

The CCS superyacht Tender Survey

Refits require a significant investment. The paintwork is a major part financially as well as in aesthetic terms. So how come so many paint jobs need to be redone or end up with an overrun on budget and a poor quality level?

There has to be a better way....

To ensure clarity on the level of work and quality for refit projects, we offer a unique type of survey and working procedure called the **CCS Superyacht Tender Survey**.

A major reason why paint jobs are often of subpar quality is the lack of clarity in the refit tender. This is mainly due to a lack of agreed acceptance criteria.

Over the past 25 years, we have written countless paint specifications and acceptance criteria. By facilitating transparent, easy comparable quotes, our tender survey ensures the best outcome.

Real savings

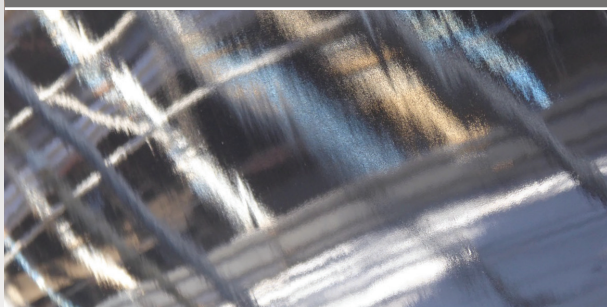
Working with a CCS surveyor will cost up to 3% of the total paint refit budget. A CCS superyacht tender survey **easily pays for itself**. We ensure top-quality work, a trouble-free refit and the peace of mind that comes with having a specialist overseeing the work. Value for money!



CCS
Coating Consultants
for Superyachts

How does the CCS Superyacht Tender Survey work?

Is this your goal?



Or this?



- 1** A CCS surveyor executes the **tender survey**. All CCS surveyors are Frosio/Nace and RMCI certified (essential in case of disputes).
- 2** CCS writes a clear **tender document** stating the work to be carried out and quality level to be achieved (based on the initial survey), both agreed with the owner. This ensures clear expectations from the start of the process.
- 3** The CCS surveyor writes **acceptance criteria** and quality performance criteria expected after the second, third and subsequent years.
- 4** CCS **evaluates the tenders** to see who offers the agreed quality at the best price.
- 5** The CCS surveyor holds a **kick-off meeting** so all parties have the same objectives before the project starts.
- 6** **Intermediate surveys** monitor whether appropriate steps are being taken during the project's implementation.
- 7** Once completed, a **final survey** is done to check if the agreed quality levels have been reached.
- 8** An optional **warranty survey** after 11 months checks that all coatings are performing as agreed in the contract.

Pricing example *

Assuming a yacht with a painted surface of 1200m², the CCS superyacht tender survey can provide the following savings.

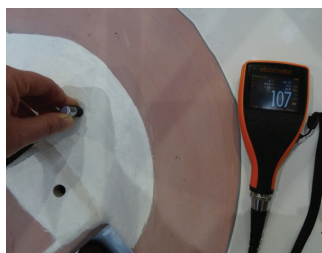
Corrosion: while the new build specifications of subcontractors often include 2% for corrosion, we often find that **1% is sufficient** (determined during initial survey). A naval architect will calculate the exact square meters. The average corrosion treatment is € 700,- /m². Total savings can rise up to € 8,400,-

Intermediate coat: the intermediate coat offered by subcontractors is often unnecessary if the existing paint is in good condition. The average price for an intermediate coat is € 200 /m². Total savings can increase up to € 240,000.

Like-for-like quotes: When comparing quotes, you have to take into consideration all the items included in the m² price, like staging, fitting, heating and caulking. CCS can **save an average of 10-15%** by comparing comparing the quotes.

Acceptance criteria: It is vital to set the acceptance criteria before signing a contract with the subcontractor as this determines the price and quality level.

Assuming that the whole refit has a budget of € 540,000 than CCS is able to **save you around 44% of the total refit costs** by executing the Tender Survey and subcontractors can be held accountable for their work in an objective manner.



*This is an example. The figures can differ from one project to the other. CCS cannot be held accountable for the achievements of these savings.

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www.ccsyacht.com