



NATIONAL MARITIME

SUPPORTING SMES IN THE UK MARITIME SECTOR



THE UK'S LARGEST MARITIME NETWORK
NATIONAL MARITIME



WELCOME...



PETER GREEN
CEO
NATIONAL MARITIME

We are National Maritime, a team with a passion for supporting UK maritime SMEs. We are unapologetically on the side of small businesses and those who run them.

Since 2005, we have helped many SMEs realise their business visions and address targeted business challenges. We continue to deliver against our organisations two key priorities; driving trade and growth for UK maritime SMEs through building supply chain capability, and re-engaging with UK coastal communities to deliver sustainable change.

This successful approach has been reinforced by our focus on local activities, networks, conferences, meetings, events and partnerships.

We fondly call this cross-sector collaboration the [#maritimeconnection](#)

A handwritten signature in black ink, appearing to read 'Peter Green', followed by a long horizontal line.

PETER GREEN

WELCOME

ABOARD

ABOUT US

WHAT WE DO

- National Maritime is a not-for-profit public, business and research partnership
- The UK's largest maritime network for SMEs
- Supports UK maritime SMEs through funding, expertise and talent
- Provides channels and specialised business support services to stimulate innovation activities
- Puts the role of enterprise at the heart of everything it does
- Works in partnership with key stakeholders and key agencies to pursue and attract major investment to deliver significant economic growth
- Leverage the vast scope of the maritime sector to create opportunities and wealth in the communities where maritime industries are strong and across the UK
- From a multi-disciplinary perspective, we champion green initiatives to grow and clean the sector sustainably

MARITIME SECTORS



**SUPERYACHT
& LEISURE**



**BUSINESS
SERVICES**



ENGINEERING



FISHERIES



**HERITAGE &
SOCIAL SCIENCES**



**OFFSHORE
ENERGY**



**PORTS &
LOGISTICS**



**SHIP BUILDING
& REPAIR**

UK QUALITY MARK FOR SMEs

SOURCED, SERVICED, PRODUCED IN THE UNITED KINGDOM

The official UK Quality Mark for the SME maritime sector helps drive trade and growth for maritime business. It promotes products or services that are 'sourced, serviced or produced' by UK companies, signifying to buyers, consumers, and specifiers, that they associate with the globally well-regarded UK brand of maritime excellence.

The Quality Mark is used by members of National Maritime, across the globe, who use products or services that are either 'sourced, serviced or produced' in the UK within their supply chain.



NATIONAL MARITIME WORKING GROUPS

By bringing together the best specialists in our maritime sectors, our working groups' examine key issues, make valuable connections, share best practices and suggest improved approaches, to help develop strong sustainable supply chains and encourage a collaborative approach for the long-term success of the whole sector.

SME MARITIME WORKING GROUP

The SME Maritime Working Group helps drive trade and amplify the voice of UK maritime SMEs.

UK MARINE HYDROGEN WORKING GROUP

The UK Marine Hydrogen Working Group is the UK's only marine focussed hydrogen working group and assists with the acceleration of decarbonisation by championing the use of hydrogen. The group is the leading voice towards government and regulatory bodies and provides opportunities to members by making connections.

UK SHIPBUILDERS & SHIP REPAIRERS NATIONAL SHIPBUILDING STRATEGY PROGRESS BOARD

A leading voice towards government, the UK Shipbuilders & Ship repairers - National Shipbuilding Strategy Progress Board objective is to support and monitor the delivery of the UK Governments refreshed National Shipbuilding Strategy, which includes a multi-billion pound vessel pipeline due to be built over the next 30 years

SME MARITIME CHAMPIONS

Our sector champions come together at regular intervals to assess, measure, and build on initiatives that progress the groups agreed focus:

- Stakeholder Engagement
- Sales Development
- Measurement
- Champions
- Identity



