's knot. By adopting a proactive and structured approach, UMS superintendents can overcome obstacles and deliver successful drydocking projects that meet safety standards, regulatory requirements, and operational objectives.

UMS services range from design consultancy, project feasibility studies, through shipyard audits, shipbuilding contract and technical specification negotiations, plan approval reviews, construction site supervision to ship inspections, dry docking support and ballast water treatment retrofits.



## Commercial Management

Ship commercial management is a field that involves overseeing various aspects of vessel operations, financial matters, and strategic decision-making.

At UMS our Commercial management team focuses on a different angle. UMS objective is all about maximizing the commercial value of the vessel. UMS offers comprehensive, end-to-end commercial services to ship owners and services include:

**Chartering:** Deciding how to employ the ship—whether through time charters or voyage charters. This involves negotiating freight rates, terms, and conditions with charterers.

**Market Analysis:** Keeping an eye on market trends, freight rates, and demand. UMS managers know when to charter a vessel, when to lay it up, or when to sell it.

**Risk Management:** Assessing risks related to cargo, routes, and market fluctuations. At UMS we strategize to minimize risks and maximize profits.

**Financial Management:** Handling budgets, expenses, and revenue. This includes monitoring costs, optimizing fuel consumption, and ensuring financial viability.

**Customer Relations:** Building and maintaining relationships with charterers, brokers, and other stakeholders.

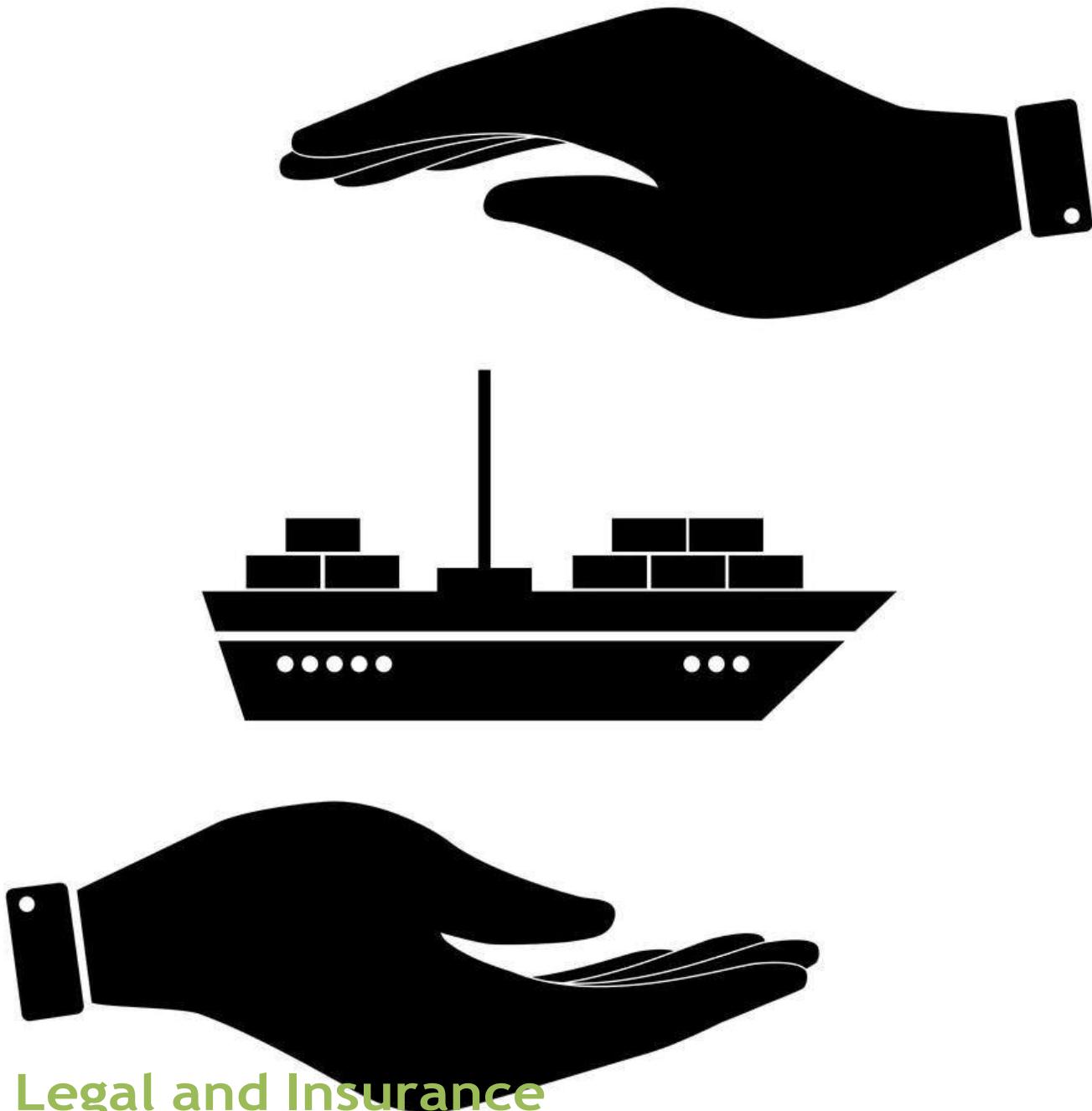
**Market Intelligence:** Staying informed about global trade patterns, regulations, and industry developments.

