

# TRENDS AND DEVELOPMENTS IN FLEET MANAGEMENT

## 船舶管理的发展趋势

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**President of Columbia Shipmanagement Ltd and  
Future CEO of Columbia Marlow (subject to Regulatory Approval)**

-哥仑比亚船舶管理公司总裁

-拟任哥仑比亚-马洛首席执行官（待监管部门最终审核批复）



## Introduction简介

- ❑ **Columbia Marlow merger (subject to regulatory approval)**  
哥伦比亚-马洛合并(待监管部门最终审核批复)
- ❑ **Status of third party management market**  
第三方船舶船舶市场现状
- ❑ **Emerging vertical structures within market and the "Amazon Effect"**  
市场垂直结构与“亚马逊效应”
- ❑ **Globalisation**  
全球化
- ❑ **IT and Technological advance**  
信息和技术进步
- ❑ **Geopolitical and Regulatory background**  
地缘政治及监管背景



□ The need for relevance and to be compelling

提升对客户吸引力

□ The need to be "client - facing"

客户导向



- ❑ **Globalisation**  
全球化
- ❑ **Digitalisation and Technology**  
数字化和科技
- ❑ **Maritime Modular Services**  
海事服务模块化
- ❑ **Economies of scale**  
规模经济
- ❑ **Benchmarking**  
对标
- ❑ **Investment in Crew training, education and welfare from existing and new sources** 整合现有资源及新资源加大对海员培训、教育和福利的投入
- ❑ **Centralised Procurement** 集中化采购



# Quality of Partnership 优质合作伙伴






A word cloud featuring the word "thank you" in various languages. The most prominent words are "thank you" (red), "gracias" (green), and "mercí" (orange). Other visible words include "danke", "teşekkür ederim", "спасибо", "dank je", "gracias", "moichhakkeram", "sukriya", "kop khun krap", "arigatō", "dakujem", "merci", "ragmal", "ngiyabonga", "рахмат", "Bayaarlalaa", "спасибо", "faafetai lava", "kiitos", "dankie", "dhanyavad", "mauruuru", "koshoniim", "misaotra", "matondo", "paldies", "grazzi", "mahalo", "tapadh leat", "xвала", "asante", "manana", "obrigada", "mamnun", "sagolun", "chnorakaloutioun", "gracias ago", "gracies", "sulpay", "go raibh maith agat", "djiere dieuf", "дякую", "takki", "arigatō", "takki", "dakujem", "trugarez", "najis tuke", "nami", "nandri", "bayanalaa", "gracie", "hyala", "enkosi", "bedankt", "sagolun", "didi madoba", "kam sah hamida", "rahmat", "तोसाके धन्यवाद", "감사합니다", "xiexie", "ευχαριστώ", "merci", "shukriya", "merce", "merci", "dankie", "dank", "misaotra", "matondo", "paldies", "grazzi", "mahalo", "tapadh leat", "xвала", "asante", "manana", "obrigada", "mamnun", "sagolun", "chnorakaloutioun", "gracias ago", "gracies", "sulpay", "go raibh maith agat", "djiere dieuf", "дякую", "takki", "arigatō", "takki", "dakujem", "trugarez", "najis tuke", "nami", "nandri", "bayanalaa", "gracie", "hyala", "enkosi", "bedankt", "sagolun", "didi madoba", "kam sah hamida", "rahmat", "तोसाके धन्यवाद", "감사합니다", "xiexie", "ευχαριστώ", "merci", "shukriya", "merce", "merci".