WIN MORE ORDERS
With a ShipServ Membership

To ensure that purchasers get the ability to automate their entire procurement process, all suppliers can trade for **FREE** on the ShipServ marketplace.

OR TO **WIN MORE ORDERS** UPGRADE TO MEMBERSHIP TO:

1 GET MORE RFQs

2 IMPROVE QUOTE & WIN RATE

3

WIN MORE ORDERS

Premium Profile:
A Premium profile on ShipServ Pages, the largest marine online sourcing directory for purchasers.

- A Premium profile is much more complete than a basic listing so they appear in search results more often
- Premium suppliers are shown above basic listers

ShipServ SpotSource:
A tool for purchasers to source additional suppliers from within their purchasing systems.

- Gives you the opportunity to quote for new business at the moment your products are needed
- Gives you access to new purchasers at a key stage in the procurement process

ShipServ Onboard Digital:
A comprehensive supplier ordering guide and digital product catalog used by 50,000 crew on board ship.

- Allows you to influence at the requisition stage
- Chances of winning an order are significantly increased if your product/part number is specified in REQ/RFQ

SmartSupplier:
An Outlook-style order management tool enabling you to prioritise, quote quicker and so increase your win rate.

- Archive all transactions - easy to find and re-quote
- Lost RFQ feature removes quoting and chasing time

Supplier Insight Report:
Your personalised report which gives performance data and benchmarks on your quote rate and time.

- Tracks your ShipServ sales funnel activity
- Highlights opportunities for improvement in your performance
- Measures your marketing investment

SHIPSERV
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WHAT DO YOU GET IN A MEMBERSHIP?

	YOU	FULL MEMBERSHIP
GET MORE RFQs	Basic listing	Premium Profile
		ShipServ SpotSource
		*ShipServ Onboard
IMPROVE QUOTE RATE	Basic order management tool	Advanced order management tool
INCREASE WIN RATE	Supplier Insight Report Basic	Supplier Insight Report Advanced
		WIN MORE ORDERS

*ShipServ Onboard is available to Members only at an additional cost

WHY USE SHIPSERV?

ShipServ is world's largest marketplace for the marine, oil & gas industry:

$2.6bn
of trade

60,000
suppliers registered

Over 200
trading shipowners, managers, shipyards and drilling companies

4.2m
searches
for marine & offshore products and services on ShipServ Pages

MAERSK LINE

PRINCESS CRUISES

BW

VROON

Holland America Line®

TK

Klevenberg Shipping Center

NYK SHIPMANAGEMENT

THOME GROUP

ANGLO-EASTERN

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