

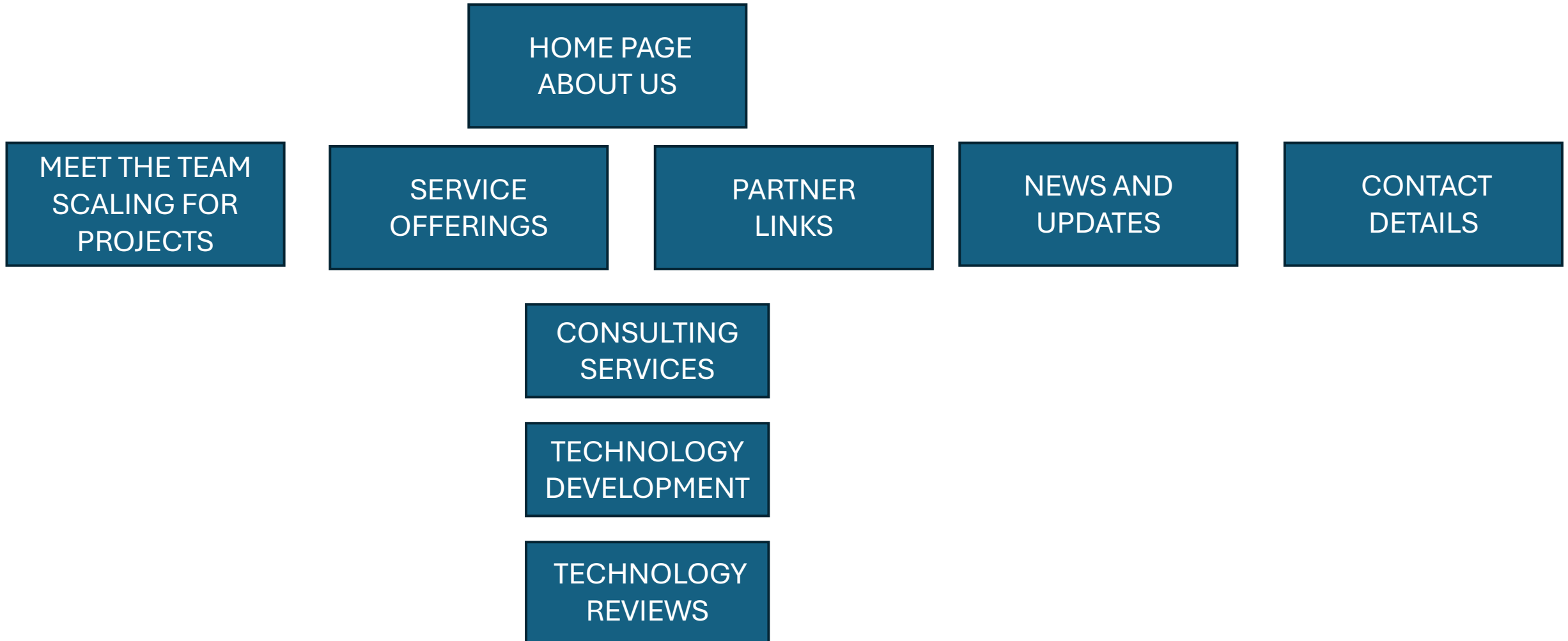
# Global Equipment Management Ltd

Website content and flow



[www.gemglobal.org](http://www.gemglobal.org)

# GEM – WEB FLOW



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# ABOUT US

## ABOUT US

- ❑ GEM Ltd was established by a team of industry consultants well versed in the fields of global shipping, logistics, Ports, Terminals, and the technology sectors. Keeping abreast of industry challenges and what innovations are helping to drive change and continual improvements is paramount to the team's success. GEM's team is visionary with their views and takes a deep dive into solving complex problems that impact companies' performances.
- ❑ The Team benefits from being multicultural, delivering expertise and knowledge that's one step ahead of our competitors.
- ❑ GEM's organizational structure of linking a wide range of independent consultants allows us to be lean and agile in nature while also having the ability to scale to meet any-sized projects in any geographical region.
- ❑ GEM focuses on bringing the best of breed industry experts to service an ever-changing global shipping sector.



