



# The Maritime Marketplace

standardization - information - transparency

# Problem

Complex administration without analysis devours budget.

40+

**Emails**

are sent for one ship supply  
of food + non-food

20+

**Persons**

are participating in one  
order transaction

300+

**Euros**

administrative costs for one order on  
customer's and supplier's side

8+

**percent**

of vessel's OPEX are administrated  
by purchasers directly

0

**chances**

for purchasers to work strategically  
and optimize processes actively



# Solution

standardization - information - transparency



## Shipping Company

- sets budget for their fleet
- monitoring & controlling



## Vessel

- selects standardized items
- budget frame
- consumption grid



## MESH

- standardized catalogues
- vendor management
- global market place
- tailored services for customers & suppliers
- cuts paperwork



## Supplier

- uploads prices
- supplies on board
- promotes special offers



## Infopool for

- maintenance & repair
- coaching & consulting
- emergencies

# Efficiency keys

High-end features **speeding** the process and **sharing** transparency.



## Shipping Company

- ✓ budget control
- ✓ consumption control
- ✓ real time reporting
- ✓ total transparency
- ✓ controlled invoicing

✓ info pool “MESH world”



## Vessel

- ✓ easy order tools
- ✓ no more order cuttings
- ✓ easy supplier selection
- ✓ supplier ranking system
- ✓ 24/7-support

✓ vessel’s dashboard



## Supplier

- ✓ no more lost quotes
- ✓ overview via dashboard
- ✓ open feedback system
- ✓ marketplace pro bono
- ✓ action sales via cloud

✓ direct contact via chat



# Real added values

Predictable savings and valuable efficiency.

**100%**

**NEW  
MINDSET**

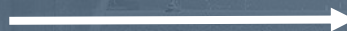
**70%**  
**LESS  
WORKLOAD**

**30%**  
**BUDGET  
SAVINGS**

**0%**  
**WASTED  
TIME**

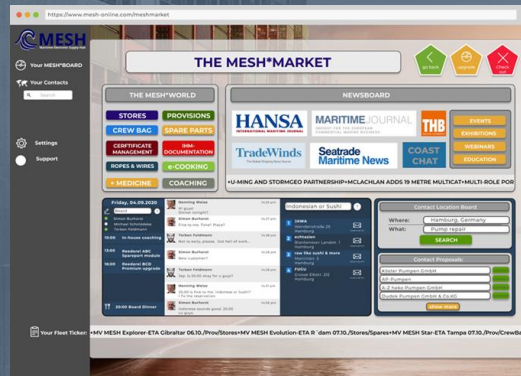
## POSITIONING:

- straitjacket cut of administration
- focused standardization
- both for customers & suppliers



## WIN - WIN:

- profitable processes
- streamlined working concept
- satisfied staff onboard/ashore

[illegible][illegible]



# Meet the Team

Tradition meets innovation



## Simon Burhorst (CEO)

- Ship Supplier with 10+years industry experience
- B.Sc. Foreign Trade



## Henning Weise (COO)

- Captain's Family since four generations
- Former Founder and CEO in maritime catering
- Serial Entrepreneur in Logistics & Supply Chain