

## Transparent All-Inclusive Service



An all-inclusive new build package released last year from Large Yacht Solutions, which gives impartial owner representation, is currently in use on two new builds under construction; one being a Heesen 44-m series yacht (as above).

The fully inclusive New Build Purchasing Package is suitable for any series or custom built yacht of any size. From the initial conception of an idea to the end of the yacht's warranty period, Large Yacht Solutions' Naval Architects, Project Managers and Chief Engineers will be with the yacht at every stage, ensuring that the build and future operation of the yacht remain smooth.

The company works on a transparent fixed fee – commission free – basis with no hidden costs, saving the Owner up to 4% of the contracted build price. The comprehensive package includes the following list of services, pre-signing: a full analysis of shipyards and designers; specification tendering and analysis; build and operational budget forecasts; contract negotiation; build schedule review; owning company structure; appointing and coordinating all third parties; ensuring safety and security design review. During the build the company will monitor the build throughout; conduct regular on-site surveys; provide owner's representative services; provide on-site project management and a detailed reporting structure; provide an operational bank account; and liaise with all sub-contractors. But their services and support don't end there as prior to the launch, Large Yacht Solutions also set up the yacht's operational systems; prepare the yacht for completion; arrange necessary insurances; assist crew placement and contracts; provide an ISM system; arrange Flagging requirements and arrange all applicable coding. And finally, after the launch, they will administer the 'snagging lists, provide full warranty support, inspect the

yacht bi-annually and provide an emergency contact. Upon instruction of services for the all-inclusive package a 50% deposit of the service fee will be due and if at any time prior to signing the build contract, the service agreement is cancelled or the build contract is not signed, the deposit will be returned following settlement of all associated costs incurred. In addition to the all-inclusive package, the company also provides technical consultancy to owners on a time-rate basis – useful for specification reviews and general support for owners and their build teams on site – and an owner's representative

service based on a monthly fee (starting from £7,500/month) for owners whom don't require the full extent of services in the all inclusive package.

[www.largeyachtsolutions.com](http://www.largeyachtsolutions.com)

## Project Management Packages

Having entered its third year of business, Innomare is currently working on two projects – a 115-foot fast motoryacht and a 150-ft displacement motoryacht – both of which are still on the drawing board. The Project Management services that Innomare will apply to these projects include their newly branded services called ConceptYacht and SurveyYacht.

ConceptYacht, in direct consultation with the prospective owner, is a process where a blueprint is developed that outlines the main characteristics of the yacht to be built. A preliminary lines plan, weight estimate, general arrangement, propulsion package and technical specification are all worked out. The owner is advised of the choice of interior designer, stylist and ultimately of appropriate yards for tendering. Using rapid prototyping technology to create accurate scale models at an early stage, this approach can offer clients a realistic view of the future yacht.

SurveyYacht, on the other hand, becomes a service to use in the advanced stages where once the project enters the build phase, the naval architect operates as owner's representative (or project manager). This involves regular inspections at the yard and participation in yard meetings, sea trials and dock trials. The owner is briefed through a dedicated private weblog allowing him or her to be actively involved in the build process, even when not present in person.

[www.innomare.com](http://www.innomare.com)