DanPilot

DanPilot Presentation Fartøjstekniske dage sep. 2016

Your time, your safety – Our commitment

Agenda

1. Status in DanPilot and DanPilot in numbers
2. Exsisting fleet. (Brian)
3. Maintenance on engines - Liability. (Brian)
4. Change of operations = culture change.
5. Harsh Wetter Boats for Skagen and Gedser. (Kim)
6. Procurement of 11 + 4, 15 meter pilot boats.
7. Data Loging in all new boats.(Kim)

Loss of Triton in July 2015 – Increased focus on Safety.

Competition in the Pilot Market (2020).

DanPilot reorganized.

Commercial thinking in front.

DanPilot
BESTYRELSE
ADMINISTRERENDE DIREKTOR
CHEF FOR DIGITALISERING & PLANLÆGNING
LODSCHEF
HR-CHEF
CHEF FOR TEKNIK OG VEDLIGEHOLD
ØKONOMICHEF
SEKRETARIATSCHEF
IT-CHEF
DIGITALI-SERINGS-CHEF
IT-SUPPORT
DIGITALISE-RING
DISPONE-RINGS-CHEF
DISPONE-RING
PLAN-LÆGNING
VICELODS-CHEF
SALGS-CHEF
HAVNEAN-SVARLIG
CUSTOMER RELATIONS MANAGER
LODS
HR
OMRÅDE-LEDERE
TEKNISK INSPEKTOR
BÅDMAND
VEDLIGE-HOLDS-PLANLÆG-GER
HSEQ
REGN-SKABS-CHEF
CHEF FOR BUSINES SUPPORT
REGNSKAB
BUSINES SUPPORT
LØN
DIR. SEKRETÆR
KOMMUNI-KATION

DanPilot in numbers

Employees

- Pilots 156
- Boatsmen 90
- Other staff 50

Number of boats 29.

Average age of the boats: 23 years..

Number of pilot stations: 20

Turn Over: app 400 Mill.

Transit 80%

Harbour 20%

A lot of questions

1. Can we reduce the number of boats?
2. Where should we place the boats?
3. How many main stations do we need?
4. Where should we place the main stations?
5. Which harbours should each mainstation cover?

Lidt sund fornuft baseret på antal sejladser med lodsbådene

Strategy for boat replacements.

Analyze the existing setup.

Existing setup is based on history. What if we start from schratch?

Could we reduce number of Pilot stations and Pilot boats Boats.

Standardisation of boattypes.

Reduce cost.

Future boattypes

- Harsh wetter Boats 2 (Ordered)
- 15 meter Pilot Boat 11 + 4 (Tender published 5th sep. 2016)
- A number of the newest and best boats from the existing fleet will be a part of the fleet for the next 7 – 10 years.

Procurement Procedure

- Prequalification.
- Initial offer.
- Evaluation of initial offer.
- Round of negotiation.
- Best and final offer.
- Evaluation of Best and Final offer
- Information on the result.
- Stand still periode.
- Sign of Contrat.

Key Words.

”Proven Concept”

”Of the Shelf”

Safety.

Fast and Short deliverance.

Short time for the Tender. Completed 5. month after publishing.

Ny 20meter båd

SIMRAD

Data indsamling – Et projekt i samarbejde med SDU