

Reliable crewing services and  
crew management software

# Crewplanet

# Crewing services

*Located in the Netherlands and Latvia, Crewplanet supplies maritime crews and develops own crewing software.*

We provide maritime personnel for the following types of vessels: **gas carriers, container vessels, bulk carriers, passenger fleet, oil/chemical tankers, offshore supply fleet.**

Our rule of a thumb: customers must never interfere with each other. We make sure that there is only one customer in one fleet type. Thus, customers always get the best personnel that we have for the particular vessel type.

## NATIONALITIES OF SEAFARERS



EU



Russia



Ukraine



India



Philippines



Sri Lanka

## FLAGS THAT WE REGULARLY WORK WITH



UK\*



Liberia\*



Antigua & Barbuda\*



Germany



Ireland



Panama

\*Crewplanet operates as a filling agent.

# Crewplanet geography

## ***Office in the Netherlands***

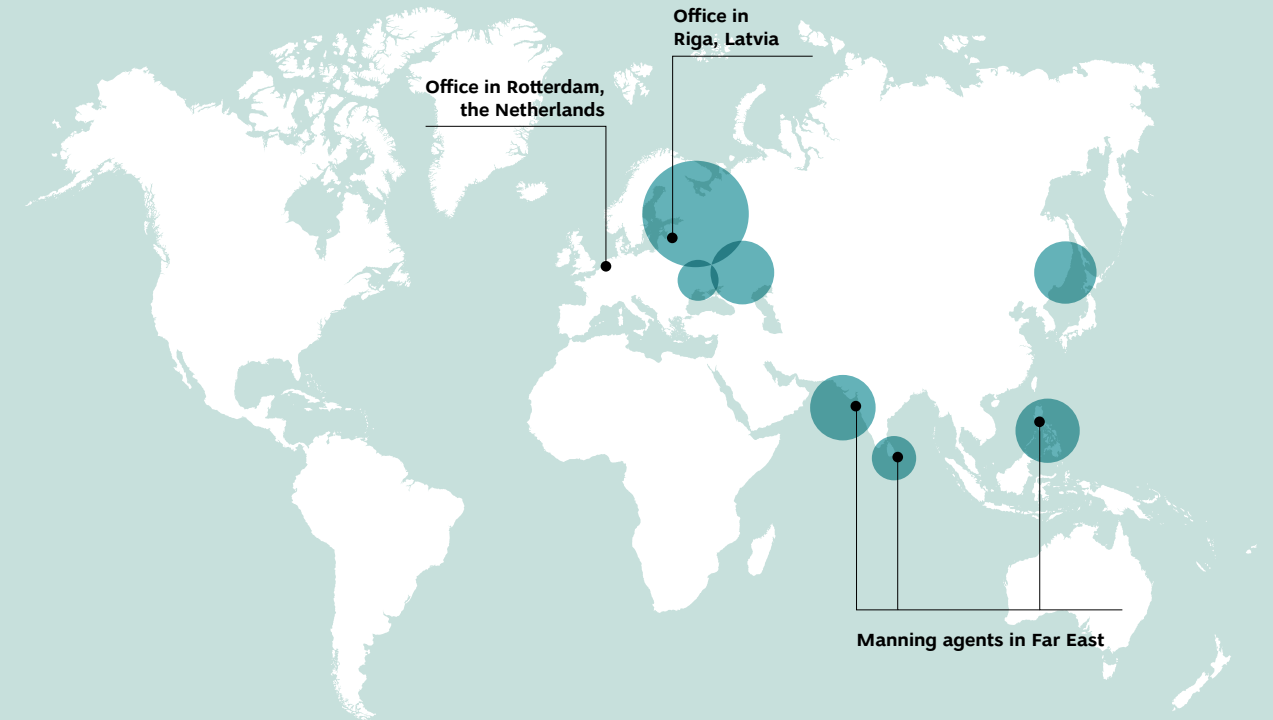
Office in Rotterdam ensures top-class customer care for ship owners and ship managers located in Europe. We meet our customers regularly as well as arrange crew inspections on vessels when required.

## ***Office in Latvia***

Office in Riga provides direct access to Eastern European labour market, as well as Russia and Ukraine. Currently employed personnel is being controlled from there. This office provides visa support for seafarers.

## **MANNING AGENTS IN FAR EAST**

RATINGS ARE NORMALLY EMPLOYED THROUGH OUR PERMANENT AGENTS IN PHILIPPINES, INDIA AND SRI LANKA, IF REQUIRED. ALL PERSONNEL IS DULY EDUCATED, EXPERIENCED AND SPEAKS ENGLISH ON A WORKING LEVEL.



