



5 Safety Management

As yachts have grown in size and sophistication, so have the laws and regulations that govern them. The landscape of recreational yachting has been changed by technology and the influence of the commercial shipping industry. Flag states now enforce compliance from all yachts engaged in commerce (charter). It now takes a team of experts to manage a yacht.

PartnerShips' management staff is intimately familiar with IMO, ISM, SOLAS, ISPS and MCA requirements. Knowing how these regulations apply to various vessels and classes allows us to support the captain in obtaining and maintaining compliance with these codes. PartnerShips provides technical and logistical shore-based support as follows:

- Ensure That Hired Crew Are Fully-Compliant With The Vessel's Manning Requirements
- Verify Compliance With Flag States Regulatory Code
- Classification Society Audits
- SSO (Ships Security Officer) Training
- Creation Of The SSA (Ships Security Assessment)
- Provide A Shore-Based CSO (Company Security Officer)
- Oversee Compliance Of HSAS (Homeland Security Advisory System)
- Support The Captain In Complying With All Flag State And Code Requirements



There is no better return on investment in yachting, than yacht management. PartnerShips wants to be your shore-based partner. Let us provide you with a quote and help you on your way to smoother sailing.

PARTNERSHIPS
YACHT MANAGEMENT & CREW SERVICES

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PARTNERSHIPS
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PartnerShips management team provides many services, but has only one focus; ensuring that captains, crew, and owners have the best possible yachting experience.

The laws and regulations governing the operation and transitioning of yachts have changed dramatically over recent years, increasing the complexity and technical requirements of managing a large yacht. More than ever captains need land-based support. It is no longer possible to handle all aspects of management from the helm.

PartnerShips Yacht Management Division Offers Five Distinct Services:

- 1. Logistics & Purchasing**
- 2. Maintenance & Planning**
- 3. Crew Services**
- 4. Accounting**
- 5. Safety Management**



1 Logistics & Purchasing

Next to safety, owner enjoyment is generally a captain's number one priority. When juggling itineraries, provisioning, dockage, customs requirements, maintenance, weather conditions, and crew needs, it is often difficult to provide an owner with the level of service that a captain would like to deliver. PartnerShips helps reduce this burden by managing any or all operating logistics including:

- Provisioning
- Parts & Equipment Ordering & Warehousing (fleet pricing)
- Home Port & Transient Dockage
- Fuel Bunkering (fleet pricing)
- Yacht Transportation
- Repair & Maintenance Scheduling
- Customs, Documentation, and Legal Support
- Weather Forecasting Service
- Insurance Coordination & Settlement Resolution
- Complete Shoreside Concierge Services

In addition to the functionality of yacht management, our clients benefit from our fleet discounts, which are passed on to them. This can amount to considerable savings on routine purchases such as fuel, provisioning, parts, and supplies.

2 Maintenance & Planning

Regular scheduled maintenance is critical to the proper operation, safety, asset protection, and long-term enjoyment of a yacht. Our technical staff will design and implement a detailed maintenance plan, and create a manual with photographs and instructions for every on-board system, ensuring that all crew, including new hires, can easily learn and complete tasks on a timely basis. These services include:

- Maintenance System Design
- Maintenance Program Scheduling
- Technical Crew Training
- Shipyard & Refit Planning & Supervision
- New Construction Management
- Detailed Monitoring of On-board Systems



3 Crew Services

Having a knowledgeable and well-trained crew is essential to the proper operation, maintenance and ultimately, owner enjoyment of a yacht. PartnerShips Crew Services Division conducts multi-level in-depth interviews with all prospective crew, followed by background checks and suitability screening to ensure that each crew member is properly matched to the yacht and owner. We also provide services directly to yacht crew. Our services include:

- Crew Screening & Placement
- Crew Temping
- Negotiation of Crew Contracts & Salaries
- Mail Forwarding
- Land-based Crew Support
- Crew Transportation
- Health Insurance
- Travel Planning & Accommodations

4 Accounting

PartnerShips has a full-time in-house accounting staff who understand the special needs associated with yachting. From multi-national crew payrolls to charter escrow accounting, we provide our clients with detailed monthly, and annual statements so that all expenses and revenue can be easily reviewed and understood. The following services are available:

- International Crew Payroll
- Negotiation & Payment of Invoices
- Escrowing Funds
- Worldwide Funding for APA & Petty Cash
- Charter Reconciliations
- Credit & Debit Card Services
- Billing Services
- Tax Calculation And Payment
- Detailed Financial Accounting & Analysis