# MEET THE TEAM

## MEET THE TEAM



❑ Richard Butcher – Managing Director Richard started his 40-year career in consulting in the container and maritime sector. He has worked on every continent and has specialized in strategic planning, feasibility studies, container logistics, port and terminal operations, and technology. Richard has held several senior management roles over the course of his career, and he is responsible for GEM’s strategic growth and overall development in terms of new accounts, partnerships, and alignment of consulting resources. Richard resides on Hayling Island in the UK



❑ Stephen Banbury – Senior Managing Partner – Marketing and Sales strategy. Stephen has spent the last 35 years engaged with leading Technology Groups, bringing a deep domain knowledge on every aspect of product positioning from branding, marketing, and sales strategies, helping to drive customer awareness and brand recognition. Stephen brings an “out of the box approach to marketeering. Stephen resides in San Fransico.

# MEET THE TEAM



- ❑ William Chan – Senior Managing Technology and Commercial Consultant. Having been engaged within the global port and technology fields for the past 40 years, William has gained vast experience in every aspect of port, terminal operations, leveraging this experience to help position leading maritime technology to help resolve complex business and operational challenges. William is an expert in the Asian markets and, during his career, has held senior commercial roles within some of the leading Terminal Technology solution providers. William has an analytical view, which can help customers clearly understand grey areas and bring another dimension to the way those problems can be resolved. William resides in Hong Kong.

# SCALING FOR PROJECTS

## MEET THE TEAM SCALING FOR PROJECTS

- ❑ GEM COMPANY STRUCTURE IS BASED ON A LEAN AND AGILE MODEL. WE HAVE A VERY DIVERSE GLOBAL NETWORK OF SKILLED RESOURCES WELL VERSED IN ALL ASPECTS OF THE MARITIME, SHIPPING, PORT, TERMINALS, AND TECHNOLOGY AREANA.
- ❑ GEMS ABILITY TO WORK WITH CLIENTS TO DEFINE AND IDENTIFY THE FOCAL ISSUES FACING THE BUSINESS. WE THEN BRING IN THE RIGHT CONSULTANTS THAT CAN UNDERTAKE THE PROJECT.
- ❑ BY KEEPING LEAN, WE CAN BE HIGHLY COMPETITIVE IN TERMS OF OUR SERVICES AND COMMERICAL RATES.



# SERVICE OFFERINGS

SERVICE  
OFFERINGS

CONSULTING  
SERVICES



- ❑ GEM PROVIDES A RANGE OF CONSULTING AND ADVISORY SERVICES THESE INCLUDE :-
  - ❑ STRATEGIC PLANNING
  - ❑ BRANDING REVIEWS
  - ❑ MARKETING STRATEGIES
  - ❑ FEASIBILITY STUDIES
  - ❑ COMPANY RESTRUCTURING PLANNING
  - ❑ TECHNOLOGY REVIEWS
  - ❑ RESOURCE PLANNING
  - ❑ HEAD HUNTING SERVICES



# SERVICE OFFERINGS

## TECHNOLOGY REVIEWS

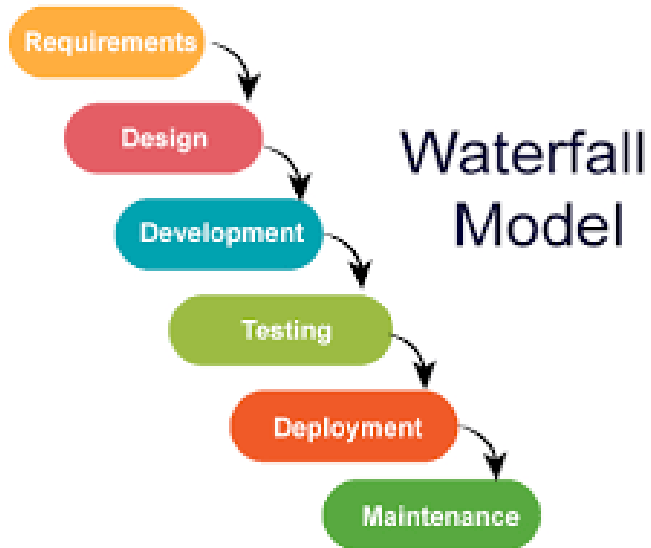
- ❑ GEMS TECH HAS A VERY AGNOSTIC VISION IN TERMS OF TECHNOLOGY.
- ❑ OUR APPROACH IS DRIVEN BY A CONSULTATIVE APPROACH, FIRSTLY ESTABLISHING THE CLIENT'S REQUIREMENTS, IDENTIFYING THEIR PAIN POINTS AND AREAS WHERE A COMBINATION OF BUSINESS RE-ENGINEERING AND TECHNOLOGY CAN RESOLVE THE ISSUES BEING FACED.
- ❑ WE CAN HELP CUSTOMERS DEFINE AND SCOPE "RFI'S AND RFP'S, WORKING IN MAPPING BUSINESS REQUIREMENTS AND IDENTIFYING BEST OF BREED TECHNOLOGY VENDORS.
- ❑ WE WORK WITH OUR CLIENTS IN IDENTIFYING AND VETTING VENDORS, MEASURING THEIR PERFORMANCE, PRODUCT SUITABILITY, AND CAPABILITIES TO DELIVER