CREWPLANET HAS GOOD COVERAGE OF WELL DEVELOPED MARITIME LABOUR MARKETS EITHER DIRECTLY OR THROUGH LOCAL AGENTS. NOT ONLY IT PRODUCES MORE APPLICANTS, BUT IT ALSO HELPS TO BENEFIT FROM LOWER WAGES AND TAXES.



# Our team



**DMITRY  
BELIAKOV,**  
Master of  
Economics

*Managing director.  
Responsible for  
strategic company  
management  
and IT products  
development.*



**IVAN PULKACHEV,**  
Master of  
Maritime  
Management

*Having seagoing  
experience, Ivan  
is responsible for  
finding and placing  
new candidates  
for all openings.*



**YEVGENY  
ROMASHIN,**  
Navigational  
Officer

*Responsible  
for flagged  
documents,  
checking English  
of applicants and  
their experience.*



**MARIA  
KOVALENKO,**  
Bachelor  
of Law

*Having sound  
experience in  
crewing, Maria  
takes care of P&I  
cases and travel-  
ing arrangements.*



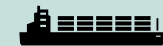
# Extensive database

About 30 seafarers submit their CVs each day. It makes us the fastest growing maritime labour resource.

It is more than words. You may browse our database online (with limited functionality) and check for yourself. Visit [www.crewplanet.eu](http://www.crewplanet.eu) and press 'Seafarer seek' button.

Building a good database is not only about collecting CVs, it's about processing data. Our software keeps the CVs updated, providing extensive searching and sorting mechanisms. It allows us to concentrate more on screening and interviewing than searching.

OUR DATABASE HAS THE FOLLOWING STRUCTURE BY SEAMEN EXPERIENCE:



Dry cargo  
48%



Tankers  
31%



Passenger  
8%



Offshore  
4%



Fishing  
3%



Other types  
6%

## Seafarers & vessels

More than 32,000  
seamen in the database

We man the following vessel types:

CONTAINER VESSELS, 650-3500 TEU ■

GAS CARRIERS, INCL. ETHYLENE CARRIERS, AMMONIA CARRIERS ■

OFFSHORE ACCOMMODATION VESSELS, FULL MANAGEMENT ■

BULKERS, FROM COASTERS TO MID-SIZED 50,000 TDW

Nationalities and tenures (months):

	OFFICERS	RATINGS
EUROPE	3-5	4-6
RUSSIA, UKRAINE	3-5	4-6
FAR EAST	4-8	6-12

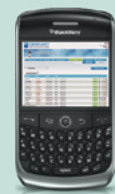
# Software development

*Crewplanet develops and uses it's own tailor-made crew management software.*

This is another level of customer satisfaction, when the crew management software may be adjusted on request or even directly connected to an existing shipowner's software. Our client may track crew change process online and access scanned seafarers' files. We make sure that the information is up-to-date at all times.

Moreover, we develop new features for the software on shipowner's request, making the collaboration between offices easier.

UNLIKE OTHER SOLUTIONS, OUR SOFTWARE IS ALSO AVAILABLE FOR:



Blackberry



Iphone

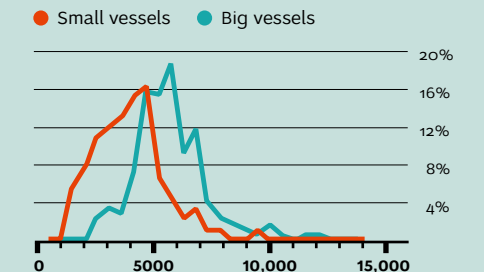
# Better salaries

*We know exactly what salary suits best both you and an employee. Seriously.*

Simply because thousands seafarers tell us online what salary they expect. And we analyze this. As a matter of fact it is an instant analysis of the labour market. **Crew budgeting can't be more precise with this information.**

Using such analytics you will never be short of good personnel. Neither you will spend more then needed to attract them. We do not guess, but we build decisions upon facts. While obtaining facts takes seconds for us.