**Cargo Operations:** Coordinating cargo loading and discharge, ensuring timely turnaround.

**Contract Negotiations:** Drafting and negotiating charter party agreements.

**Performance Metrics:** Tracking vessel performance, analyzing efficiency, and benchmarking against industry standards.

Our primary focus is to maximize earning of all. We achieve this by increasing the efficiency of our vessel operations to offer clients the best service possible. Through the expertise of our diligent team, decentralization of decision-making ensures rapid response to changes in a dynamic environment.



## Legal and Insurance

UMS has a dedicated Maritime Lawyers and team which handles the full gamut of Marine Legal Issues, Marine Hull and Liabilities insurances with vast experience and specialized knowledge. **“Protecting Ship Cargoes and More”**, using our established relationships with insurers and our position in the market. UMS works with the global market insurers and can offer very attractive premiums for all types of marine insurances in the industry.

Our aim is to assist clients in improving profitability by providing insurance covers which act as catalysts to their strategic goals for expansion. We can arrange insurance at very good value and legal support in case of any disputes.



## Inspections, Audits & Trainings

UMS specializes in providing services to the marine and offshore energy sectors. We've made quite an impact by offering high-quality, safe solutions tailored to our clients' needs.

UMS expertise spans vessel inspections, marine coordination, and health, safety, environment, and quality (HSEQ) services. Worked on over 500 Inspection and Audits. UMS team practical experience translates into strong safety practices, fewer incidents, and cost-efficient projects.

Inspections and Audit includes and not limited to – DP Trials, Vessel conditions and quality inspections, On/Off hire Inspections/Audits, ISM/ISPS/MLC Audits, Management Audits, 3rd Party specialized inspections, Pre-purchase inspections, OCIMF SIRE/OVID/CMID Inspections, Vetting inspection, Warranty Survey, Navigation audits etc. We tailor and deliver as per the client's needs.

Our training team provides quality training courses for wide range of marine managed vessels, external clients and associated maritime industries. Courses are delivered by qualified and experienced subject experts, who keep their skills current through close association with the industry. Our high calibre trainers and instructors are continually updating their knowledge and skills through close association with ships, company and the industry. They have teaching qualifications and commercial expertise necessary to deliver high quality learning as per recognised industry standards. Some of the key trainings offered are : Voyage Planning and Watchkeeping, IMDG Code (Dangerous Goods), Ballast Water Management, Incident Investigation, Analysis & Reporting Course, MLC 2006, Risk Assessment Training Course, Safety Officer Training Course, Shipboard Security Training Course, Training & Assessment On Board, ISM, Leadership and Management, Waste and Garbage Management (CBT), On board training, Value added trainings, Soft skill training for marine crew, Customized marine training programs.