# SERVICE OFFERING

## TECHNOLOGY DEVELOPMENT

- ❑ GEM HAS ACCESS TO SKILLED TECHNICAL RESOURCES LOCATED IN KEY GEOGRAPHICAL LOCATIONS.
- ❑ WE CAN PROVIDE BESPOKE SOFTWARE. WORKING CLOSELY WITH CLIENTS TO DEFINE FUNCTIONAL SPECIFICATIONS. WE LOOK TO USE THE LATEST DEVELOPMENT TOOLS AND PLATFORMS TO DELIVER A N AGILE SOLUTION THAT MEETS THE CLIENTS' REQUIREMENTS.
- ❑ EXPERTISE IN ALL THE LATEST DEVELOPMENT TOOLS.



# TECHNOLOGY DEVELOPMENT

## TECHNOLOGY DEVELOPMENT

- ❑ GEM HAS THE CAPABILITY TO UNDERTAKE TECHNOLOGY PROJECTS; WE HAVE ACCESS TO SKILLED RESOURCES THAT ARE WELL VERSED IN ALL THE LATEST DESIGN TOOLS AND TECH LANGUAGES.
- ❑ FROM FUNCTIONAL SPECIFICATIONS, DESIGN, BUILD AND TRANSFER OF THE SOLUTIONS, GEM CAN FIND THE RIGHT RESOURCES TO BUILD OR ENHANCE YOUR CURRENT TECH PLATFORMS.
- ❑ BUILDING TO THE LATEST QUALITY ASSURED STANDARDS, GEMS RESOURCES WILL ENSURE A STRUCTURED DEPLOYMENT AND SUPPORT THE SOLUTIONS DURING ITS OPERATIONAL LIFE SPAN.



# PARTNER LINKS

## PARTNER LINKS



- ❑ GEM HAS WORKED WITH SELECT TECHNOLOGY, ENGINEERING, AND ADVISORY ROLE PARTNERS, AND OUR BUSINESS MODEL IS ADVISORS':-
- ❑ PRODUCT AND SERVICE REPRESENTATION – WE IDENTIFY TECH AND SERVICE COMPANIES THAT BRING NEW AND FRESH IDEAS TO THE MARKETS AND WE LOOK TO PROVIDE THEM WITH COMMERCIAL PRESENCE, STRATEGIC GUIDANCE, AND INTRODUCTIONS TO PE /VC FIRMS TO HELP THEM GROW AND DEVELOP.
- ❑ COMPANY ADVISORS' ROLE, HELPING NEW COMPANIES ENTER THE MARKETS, PROVIDING VISION AND COMPETITOR ANALYSIS AND GUIDANCE FOR A SUCCESSFUL LAUNCH.
- ❑ GEM IS FOCUSED ON DEVELOPING NEW ALLIANCES AND PARTNERS AND WE WELCOME ENQUIRES TO LEARN MORE ABOUT OUR SERVICES.

# MEET OUR PARTNERS – WWW.CNBTEK.COM



## Why Choose CNB

Choose CNB for turbocharged efficiency, seamless integration, and out-of-this-world support!



### Increases effective storage capacity

Our solution optimizes available space, unlocking increased storage capacity for seamless organization and productivity.



### Improves overall turn-around time.

CNB Boosts Turnaround

Time: Experience streamlined processes for faster results and heightened efficiency.



### Seamlessly integrates with legacy systems.

Streamline operations by effortlessly connecting with

Home Clients Products Why CNB is in Contact Info for Contact Us



### Provides realtime solutions that works for you.

Get instant, effective solutions that adapt to your needs.



### Leads to pedestrian free and safer yard.

Promotes safety by eliminating pedestrian traffic in designated areas.



### Highly Optimized

Fine-tuned for peak performance and efficiency.

## SmartTransport

MagicCube™ is a BLE 5 based solution, which helps in remote tracking and tracing of cargo and also monitor ambient parameters.

Know More



## HAWK - E

Hawk-E (Enterprise) is an AI-powered IoT platform designed for enterprises seeking complete automation and advanced yard planning. It offers precise locational accuracy (to 0.5 m) for container tracking, automates yard planning, and generates tasks for yard equipment and cranes..

