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For the attention of Mr Chen Bin

Department Shipping Department

ZPMC Shanghai Zhenhua Heavy Industries

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Shanghai Zhenhua Heavy Industries Co., Ltd (ZPMC), Chinese Version



WHO
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- ZPMC (Shanghai Zhenhua Heavy Industries)
- Shipping Dept. ZPMC (Shanghai Zhenhua Heavy Industries)

Client's expectations are:
• High quality of service
• High speed of service
• High reliability of service
• High security of service

WHAT
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Number of business for the first of ZPMC (Shanghai Zhenhua Heavy Industries)

Client's expectations are:
• High quality of service
• High speed of service
• High reliability of service
• High security of service

WHY
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What is the reason for the business? (ZPMC, etc.)

HOW
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Client's expectations are:
• Available hours
• Available budget
• High quality of service

WHEN
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Client's expectations are:
• Available hours
• Available budget
• High quality of service

to create added value together

Thank you for your attention
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WHO

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- ZPMC Netherlands BV
- Shipping dept. ZPMC Shanghai Zhenhua Heavy Industries

Clarify expectations on

- * single point of contact
- * organisational structure for cooperation
- * communication lines
- * reporting

WHAT

Expansion of business for the fleet of
ZPMC Shanghai Zhenhua Heavy Industries

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Clarify expectations on:

- * (transparent) business objectives
- * distinctive capacity
- * scope (vessel vs turn-operation)
- * what is current positioning

WHY

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- what is expected added value ZPMC NL can provide for HQ - Shipping department?

HOW

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Clarify expectations on:

- * branding/ marketing
- * available hours
- * available budget
- * (limited) operating district

WHEN

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Clarify expectations on when to start cooperation:

- * next business opportunity for delivery of cranes ECT/RWG
- * vessels whereabouts last summer from UK
- * clarify scope of cooperation first





Thank you for your attention

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