## Newbuild Supervision

UMS has experience of New Build Supervision and delivery. UMS Team has supervised and taken delivery of over 20 vessels.

### Ensuring Quality from Keel to Delivery

When a new ship is being built, meticulous oversight is essential to ensure that it meets the highest standards of quality, safety, and compliance.

The quality of the shipbuilding supervision and solutions chosen will impact on the operational cost when the vessel is delivered. Our team of experts on hull, painting, machinery, piping, electrical, automation, cargo containment, and administration, follows the construction schedule closely. They oversee the entire process, from yard evaluation to delivery.

The site team conducts scheduled inspections and patrolling of worksites to closely monitor safety and quality during construction. We will be able to deliver you a well-built ship and enjoy lower lifecycle cost.

A team of experienced professionals closely monitors the ship's construction, ensuring adherence to the contract, specifications, and relevant regulations. This team covers various areas, including hull, machinery, painting, electrical systems, automation, and cargo containment.

- Service highlights: Conceptual studies
- Specification review and submission to class for approvals
- Shipyard appraisal and selection
- Technical negotiations and contractual review
- Design and equipment review
- Drawing / Plan approval and Maker's selection
- Site supervision from steel cutting to delivery of vessel

# Our Managed Fleet

We manage a range of vessels including bulk carriers, oil tankers, gas carriers & chemical tankers with old to modern tonnage. Technical Management for all our vessels meets the industry's highest standards

## Oil

Tanker shipping is a dynamic industry that demands very high standards from both the managers on shore and the officers on board the ships. There is no margin for error and a set of detailed processes along with trustworthy and careful cargo operations is inherent to the success of these vessels.

We currently manage VLCC, Aframax, Product tankers and smaller parcel tankers. Our shore-based tanker team partners with our officers on board to keep a critical eye on every aspect of tanker operations to ensure compliance with safety & charter party requirements. Training the crew in all aspects of handling specialist cargoes is vital. We require all crew to be proficient in tank cleaning and our crew training for tankers has a special focus on deck Officers.

## Chemical

Technical operation of Chemical Tankers requires sophisticated knowledge to manage the specialized carriage and discharge requirements along with the additional health and environmental hazards, which the cargo poses. We take pride in managing these hazards and operate the fleet in a safe, efficient and economical manner.

We have a knowledgeable team onboard and ashore which can manage these challenges effectively, this confidence is based on our detailed knowledge of issues concerning chemical cargo and the sophisticated tankers in which it is carried as well as various regulations affecting the trade. Our safety performance, vetting and port state control performance on our managed vessels provide irrefutable confirmation of Super- Fleet's expertise and steady focus on safety and quality of highly sophisticated vessels.



# Offshore

We manage Offshore Vessels of all types i.e. PSV, MPSV, AHTS, Cable Laying, Dredger, DSV, ROV etc. Our team has extensive experience in carrying out various offshore tasks such as anchor handling, towing, salvage, offshore logistics, diving etc. High quality operation is demonstrated through regular oil major reviews, ensuring that vessels under our management are maintained in peak condition throughout the entire span.

Transparency between ship and shore is being enhanced continually through modern ship/shore communication systems. Our Risk Management & Safety management Systems safeguards ship owners, crew and the public from any risks. Our variety of gas fleet vessels reflects the confidence our customers have in our ability to handle difficult ships. This trust is also a consequence of the care and attention our teams have demonstrated on a regular basis.

# Dry

The fleet managed in the dry cargo segment comprises of container vessels and bulk carriers as well as multipurpose vessels in various sizes. Bulk carriers range from Handymax to Newcastle- max & container vessels from Feeder to Ultra Large Containerships. The multipurpose vessels belong to the Superflex type.

UMS provides a high standard of technical services to Pure Car Carrier (PCC) & Pure Car & Truck carrier (PCTC) & ROPAX fleets, not only aiming to add value to owners assets but also contribute to the competitive advantage of their operations. On shore, our Dry Cargo team is run by a dedicated team of Chief Engineers and Master mariners. This specialized team oversees the operation of all dry vessels. The team's expertise is broad and deep, ranging from handling basic bulk (raw materials such as iron ore, coal, and other ores) and heavy goods through to sensitive cargo such as fresh food, IMDG, OOG containers and all kinds of time-temperature sensitive matters. Our Super-intendents focus on operational safety during ship visits, they provide crew training to ensure optimal operations.





