



PORTMARINE

S O L U T I O N S

COMPANY PROFILE

PORT MARINE SOLUTIONS LIMITED

VISION

To become competent and the most trusted business enterprise enabling mechanical, marine engineering industry to operate to its maximum capacity.

For the future, we need to strive for excellence in everything we do. In a highly competitive market, innovation in services proposed must be a constant concern. We hereby encourage the creativity of our staff and their skill set development by providing consistent and appropriate trainings.

MISSION

Our aim is to be a successful company providing world-class service support for heavy duty mechanical lifting equipment, marine engineering solutions and oil and gas supply chain.

What sets us apart is our ability to develop and maintain mutually beneficial long-term business relationships and most importantly our people. With the support of the whole PMSL team, we hereby undertake to fulfil the mission of the company and help it realize its vision.

WELCOME TO PORT MARINE SOLUTIONS LIMITED

As a managing director of Port Marine Solutions Limited hereafter known as "PMSL" it falls upon me to introduce to you our company profile.

PMSL, is a highly innovative business which was formed in 2014, which seeks to offer a specific role in developing the East African market by providing highly competitive engineering solutions.

I have personally been in this business for over a decade, this has allowed me to be part of the major port and marine infrastructure growth in Tanzania and East Africa. In this period I have seen the vibrant growth in demand towards the services PMSL offers. As far as our company is concerned, I have always preferred keeping a low profile. Being the biggest has never been an issue; I have rather always been a strong believer in following the road of quality and service.

Lately, I have embraced and developed more and more in this specific business industry which is highly competitive in East Africa. This is a challenging sector where the stakes are very high and where you can only be successful when your business ethics and culture radiates nothing short of excellent service and offers quality products. Our work ranges from the most modern technology, such as automating systems by and supply of heavy duty machineries.

We treasure our customer relationship and as a result our sales development department is always looking for partners who can not only offer competitive prices but superior services and diverse product line.

PMSL is committed to providing a true **one-stop shop** experience and continually strives for operational excellence through innovative business practices and never-ending measured improvements.

Below you will find a list of your renowned partners in the industry, clearly identifying our strength.

We started with an aim of being a reputed company in 2014, and I am proud to say that together with the support and hard work of my team, we have achieved success and gained trust from our suppliers, partners and in the market.

VOICE OF THE CUSTOMER

At PMSL we always focus on the voice of the customer, which helps us understand business and needs. We analyze your information and give practical business solutions. We add our expertise, knowledge and experience to develop a winning solution that will allow you OUR customer to be successful in your projects.

KEY CUSTOMER

- ALISTAIR GROUP
- ASCO
- AFRICA BOLLORE LOGISTIC
- EXPORT TRADING CARGO (ETC)
- EXPORT TRADING Co. LIMITED (ETG)
- SCANIA TANZANIA LIMITED
- TANZANIA ELECTRICAL MECHANICAL ELECTRONIC AGENCY (TEMESA)
- TANZANIA PACIFIC LOGISTICS LIMITED
- TANZANIA PORTS AUTHORITY (TPA)
- ZANZIBAR PORTS CORPORATION (ZPC)

OUR AIM

Your operators will be fully trained by our engineering team allowing you to manage your basic maintenance and the equipment will be highly commissioned with our technical support team. In an event of major failure or down time, our service department will be available to provide time and cost saving assistance.

OUR GOAL

To be an East African supply chain provider proposing secured "intelligent" and "alternative" 360° solutions to our customers, and being recognized as excellent in the eyes of the customers, employees and the other important stakeholders of the organization.

COMPETITIVE ADVANTAGES

- Attractive prices
- Suitable and appropriate service and delivery
- Customer first approach
- Trusted and reliable products
- OSHA Certified Management



PORT MARINE SOLUTIONS LIMITED

P.O. Box 20966, Plot / House No: 72/11

Gerezani, Dar Es Salaam, Tanzania

t: +255 22 2112090

c: +255 754 050505

e: info@portmarinesolutions.com

w: <http://www.portmarinesolutions.com>

