



## Seanergy Services



## About Seanergy:

Seanergy is founded by Michael Roosen who has over 20 years experience in controlling large capex projects and managing large insurance claims. The clients for project control management are oil-majors, joint ventures, engineering and construction companies to the oil&gas or petrochemical industry. For insurance companies and insureds we execute risk report and manage claims.

We are client focused and offer complete commercial solutions. We support our clients from basis of design, FEED, pre-contract preparation, tendering, procurement and in the construction phase and managing change and risks to completion up to agreement of the final settlement. We manage claims to your satisfaction.

Seanergy is dedicated to deliver services safely, on time and within budget, either as a standalone service or as part of an integrated team with our clients' management. We can use own template or your processes to control projects and claims.

Our services are controlling capex projects, improving project governance frameworks, reviews of projects in various stages for key decisions.

For insurers or insured we manage large claims. We perform risk reviews for insurance policies.

WE DELIVER ROBUST AND DYNAMIC COMMERCIAL SOLUTIONS.

WE BRIDGE THE GAP BETWEEN TECHNOLOGY AND FINANCE.

WE MANAGE A DELICATE BALANCE OF INTEREST BETWEEN PARTIES.

## **Contact M Roosen**

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## OUR SERVICES

### Claims management

Seanergy has a proven track record in loss adjudication of large insurance and tax claims. The added value of Seanergy is in bridging the gap between finance and technology. Seanergy has the knowledge and hands on experience in large oil&gas and petrochemical industry related claims.

Do not hesitate to call when an incident occurred for:

- Renewal advise, setting insured sums
- Define Claim protocol
- Root cause analysis reporting
- Technical damage reports
- Prepare claims on business interruption
- Claims documentation
- Negotiations
- Final settlements

### Controlling projects

Seanergy will deliver your project safely, on time, within budget and maintain relationship with your crucial partners in business.

Seanergy has vast experience in project control management for shipbuilding, dredging, marine construction, oil&gas and petrochemical industry. The project control management can be executed worldwide. Seanergy usually starts in tender phase and is committed to your project until completion certificate and settlement of the last claim.

We can work with your control templates or bring own processes to perform control.

If you are looking for an independent review of your project Seanergy can advice you within a few days as we have developed own review templates. Off course we can tailor a review to your gate decision processes as well.

- Tender and contract reviews
- Gate reviews and define controlling processes
- Hands-on project control management
- Cost & cash flow forecasting
- Representation in JV's
- Risk & opportunity management

## Change management

Seanergy will improve your governance on projects. Within a matter of days the weak spots in your processes and organisation can be analysed and lean solutions will be provided.

Subsequent implementation can be managed and communicated to stakeholders. Your staff can be trained to increase knowledge and competence levels.

- Review of current processes
- GAP analysis
- Define new structure and processes
- Define fit for purpose control manuals
- Train staff on cost awareness and contract awareness
- Manage change implementations

## Financial interim management

Seanergy has experience in interim financial management in the oil&gas industry. We advise management on financial issues, prepare annual statutory accounts, define tax routes and transfer pricing, resolve tax disputes around the world and arranged rulings (APA's) with various tax authorities. We prepare investment decisions for offshore equipment and production vessels. We assist in budget cycles, advised operational management on cost reductions and followed up with monthly dashboards.

Seanergy is a trusted interim solution for financial interim management.

- Interim management of financial departments
- Dashboards and management reports
- Budget cycles and Investment decisions
- Business modelling
- Statutory accounts
- Client representation in financial JV boards
- Tax routing and tax returns
- Transfer pricing set up
- Tax dispute handling

## **OUR REFERENCE PROJECTS**

### **Claims management**

#### Insurance claims

- Capsizing of Rockdumping vessel
- CAR claim on new built crane
- Claims on sinking of Estonia
- Salvage of Tricolor
- Property damage and business interruption at MSPO-2 plant in Moerdijk (2014)

#### Tax claims:

Norwegian Tax office vs Offshore contractor  
Australian tax office vs Marine contractor

### **Controlling projects**

- FPSO Cidade de Paraty and FPSO Cidade de Ilhabela
- 1 x 5000T crane + 1 x 4000T crane
- Block 31 subsea infrastructure
- Ekofisk and North west Hutton Decommissioning
- Ormen pipeline stabilisation
- Malampaya platform installation and float over
- Windmill farm installation: Alpha Ventus, Scroby sands, Rhyll Flats, Amalia,
- Pangea subsea cable installation

### **Change management**

- Defined improvements tracks for company changing to EPC contractor
- Implemented changes in existing culture
- Set up project control structures from scratch for portfolio's of contracts
- Redefined subcontracting strategy and contractual templates
- Defined and implemented new corporate coding structure
- Defined and implemented new tax structure

### **Financial management**

- Management of estimation, cost engineering, planning, contracts, cost control and financial reporting departments in rapid changing environments
- Prepared large investments decision based on new business models
- Set up financial department from scratch for marine contractors
- Set up dashboards for general, operational and financial management
- Design tax structures for JV's
- Tax return and handling tax disputes in various countries for EPC contractors
- Set up transfer pricing

*Colophon:*

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