## Commitment to Health, Safety and Environment

UMS believes in acting for the future and we aim to make a positive and lasting impact. It involves a commitment to responsible safety and environmental practices, as well as an innovative approach to the use of technology and the development of projects. Our Health, Safety, Environment, Quality and Security (HSEQ) policy supports this by setting commitments for zero accidents, oil spills and minimizing the impact of our operations on the environment.

We strive for excellence and are deeply committed to

- Prevention of Air and Marine Pollution
- Safety of men and material
- Client satisfaction by providing integrated marine solutions
- Developing specialized marine support services

United Marine Solutionz is committed to upgrading their sources and capabilities to provide customized marine solutions to our clients. Plan, develop, implement and monitor the management system and its objectives. Provide our team with training, tools and systems to enhance productivity and to deliver quality services.

As a responsible organization, UMS is always committed to improve & taking care of the environment. We understand the environment at large is most susceptible to our daily operations. Thus, we provide practical solutions to operate our vessels more sustainably and save the Earth.

By serving as a role model within our sphere of influence balancing our profitability and ambitions as a company whilst pursuing an aggressively dynamic environmental policy. The good health and safety of our staff has a fundamental impact on our ability to efficiently and effectively manage our vessels. We undertake proactive steps that contribute to maintaining legislative & internal compliance, while fostering a positive work group culture based on safety awareness. Believing that the first line of defense against pollution is to avoid accidents from occurring. We aim at achieving zero incidents, zero spills, and we implement a zero-tolerance approach to any non-compliance and violations with this policy & extend all cooperation to authorities in the rare circumstances of this occurring.

## **Capt Daniel Meinrad**

CEO

Capt. Daniel Meinrad is a Master Mariner holding unlimited CoC and senior level Marine industry professional with over 28 years' onboard and onshore experience in complete gamut of vessel operations, commercial management and administration of marine operations.

Successfully completed many key marine projects under very complex and stressed environment of high value. Additionally, holds an MBA in shipping & logistics. Experienced in leading and managing a fleet of over 70 vessels comprising of both offshore and ocean-going units.

## **Capt. D. Vikas**

Head Marine Commercial Manager

Altruistic & dynamic Master Mariner offering commendable experience of over 25+ years in managing the entire gamut of Administrative Functions including Commercial Operations, Logistics, HR Management & Safety / Security / Quality Management. Ingrained confidence, adaptability, maturity, and tact emanating of experience as Master in Command, resulting into ability to handle multifarious functions for all kind of managerial activities in the Marine Sector and activities in a high pressure environment. Dedicated individual with a reputation for consistently going-beyond what is required and using personal high standards to achieve objectives and targets. Possess strong belief and faith in the concept of Continual Improvement by way of Verification, Review, and Evaluation.

His extensive 10-year tenure in shore-based roles for reputed organizations has provided him with a comprehensive understanding of the industry from a managerial perspective along with possessing a deep understanding of both the challenges and opportunities that this dynamic field presents. He leads the experienced & committed marine team at UMS to ensure that the highest standards of maritime excellence and safety are implemented on the company's vessels.



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### GET IN TOUCH!

United Marine Solutionz  
LLC-SPC(UMS)  
PO Box No: 7078  
10th Floor, Office 1001  
Al Ansari Exchange Building  
Khalifa Street, Abu Dhabi UAE  
Ø : +971 2576897, +971 563486018, +971 521651117  
[www.umsolutionz.com](http://www.umsolutionz.com)

United Marine Solutionz FZC  
P O Box 932, Office No: SM-Office-E1-1422 C Ajman  
Free Zone, Ajman, United Arab Emirates  
Ø : +971 521 651 117  
[marketing@umsolutionz.com](mailto:marketing@umsolutionz.com)  
[Commercial@umsolutionz.com](mailto:Commercial@umsolutionz.com)