WIN MORE ORDERS

SUPPLIERS

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:

IMPROVE QUOTE

GET MORE RFQs

& WIN RATE

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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

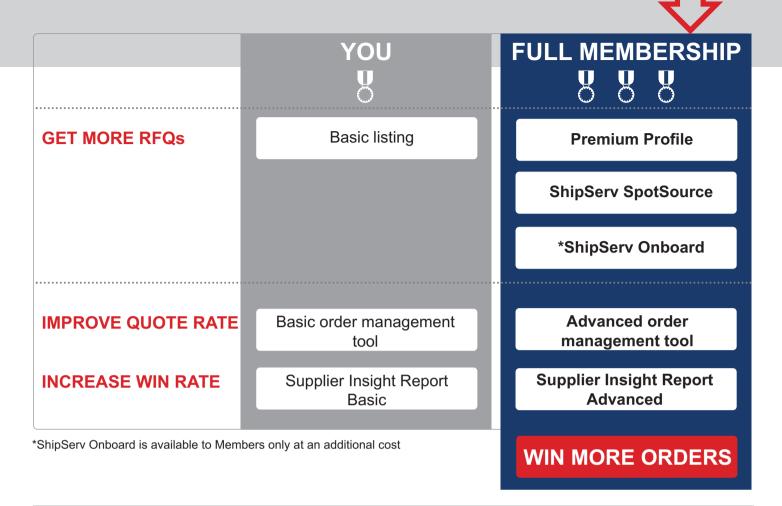
WIN MORE ORDERS

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SHIPSERV

+44 1395 888 998

WHAT DO YOU GET IN A MEMBERSHIP?



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