EXAMPLE: SALARIES FOR CHIEF OFFICER AND SECOND ENGINEER ON DRY CARGO FLEET



# Quick facts & figures

**98%**

of crew inquiries  
were satisfied

**ABOUT 9000**

*seamen visit  
our websites  
each day*

**1**

DAY  
ONLY  
FOR  
**SCHENGEN**  
OR **US**  
VISA

WE GET ABOUT

**30**

NEW CVs  
**EACH DAY**

**Less than 2%**

personnel turnover rate

**Recent  
updates**

**32,000 CVs**

*enough for manning  
about 1600 vessels*

**7 years of management**

WITHOUT AN ACCIDENT OR DETENTION

**Last year we**

SIGNED **~1000 CONTRACTS** &  
INTERVIEWED **~10,000 SEAFARERS**

**32 shipowners**

USE CREWPLANET SOFTWARE



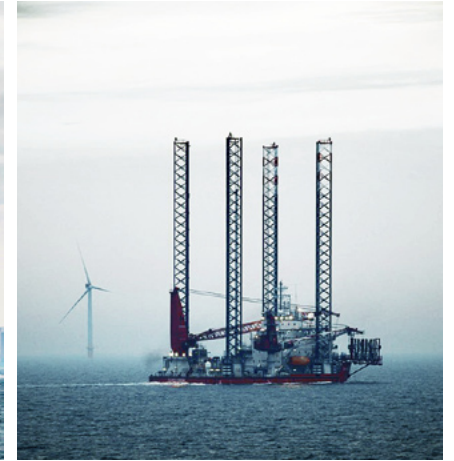
Story of success:

# C-Bed Floating Hotels

*Crewplanet provides full crew management for offshore standby accommodation vessels.*

These are very uncommon types of vessels, which combine challenges of the offshore sector with the high quality standards of passenger fleet. Crewplanet responsibly manages hundreds of seafarers on those vessels from Captains to catering department, satisfying even very special needs of the customer.

Crewplanet takes care of all immigrations formalities related to the fact that vessels operate in UK near-coastal waters. Additionally crewing agency provides special UK-based training for high-speed crew boats, which are used to transfer engineers to offshore installations and back to the vessel.



“ For a few years already Crewplanet fully manages our maritime personnel. They quickly react to changes, which occur pretty often in our business. Our needs are special and Crewplanet satisfies it to full extent.

**Crewplanet is great. They keep costs low & arrange crew changes in a planned manner.”**

**MICHAEL RIX,**  
Shipping and Project Manager



Story of success:

# Hartmann Reederei

*Started in 2007, now Crewplanet supplies Hartmann Shipping with officers from EU and Russia.*

Crewplanet mostly provides officers for Hartmann Reederei container vessels, bulkers and gas carriers (including fully refrigerated, fully pressurised and semi-refrigerated tankers). Having agreements with major oil companies, Hartmann Reederei audits Crewplanet annually and highly evaluates services provided.

As a customer, Hartmann Shipping has a secure online access to crew planning as well as seafarers' scanned documents (incl. certificates, contract agreements, flight details). This ensures efficient document exchange between offices in Latvia and Germany.



“ In 2010 we have managed to cover a lot of vacancies with Crewplanet and therefore increased the number of employees. Seafarers, especially top officers, selected by Crewplanet proved to be experienced and trained.

**Crewplanet was always able to provide sufficient applicants on a very short notice.”**

**JENS GRASSMANN,**  
Head of Personnel Department

# Try Crewplanet. No obligations

*Let us know the details of an opening. We will provide you with a few good candidates on a short notice.*

We only ask for 2 working days for common capacities, considering the salary and tenure is at least close to market's average and the vessel is not operated in war or piracy zones.

**We need to know at least the following:** capacity, salary and tenure of a contract, port and date, requirements to certification and vessel's technical data sheet.

OUR REGULAR AGENCY FEE IS FROM 100 EUR PER CAPITA PER MONTH FOR FULL CREW MANNING OR 10% OF THE SALARY FOR INDIVIDUAL CONTRACTS. OFFSHORE VESSELS MANNING FEES ARE SUBJECT TO DISCUSSION. WE REMAIN OPENED TO DISCUSSING FEES.

THE FEE INCLUDES PRE-SCREENING, INTERVIEWING, CHECKING ENGLISH, ARRANGING VISAS, FLIGHTS, FLAGGED DOCUMENTS AT SHIPOWNER COSTS, ONLINE ACCESS TO CREW PLANNING SOFTWARE AND SEAMEN'S FILES.



# CREWPLANET

reliable crew management worldwide

## ***Crewplanet Crewing Agency***

### **Office in Latvia:**

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Riga LV-1012, Latvia  
Tel. +371 677 95 210

### **Office in the Netherlands:**

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