**HALIL
BEDEVI**

SANTANDER



**TOBY
BUDD**

WORKFLOAT



**IAN
ELLIS**

MACDUFF SHIP DESIGN



**ANDREW
MALCOLM**

DALES MARINE SERVICES



**NICK
PRATTLE**

SWELL GROUP



**TIM
MUNN**

ICONSYS & MARINE ZERO



**ROSEMARY
NUNN**

UNIVERSITY OF
GREENWICH



**EDDIE
TATTERSALL**

VOLKERSTEVIN



**NICHOLAS
WARREN**

THE SMS GROUP



**PETER
GREEN**

NATIONAL MARITIME



**CHARLES
HAINE**

WSP



**RAMIN
HASSAN**

DEPARTMENT FOR
INTERNATIONAL TRADE (DIT)



**MARTIN
LEIGH**

GRAFMARINE



**JOHN
LOGUE**

MARINE & INDUSTRIAL
TRANSMISSIONS



**SIMON
WITHINGTON**

MACTAGGART SCOTT



**ALLAN
YOUP** MBA MSC CFCEPD CMGR FCSI

SOLENT MARITIME ENTERPRISE
ZONE HEAD AT ROYAL NAVY



**SEZEN
ZEKI**

JOBS IN MARITIME



**ERIC
ZON**

LANKELMA



SME MARITIME WORKING GROUP

With SMEs (Small and medium-sized enterprises) playing such a significant part in the economy, it is vital that their needs are supported, and growth is enabled and encouraged.

The SME Maritime Working Group drives trade by amplifying the voice of UK maritime SMEs to key stakeholders, other like-minded businesses and the wider public.

By bringing together specialists from our maritime sectors, we examine key issues, make valuable connections, share best practices and suggest improved routes.

The SME Maritime Working Group uses this information to showcase the supply chain flexibility and capability of the entire UK maritime sector.

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With leading influencers in the hydrogen space working alongside the SME Maritime Working Group Technology and Innovation Champions, it is a well-informed working group discussing the technical, regulatory, and financial challenges to vessel design and conversion and infrastructure development.







UK SHIPBUILDERS & SHIP REPAIRERS - NATIONAL SHIPBUILDING STRATEGY PROGRESS BOARD

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Led by the expertise of the SME Maritime Working Group Shipbuilding and Repair Champions, the progress board works with the UK government National Shipbuilding Office (NSO) to support the drive for transformative change to empower a globally successful, innovative and sustainable shipbuilding enterprise that works for all UK maritime SMEs.

With UK maritime SMEs playing such a significant part in the economy, it is vital that their needs are supported, and growth is enabled and encouraged.

The progress board actively engages with the NSO, UK Ministry of Defence and Government departments including the HM Treasury, UK Home Office, Cabinet Office, Department for Business, Energy and Industrial Strategy (BEIS), Department for Environment, Food and Rural Affairs, FCDO Services and the Department for Transport (DfT), United Kingdom, Department for International Trade (DIT) and Department for Education, as well as the Devolved Administrations, to continually showcase the supply chain flexibility and capability of the entire UK maritime sector.

The progress board reviews and monitors the progress and delivery of the strategy to ensure that its promises are upheld.

INTERNATIONAL PARTNERS



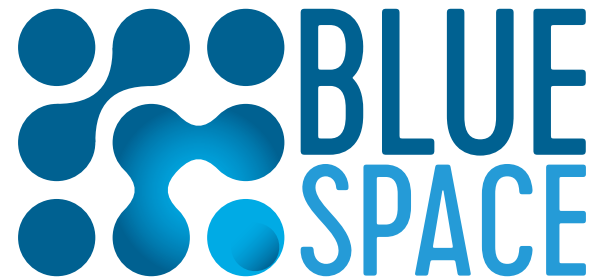
UK PARTNERS



BLUESPACE

MARITIME HUBS

**SUPPORTING BUSINESS,
ENTERPRISE AND EDUCATION**



BLUE SPACE SUSCON – DARTFORD, KENT

This outstanding rated maritime hub and sustainable construction centre, located on the banks of the River Thames, at the heart of the world's most unique port cluster, provides high quality flexible office, work, and training space for companies at every stage of their development. It promotes maritime education and practical training and provides access to the latest equipment and expert training using dedicated specialist classrooms, a fire training ground and confined space training complex, Thameside jetty and rail training centre. It also provides programmes of business, enterprise, and research.

