

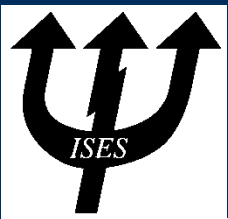
# I.S.E.S. ASSOCIATION

## INTRODUCTION

Pepe Bris  
Secretary General

## INTRODUCTION TO I.S.E.S. ASSOCIATION:

- History
- About us
- Our vision
- Benefits to members
- ISES Secretary General
- Short – Medium Term Strategy
- How to become a member / Steps
- ISES Members



## HISTORY

- The International Ship Electrical and Engineering Service Association, ISES, has been set up in 1963 with the objective to create an independent, united, high quality marine service network to serve international ship owners, managers and operators.
- On the 1st March, 1996, the Association amended its` name from International Ship Electric Service Association (I.S.E.S.) Ltd to International Ship Electrical and Engineering Service Association (I.S.E.S.) Ltd, thus enabling it to broaden its base of activities.



## ABOUT US

- ISES is essentially a non-profit enterprise that exists to coordinate and market the international activities of its member companies. To help achieve this aim it employs a Secretary General. As a group, the objective of ISES is to unite an independent, high quality worldwide network of members to provide electrical, mechanical, electronic and specialised services to the marine industry.



## ABOUT US

- Ship owners who engage the services of an ISES member can be confident that they are utilising the skills of a quality assured service company. The Association has members in 26 countries, covering over 150 ports, including some not covered by other service networks.



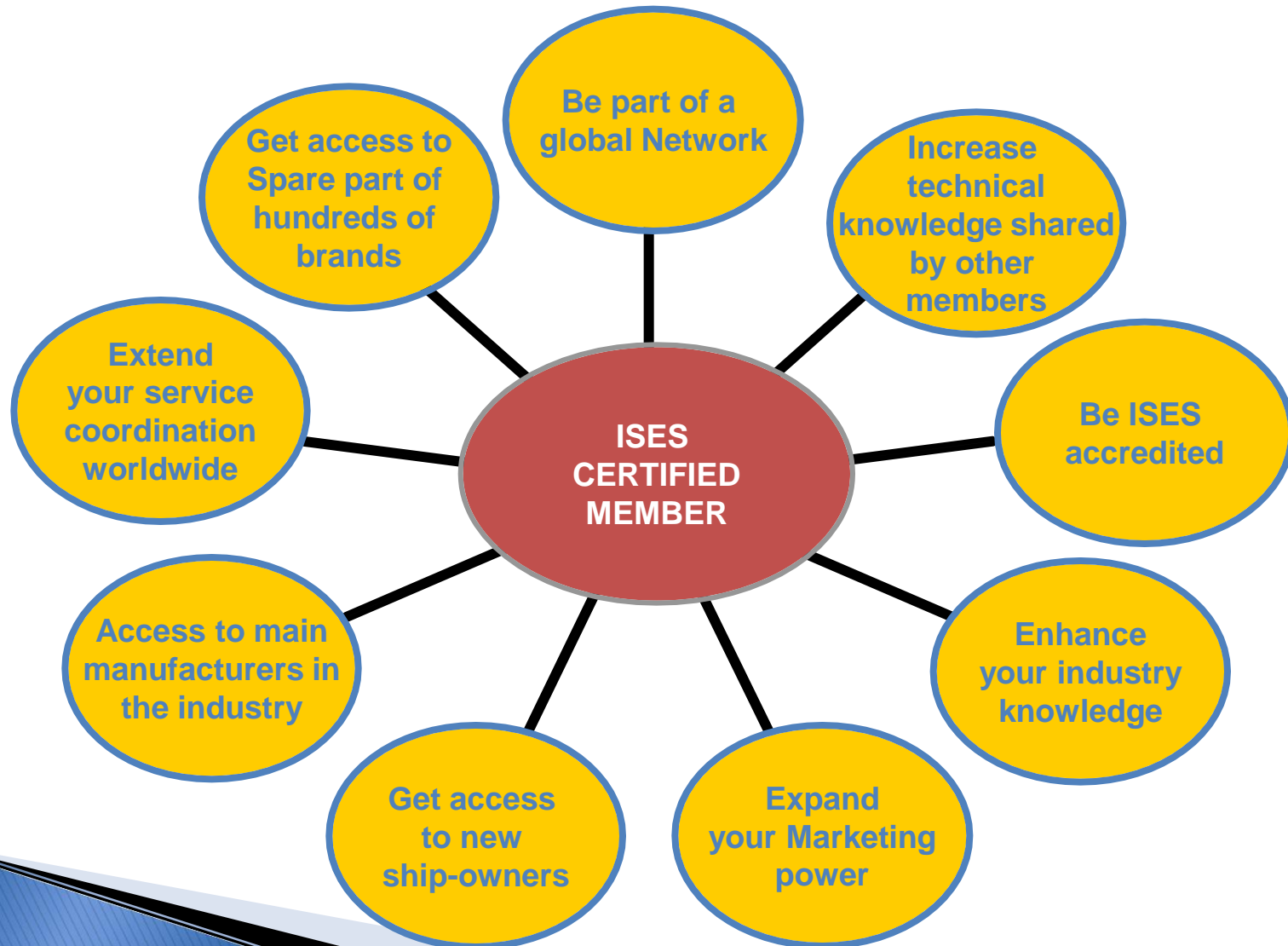
## OUR VISION

- The vision of the ISES Association is to provide Ship Owners, Operators and Managers with quality service throughout the world in the Marine Electrical, Electronic and Engineering sectors.
- This objective is achieved by members co-operating with each other to ensure the continuity of services both between ports and from one member to another, according to the customer's requirements.





# BENEFITS OF BEING ISES MEMBER



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## THE ISES SECRETARIAT

- The Association has a permanent Secretariat which all shipowners, ship managers and ship operators are welcome to use as a channel for obtaining service from ISES members. This is useful if there are queries that can be answered in advance.
- The Secretariat will always refer specific requests for service to an ISES member where an owner's ship is calling and needs urgent attention.
- The Secretariat assists its members to obtain payment of overdue invoices from ship operators.
- All members are free to seek the assistance of the Secretariat for confidential information about the integrity of ship operators who have requested their service.
- Members ask the Secretariat for assistance in tracing manufacturers of marine equipment and to obtain technical information needed as part of their day-to-day work.



## SHORT – MEDIUM TERM STRATEGY

- Increase Added-Value to members and ship owners by increasing global cooperation, enhancing member services & shared resources
- Penetrate existing ship owners deeper through marketing
- Increase geographical coverage plugging gaps
- Sign MOU with Manufacturers
- Target new ship owners through marketing
- Colaborate with other associations in the maritime business such us CIRM, IMPA AND EASA.



## HOW TO BECOME A MEMBER

- Membership is open to companies featuring a high level of dedicated, competent and specialized service expertise and facilities. Companies featuring only marine manufacturing or supply activities can become an affiliated member.
- Membership is subject to completing an application and having an acceptable Quality Accreditation in order to meet the high quality standards of services and facilities set by ISES. Membership is normally exclusive to the port nominated in the country where the company operates their own facilities, and provided no other ISES member in that port provides similar services.



## STEPS TO BECOME A MEMBER

1. Fill in application form
2. Send application form with certificates and documentation to Secretary General
3. Secretary General will check out all information
4. Secretary General will forward all info to Board Directors
5. Board Director will communicate the result to Secretary General
6. Secretary General will communicate the resolution to the applicant



