



HEAVY-DUTY EXPERTISE

Conquest Offshore BV is a leading Dutch specialist in the provision of heavy-lift equipment for operations involving onshore, offshore and near-shore marine projects. Philip Yorke talked to Floris Bomers, the company's operations manager about the complex role it played in the re-floating of the stricken Italian cruise ship, the Costa Concordia and its strategy to expand its marine operations.



Conquest Offshore BV was formed as the result of a joint venture between Concordia Offshore, Paul van Es Holding and Zwaggerman Offshore Services to provide exceptional offshore heavy-lift services. The participating partners have a long and proven track record of success in the marine and offshore industry. Together the companies have united to form a strong and unrivalled coalition that offers a unique product portfolio and extended range of marine services.

Today Conquest offshore is leading the world in the development and supply of heavy-duty crane barges, and is capitalising on the growing demand for very large offshore barges with exceptional heavy-lift capabilities. The all-new MB1 Conquest multi-purpose barge is specifically designed for year-round operation in harsh marine environments and is in full compliance with UK, Dutch and Danish operating regulations.

As part of the well-known Concordia Group, the company benefits from its expertise in the building of pontoons, seagoing ships, accommodation vessels and mobile offshore units. Conquest Offshore also inherits Concordia's culture of innovative thinking and an open-minded approach to complex turnkey marine projects.