Know More



# MEET GEMS PARTNERS –WWW.LYXION.COM



## Our Mission, Vision, and Strategy



**Our Vision:** At Lyxion, we believe that organizations benefit immensely from adopting IIoT solutions and technologies. Our vision is to create a seamless integration of these technologies into your organizational fabric, ensuring that every IoT initiative is strategically aligned with your long-term goals, regulatory requirements, and growth objectives



**Our Mission:** Our mission is to empower large enterprises, such as multinational manufacturers and FMCG companies, to manage their IIoT portfolios more effectively, securely, and in compliance with the latest European regulations. Through a combination of domain-specific expertise, innovative tools, and a holistic approach, we help our clients optimize their IIoT investments for sustainable growth.



**Our Strategy:** We deliver value through a comprehensive IIoT portfolio management framework that integrates IT, OT, legal, security, and innovation. Our strategy involves working closely with organizations to adapt and customize our frameworks and solutions to our customers environment in order to ensure regulatory compliance, operational efficiency, and a more competitive edge.



# MEET GEMS PARTNER – [WWW.OCEANSMART.AI](http://WWW.OCEANSMART.AI)



## Meet Ocean Smart — The Bold Minds Shaping the Future of Maritime Tech

Ocean Smart is a fearless, forward-thinking team on a mission to elevate global shipping. With roots in both the U.S. and Korea, we bring a global perspective to the complex world of container shipping.

Our solutions are built not just with cutting-edge technology, but with decades of real-world shipping software experience. We're not just offering tools—we're building long-term partnerships, delivering scalable systems that reduce cost, increase efficiency, and drive performance for our clients.

What sets us apart? It's the perfect blend of deep maritime knowledge, next-gen tech, and a fresh approach to collaboration. At Ocean Smart, we don't follow trends—we create them.

**Come meet the team driving this revolution.**

[Learn More About Us](#)

# MEET OUR PARTNERS – SOSTARTUS ENERGY

## [WWW.SOSTRATUSENERGY.COM](http://WWW.SOSTRATUSENERGY.COM)



### Value proposition

Sostratus Energy provides its customers with a cost-effective and space-efficient solution for generating on-site electricity that reduces their carbon footprint, complements existing renewable energy systems, and minimises reliance on the grid. The company's road-based energy recovery systems are not only scalable and modular but also more reliable and predictable than alternatives, eliminating the variability associated with weather-dependent renewables.

These systems capture energy that would otherwise be wasted—such as kinetic energy lost during braking—ensuring no energy is taken from the

vehicles themselves. Designed for quick installation with a low physical footprint, Sostratus Energy's systems deliver dependable, zero-carbon power in high-traffic areas and can be easily relocated, offering a level of flexibility unmatched by wind and solar installations.

By addressing the challenges of traditional renewables, Sostratus Energy enables businesses to embrace innovative solutions that drive sustainability and build a cleaner, more resilient future.



# NEWS AND UPDATES



- ❑ GEM Ltd latest news Updates – please check back to see what we have been doing in the world of maritime consulting.
- ❑ News on Partnerships, Events, Podcasts, and Special events.
- ❑ New Team Members
- ❑ Industry White Paper Releases

# CONTACT – GEM LTD

- ☐ NAME
- ☐ POSITION
- ☐ COMPANY
- ☐ EMAIL ADDRESS
- ☐ CONTACT NUMBER

## ☐ AREAS INTERESTED IN :-

- ☐ CONSULTING SERVICES
- ☐ TECH OUTSOURCING
- ☐ PARTNERSHIP ENQUIRIES
- ☐ TOS SUPPORT SERVICES

LEAVE YOUR COMMENTS BELOW

# CONTACT US

CONTACT  
DETAILS



- ❑ FOR MORE INFORMATION ON OUR SERVICES YOU CAN REACH US AT
- ❑ GLOBAL EQUIPMENT MANAGEMENT LTD
- ❑ YATCH HAVEN,
- ❑ COPSE LANE,
- ❑ HAYLING ISLAND
- ❑ HAMPSHIRE - P011 OBF
- ❑ UNITED KINGDOM
- ❑ [WWW.GEMGLOBAL.ORG](http://WWW.GEMGLOBAL.ORG)
- ❑ [RICHARD@GEMGLOBAL.ORG](mailto:RICHARD@GEMGLOBAL.ORG)
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- ❑ LINKEDIN PROFILE :-<https://www.linkedin.com/in/butcherrichard/>