

# ServiceReferenceSheet Client Representation

## 1.0 Related Services

**Comprehensive Services, Pre-Construction & Installation Engineering, Project & QHSE Management, Operations & Maintenance and Tendering, Procurement & Financial Support.**

## 2.0 Offshore Client Representation

Primo Marine has extensive offshore expertise and experience to ensure the effective planning, scheduling and thorough execution of all offshore scopes. Offering a dedicated offshore team, each with over twenty five years' experience related to offshore construction works.

The members of the team have been carefully selected due to their vast operational experience related to installation, trenching, dredging, surveying, rock placement and piling. This expertise enables the multi-tasking and prioritisation of crucial offshore operations in order to ensure projects are safely executed to a high quality. Incorporated within the construction support service is the management of:

- Crucial offshore operations related to installation, protection and construction support.
- Crucial operations in proximity to marine/subsea assets and infrastructures.
- The liaising and interfacing with all key stakeholders and authorities, covering the permitting and approval process.
- Ensuring thorough oversight of works and safe operations (zero harm to people, equipment, products and assets).

## 3.0 Offshore Scopes

Primo Marine has provided offshore expertise into many of Europe's largest installation projects, from interconnectors i.e. BritNed, NordBalt, NorNed to Offshore Wind Farms i.e. Butendiek, Luchterduinen, Thanet. Scopes completed cover the full spectrum of field construction, from burial campaigns, foundation piling, heavy lifting, installation and surveys to specialised services such as remedial burial, rock placement and cable repair management.

## 4.0 Client Representation

Primo Marine offers a dedicated client representation service. By a dedicated offshore team, each with over twenty five years' expertise and experience related to offshore construction works. This expertise and experience ensures successful offshore campaigns due to providing correct communication, observation, recording and decision making to all the differing stakeholders.

The uniqueness of our client representation services is due to each team member, having previously worked for installation contractors and on similar work scopes. Thus offering hands-on practical experience, which provides our clients with the confidence, all offshore installation activities are being fully accomplished. Furthermore installation contractors are more respectful of representatives, with in-depth knowledge, which overall for both parties ensures the maintaining of offshore productivity and scheduling without compromising on safety and quality. Incorporated within the client presentation service is:

- Project kick off meetings including full briefings.
- Fully independent client representative service.
- Daily communication between offshore and onshore.
- Logistical management via a crewing manager covering communication, travel, mobilisations and rotations thus reducing risk of project delays.
- Guaranteeing the quality of works through quality and experience of representation, consistent approach to works regardless of rotations and thorough briefings.
- Ensuring thorough oversight of works and safe operations (zero harm to people, equipment, products and assets).
- Comprehensive management of reporting.
- Ensuring the timely submission of all daily reports and the supervision of all required meetings both offshore and between onshore and offshore.
- Following of IMCA compliant handbooks.
- The interfacing with Marine Warranty Surveyors.

## 5.0 Client Representation – QHSE Advisory Services

Primo Marine offers a dedicated offshore service related to the provision of Offshore Safety Advisors. Incorporated within the QHSE advisory is:

- Project Support, including HIRA, Hazop, toolbox talks, adherence compliance from operational performance to statutory and regulatory i.e. environmental performance.
- Vessel Assurance (see QHSE).
- Risk Management (see QHSE).
- Incident Management (see QHSE).