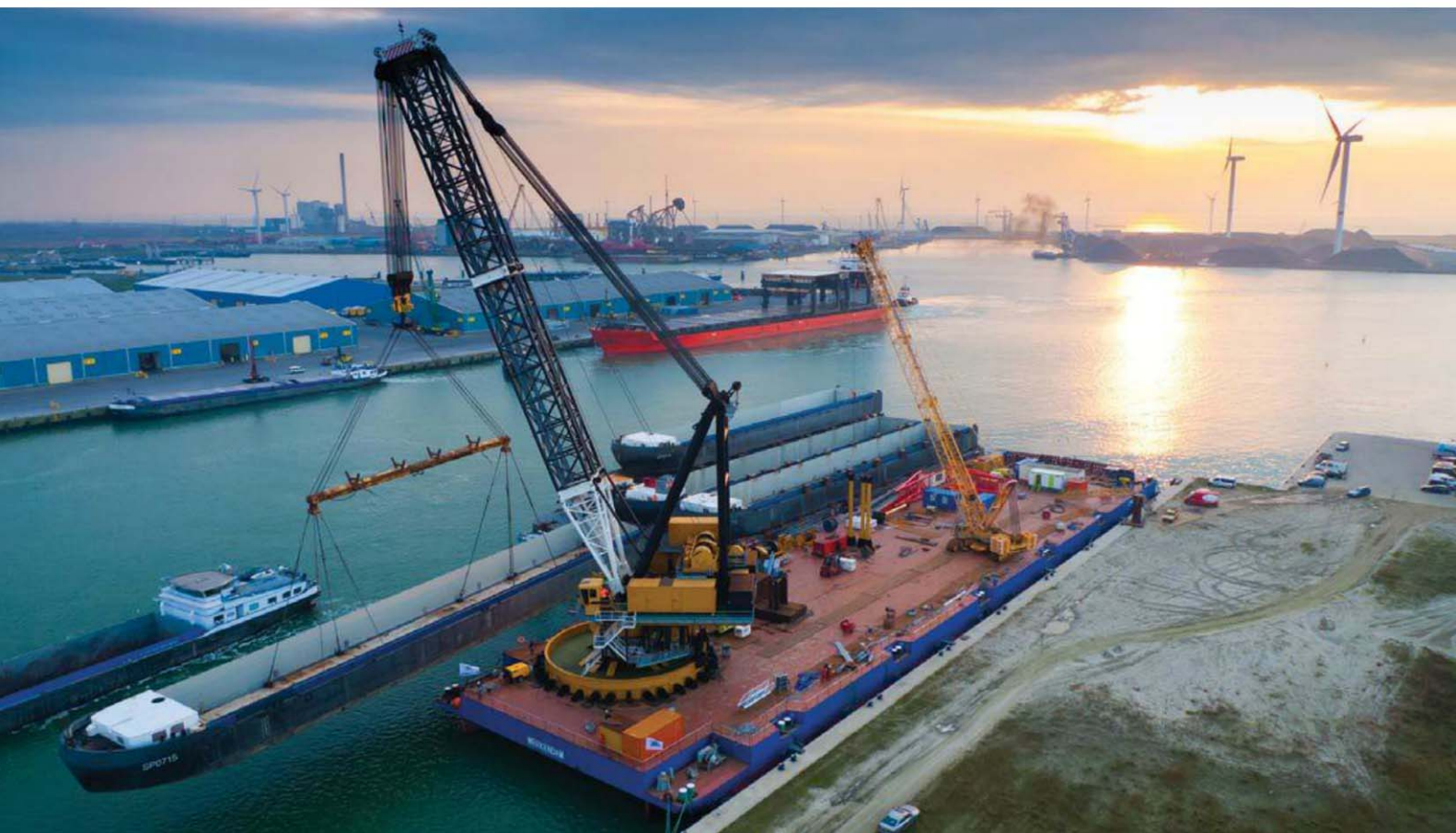
Unique capabilities

Conquest's unique multi-purpose crane barge sets new standards in efficiency and offers a wide variety of heavy-lift capabilities. The new crane barge offers exceptional working characteristics due to the many special features built-in to its advanced design. For example the crane has a movable foundation placed on deck with 32 specially designed clamps with elastic damping and it also has a unique dynamic load system.

Bomers said, "Since we were founded in 2012 to meet the growing global demand

for highly specialised heavy-lift crane barges, we have seen a steady increase in the demand for our heavy-lift equipment and services. In 2014 we joined the major marine league when we were selected to help re-float the stricken Italian cruise ship, the Costa Concordia. In cooperation with a large group of international marine companies, we installed the sponsons to re-float the Costa Concordia. Our unique crane vessel accommodates 60 people and is characterised by its 1,400 ton full revolving crane and its huge deck area.

"This high profile project has provided us with a big PR coup and we performed our role excellently which helped to significantly speed up the re-floating process, thus eliminating the risk of expensive delays. We installed 19 special sponsons along the side of the Italian vessel, and now our MB1 Crane Barge is on stand-by awaiting further instructions. Our MB1 crane barge was also





MirTac

MirTac is a no-nonsense consultancy firm with a vast background in the maritime industry and leading provider of the StarIPS fleet management software developed by SIS Marine. The software is used onboard vessels, heavy-lift barges, maritime offices, assets and rigs worldwide, linking them seamlessly.

MirTac specializes in:

- Consultancy and Analysis of Fleet Management
- Redesign and Organization of processes such as Maintenance, Quality Assurance, Safety, Crew, Admin onboard
- Translating customer practice with all available data into a proven and effective IT backbone, Star IPS

Customers such as Conquest Offshore claim MirTac to excel in comprehensive knowledge of fleet operations. Combined effort and teamwork with customers lead to increased efficiency, less downtime, compliance with regulations, transparency and a highly professional organisation.

Some references: Jumbo Shipping, Jack-Up Barge, Anthony Veder, Fugro, JR Shipping, RollDock, Scaldis...

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involved in another high profile project in the UK recently when we laid a series of large concrete mats in the Thames estuary.

"We are also expanding our range of marine services to include the salvage and de-commissioning of older offshore drilling platforms in the North Sea, as well as in the Mediterranean, the Black Sea and the Persian Gulf. We are well placed to serve this market and it complements our other offshore services such as the installation of wind turbines and other heavy-lift activities. In addition to our sister companies, we work with other specialist marine companies, such as Zwagerman International, the Concordia Group, Jack-Up Barge BV, the Rotterdam Offshore group, Holland Shipyards BV and The Offshore Partners BV, which allows us to offer our customers the most comprehensive and cost-effective range of state-of-the-art marine facilities and services".

New fleet management system

Earlier this year Conquest Offshore purchased Star software and related database implementations services with maritime consultancy firm MirTac. This cutting-edge software will assist Conquest Offshore with its management of efficient maintenance planning, inspections, procurement and

spare part inventories. In addition, it will streamline the company's document control, safety and environmental procedures.

MirTac's proven track record in the offshore industry will further enhance Conquest's fleet management system and will reduce down time, as well as supporting the barge master with detailed instructions and ready-to-use procedures on board. Barend Tooten, the managing director of MirTac said, "The Conquest MB1 multi-purpose crane can install wind turbine foundations as well as play a part in transporting

and unloading heavy equipment. We are proud to support Conquest in their day-to-day operations."

Bomers added, "There is a large market out there in logistics and installation work for the wind turbine industry as well as for other maritime work such as decommissioning, which requires the unrivalled mobility and capacity that our unique facilities can offer. The acquisition of MirTac's star software will enhance our services across the board and benefit our customers through increased efficiency and cost savings" □

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