BLUE SPACE THE MARINE WORKSHOP – NEWHAVEN, EAST-SUSSEX

From a sympathetically redeveloped heritage site on the banks of the River Ouse, this maritime and sustainable technology hub supports industries involved in environmental, engineering and maritime products and services. It provides access to high quality flexible office, work and training space. It promotes maritime education and practical training, and provides access to the latest equipment and expert training using dedicated specialist classrooms, a fire training ground and confined space training complex, riverside jetty, a sea fishing school and a restaurant school providing hospitality crew training courses for the hospitality and superyacht industries.

OUR SERVICES

BUSINESS & ENTERPRISE

Our business support programme offers several routes to explore businesses potential; tap into our industry expertise, world-leading research and specialist knowledge.

CONSULTANCY & SUPPORT

We provide insights to help businesses and the sector grow. We help clients to understand patterns and to assess the challenges and opportunities. Our business support programmes offer several routes to explore your businesses potential.

RESEARCH SUPPORT & FUNDING

We help UK maritime SMEs identify and secure funding from external funding opportunities. We offer a complete bid management service with a flexibility of involvement to suit your needs. We help business to access skills and research and provide access to specialised research centres and facilities.

ENTERPRISE & SUPPLY CHAIN DEVELOPMENT

We work with the sector to help identify ways to help meet their business needs. We help with consulting on new products or service challenges and fostering business growth and development. We help with setting up contract research projects or collaborating on joint ventures. We provide supply chain expertise and support to operating companies relating to the design, tendering of work packages, the selection of equipment and the assessment and appointment of contractors for shoreside and seagoing projects

LOBBYING

We've built up over 20 years of lobbying experience. We offer our clients a robust sounding board to develop the most appropriate strategy to engage with the relevant policy issues on their agenda. In the policy making process there are many opportunities for stakeholders to provide input and this is where we help our clients contribute effectively. We undertake a range of activities to ensure clients can meet with key influencers, participate during formal consultation periods, and use specific platforms to raise awareness of their position on any given issue.

BLUEPRIME MEMBERSHIP

**FOR US BUSINESS IS ALL ABOUT MAKING THE RIGHT
CONNECTIONS AND BUILDING THE RELATIONSHIPS
THAT LEAD TO FURTHER BUSINESS**

PARTNERSHIP BENEFITS

Join The UK's Largest Maritime Network Today

Network with thousands of influential people and form the relationships that help develop business. Access the right business support, funding, expertise and talent to grow your business. Our choice of Blue Prime partnership packages; Hybrid Blue, Platinum Blue and Pay as you GO provide more value than the traditional trade association membership model. Benefits include:

- Free company listing on Blue Prime, the online maritime directory for UK SMEs
- Authorised use of official UK quality marks and National Maritime logos
- Access to the National Maritime SME Working Group to help influence policy-making decisions at local, regional, and national levels
- One hour business advice clinic with a Maritime Enterprise Development Mentor
- Free meeting space and Wi-Fi at all Blue Space maritime hubs



EVENTS PROGRAMME

Business is all about meeting people and building the relationships that lead to further business, all our events provide an opportunity to network.

Each year we deliver, along with our partners, a series of events that reflect the topics that are pertinent to our members, with the aim to inform, educate, encourage and develop on-going business relationships.



EXPLORATION & ADVENTURE

We are building a global maritime community; we showcase the latest exploration and adventure news from around the world to our members to help broaden their perspective.



NATIONALMARITIME

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JOIN THE UK LARGEST MARITIME NETWORK

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