

# EXPERTISE

## *The Winning Proposition*

The ability to react to a problem and then rigorously focus on and deliver a value-added solution is key to the success of Global Maritime Consultancy and Engineering, said its Middle East Managing Director, David Drew. "We are providing the industry's experts."

Middle East Managing Director David Drew



**G**lobal Maritime Consultancy and Engineering's business proposition is uncompromising: it sells expertise. "We have the ability to react to a problem by providing the solution-solving industry experts," said David Drew, Managing Director Middle East.

Global Maritime is a leading independent marine, offshore, and engineering consultancy setting the industry standard in offshore design verification, assurance and safety.

Driven by innovation and operational excellence, Global Maritime provides the offshore oil and gas sector with the solutions for the delivery of safe, effective and value-added operations.

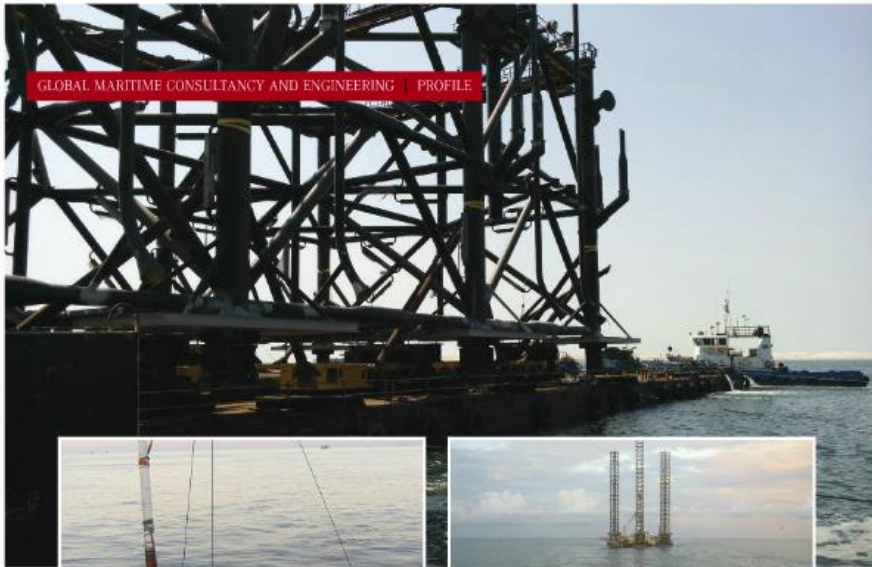
From feasibility studies and risk management services through to detailed design, commissioning, shipyard support and construction and port management, Global Maritime has the extensive experience in engineering to meet all offshore needs.

Since its formation in 1979, Global Maritime has grown into an international company with 20 offices around the world. Four years ago, it was acquired by Europe's leading private equity investor focused on the upstream offshore oil and gas industry, Norwegian-based HiterVision, with 15 per cent ownership remaining in the hands of employees and former employees.

### Blue Chip Clients

A marine engineer, latterly specialising in vessel dynamic positioning (DP), Abu Dhabi-based Mr Drew oversees a Middle East region extending from Egypt and the east





coast of Africa to the west coast of India; its core elements are warranty services where it works on behalf of many oil majors and for the insured or insurers, providing warranties for offshore construction projects.

"We are managing the risk for the insured and insurers to reduce it to acceptable levels to enable construction projects to go ahead. We provide marine and engineering

expertise to these projects to verify as a third party that a project's plans, construction requirements and offshore activities are conducted within procedures that are acceptable to us."

A member of the Marine Warranties Surveyors Society, Global Maritime also conducts general consultancy work for its clients, providing third party marine representation and engineering reviews.



"We own our own rig designs and semisubmersible designs, mostly in our Norwegian and London offices," said Mr Drew. "The other main element is work on dynamic positioning and vessel assurances for DP vessels."

With safety, efficiency and cost all key drivers in the offshore oil and gas sector, Global Maritime and its teams of structural and marine engineers, naval architects, master mariners and risk analysts will partner a client through each stage of an asset's lifecycle.

"We strive to provide third party and second party verification to our clients at the highest level," said Mr Drew. "The most important part of the activity is always offshore safety, personnel and assets."

"We also represent various parties offshore and onshore during review processes, ensuring that things are done correctly with the lowest number of potential insurance claims incidents possible. To do this and to enable us to verify other people's work, we have to come from a position of strength and have a very high level of expertise."

To win the confidence and patronage of major oil companies and insurers, the company has to ensure it has the highest level of personnel, not only in terms of qualifica-



## GLOBAL MARITIME

Founded in 1979, and majority owned by Hitachi, Global Maritime is a global marine, offshore and engineering consultancy that specializes in marine warranty, dynamic positioning and consultancy services. GM is characterized by innovation, practical experience, operational excellence, and safety. Our experienced staff includes civil and structural engineers, naval architects, mechanical and marine engineers, master mariners, crane inspectors, and process and risk analysts. Global Maritime has a global presence with more than twenty offices worldwide, as well as a strong local commitment from our 350+ employees to multiple industry sectors.

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tions but also experience at every level, said Mr Drew. "This is the way we see ourselves."

Formally established in the UAE in 2006, Global Maritime welcomed Mr Drew to its operations in 2012. Today, the Middle East regional headquarters has a staff of 30, with outreach offices in Qatar and Egypt.

"We have an extremely strong engineering team here in the UAE, with nine naval structural engineers. And having worked for a competitor, I can easily make a comparison - we have a stronger team here."

"We are particularly strong in the area of offshore rig activities, where we are providing approvals for jacking locations and jack up rigs, an area where we have a great expertise."

Exceptional in-house expertise is the ace in Global Maritime's winning regional hand. "It's definitely the strength of our people, their qualifications, expertise and their experience."

### Top of the Business

"When we take on junior staff it's our ability to mentor and develop them that distinguishes us. Simply working for Global Maritime enables you, whether as a young engineer, or like me a seafarer, to very

quickly develop into someone at the very top of our business."

No technical or commercial challenge is beyond Global Maritime; it is a bold company claim. David Drew explained the reasoning behind it. "We get asked for many interesting and diverse things to do - I got one this morning. People know our name, recognise our expertise, and ask us to provide solutions for a problem."

**"There are very very bold and diverse plans being put in place right now for Global Maritime Middle East to expand significantly"**

"Being industry leaders in this respect, that's the sort of enquiry we get - where people are looking for a solution they don't have readily available to themselves."

The Middle East is also seeing positive signs of growth, said Mr Drew.

"We have probably been as busy this year as any, if not busier. However, the main problem is the oil price which cascades

through all parts of our industry and can always influence activities."

"While there will undoubtedly be pressure on rates, by adding value, we are confident that we can continue to grow our business."

### Upturn and Beyond

"Looking at the Middle East, my perception is that we have had a tough 18 months, and I think next year will be equally as tough. Quite often the Middle East takes a little longer to react to a downturn in the market, and although we have a very buoyant oil and gas market here, I think 2017 will be as challenging as 2016."

"However, I believe we are at the bottom of the downturn, and the challenge now is to be positioned strong and diversified for the upturn."

In the meantime, Global Maritime's Abu Dhabi headquarters is rapidly developing its case load, notably in Iraq and Saudi Arabia.

"There are very, very bold and diverse plans being put in place right now for Global Maritime Middle East to expand significantly. It's challenging but the opportunity is here."