



**Even though society was still in a full lockdown when 2021 started, it was business as usual for the maritime business services industry due to their role in keeping ports and supply chains operational. The Rotterdam Maritime Services Community (RMSC) looks back on an interesting year full of inspiring events and beautiful interactions.**

Over the course of the year we organised various webinars about the superyacht industry, legal

perspectives on vulnerabilities in the maritime industry (also published as a podcast) and two on autonomous shipping.

Due to COVID-19 restrictions, we went digital for online matchmaking during SMM Hamburg and the Project Cargo Summit. This proved to be valuable for the promotion of the regional cluster of maritime business services providers towards international companies.

# OVERVIEW 2021

## ROTTERDAM MARITIME SERVICES COMMUNITY

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### FACTS & FIGURES 2021

**RMSC**

53 members



6 new members



18 membership activities



- 6 webinars
- 2 digital trade fairs
- 4 in person events
- 6 knowledge sharing events





Strengthen your network and become a member of the Rotterdam Maritime Business Services Community.

Putting maritime business services on the map

During 2021 the RMSC intensified the cooperation with the Rotterdam Maritime Capital of Europe (RMCoE) network. Aimed at strengthening the overall strategy via deep dives with governmental institutes and leading to adjustments accordingly.

Together we showcased the regional cluster of maritime business services on several occasions. Including international promotion and extensive (online) marketing campaigns targeted at promising maritime hotspots. Culminating in two interesting webinars, one with the Singapore Shipping Association and the other about “Let’s Talk autonomous shipping”.

To emphasise and specify the importance of maritime business services in accelerating developments towards sustainable shipping we maintained and strengthened close interactions with the Netherlands Forum Smart Shipping (SMASH!), Dutch Shipbrokers Association, Maritime Delta, Erasmus University, PortXL and YoungShip Rotterdam.

Ed van Aalst

“THE RMSC IS THE BINDING FACTOR BETWEEN THE BUSINESS SERVICES PROVIDERS. A STRONG NETWORK OF LIKEMINDED PROFESSIONALS OPEN TO COOPERATION.”



Connecting the industry

Being the RMSC, networking opportunities remained important. So, when COVID-19 restrictions were eased we directly organised a “Walk & Talk” outdoor networking event. This was highly valued by our members. Next to this we were able to meet in-person during the summer event in the Merwe4Haven district and during the Pubquiz at Golfclub Kralingen. The Europort Business Lunch provided excellent conditions for combining networking with business meetings.

Though knowledge sharing was mostly done online, we made sure to create opportunities for members to connect to other areas of the maritime industry. Various members advised PortXL start-ups and

scale-ups during a dedicated meeting for example. In addition we connected academia and industry during the 2021 conference of the International Association of Maritime Economists.

We also put emphasis on promoting the maritime business services industry towards young professionals. Young RMSC has organised the sustainable shipping case for ShipCon 2021, our member Friday & Co won the Young Corporation Award and the network of Young RMSC grew.

Pieter van den Burg

“CONNECTING PEOPLE WILL STAY IMPORTANT, AND RMSC PLAYS THEIR ROLE WELL.”

Networking opportunities

- Walk and talk
- Summer drinks after the general assembly
- Business lunch Europort
- Pubquiz

LINKEDIN  
50% growth  
in followers

88,205 total views

56,000 unique views

3,846 clicks

1.638 reactions



WEBSITE

8,562 visitors

22,057 pageviews

10,960 sessions

5,029 visits membership directory







Visit [www.rotterdammaritimeservices.com](http://www.rotterdammaritimeservices.com) to learn more about membership opportunities.



## Strengthening the community

As a community we were able to grow as well. Apart from strengthening ties within, we increased exposure for individual members and their representatives, attract new members and realised a broader membership representation at events. The new branding, that was introduced early 2021, helped to give a clear focus. Last but not least, the board welcomed two new enthusiastic members.

Although 2021 was a challenging year, we can say the RMSC has gained its place in the regional maritime ecosystem of Rotterdam.

For 2022 we look forward to deepen the relationship with the members and expand the community. With that, we can strengthen and maintain the role of maritime business services providers as facilitators and accelerators of sustainable growth for the entire maritime cluster.

## WE STRIVE TO

- Strengthen the position of the regional maritime business services industry;
- Provide additional value to the regional cluster of maritime business services providers;
- Create exposure for the industry and our members in the (international) arena;
- Facilitate and intensify connections between business services providers, individual maritime sectors, governments and knowledge institutions;
- Develop and distribute specific industry knowledge;
- Attract and retain talent for the maritime business services cluster.

## Roderick Post

"BE BOLD AND PROUD OF THIS UNIQUE COMMUNITY, AND PROMOTE IT MORE EXTENSIVELY WITH ALL ITS DIFFERENT SECTORS."

## Rotterdam Maritime Services Community

The Rotterdam Maritime Services Community (RMSC) is a strong network of maritime business services providers. We create exposure for our members and represent industry interests.

In addition we develop expert knowledge. In close cooperation with relevant knowledge institutions, governments, and adjacent trade associations. By doing so, we help to strengthen and support the entire Dutch maritime cluster and attract as well as retain talent.

We utilise new and existing markets. This provides valuable opportunities for the region to present itself as the international frontrunner for maritime business services. As well as being an attractive place of residence for every type of maritime business.

## (Inter)national promotion and (online) matchmaking

- Project Cargo Summit
- SMM Hamburg
- IAME Industry meets science
- Mare Forum – cooperation RMSC members
- PortXL meets RMSC
- ShipCon case (Young RMSC)
- Nanyang Technical University – Erasmus UPT exchange programme
- Rotterdam Maritime Board – Industry deep dive
- Ministry of Infrastructure and Water Management - Current affairs lecture



## Webinars

- Opportunities and challenges for the superyacht sector
- Autonomous shipping, the maritime services perspective
- Vulnerabilities in the maritime industry: corruption
- Singapore – Rotterdam – Maritime clusters connected
- Online masterclass autonomous shipping
- Working across generations (Young RMSC)

## MAILBLASTS

10 newsletters



22 direct mails



Subscribe to the newsletter and receive our latest updates and exclusive events.



Stay up to date about relevant developments for the maritime business services industry and follow our LinkedIn company page: @Rotterdam Maritime Services Community.

## CONTACT

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