

RMSC

YOUR GATEWAY TO
MARITIME BUSINESS



HIGHLIGHTS 2023

ROTTERDAM MARITIME SERVICES COMMUNITY



A SUCCESSFUL YEAR FOR RMSC

2023 was a successful year for the Rotterdam Maritime Services Community: we welcomed our 70th (!) member, which shows that the community is seen as a valuable asset. We promoted the Rotterdam maritime business services cluster during international trade missions to both Singapore and London. Two of the most important maritime cities in the world (next to Rotterdam of course). During Europort, in our home town Rotterdam, we made our mark with multiple activities; as co-host of the Ship Finance Pavilion, the business lunch, panel participation at Mare Forum, a table at the Maritime Awards Gala, and the Young Professionals seminar.

In total, in and around our port, we organised 15 events, with a focus on knowledge sharing, networking and connecting the different sectors of the maritime ecosystem. Read all about it in this highlights folder 2023.

Activities & Events - Networking

Traditionally, we hosted the New Years Event at the last Thursday of January, in the iconic and transformed Heineken brewery. Maritime business enthusiasts gathered and heard the plans for 2023.

FACTS & FIGURES 2023

RMSC

70 members

5 new members

15 membership activities





RMSC CO-ORGANISED TWO SEMINARS AT THE ERASMUS UNIVERSITY THIS YEAR

We co-organised two seminars at the Erasmus University this year. The first with the topic about the growing need for operational Cyber Security, and the second on the recently allowed Electronic Bills of Lading. Both were co-organised with other maritime and port organisations: the Royal Association of Netherlands Shipowners, the Dutch Shipbrokers Association, Dutch Transport Law Association and the Rotterdam branch of the Institute of Chartered Shipbrokers. Both events were well attended by over 100 people and with speakers from international organisations!

Informal networking was facilitated through business lunches at Breakbulk Europe in May, and during Europort in November. Having these large international events in Rotterdam, provides great opportunities for the members of RMSC to connect with industry peers and clients in an informal setting.

Presence at other events also aided to connect the “invisible but indispensable” maritime business services cluster to the more visible companies. For example, at CHIO, traditionally a great place for connections. Or during the PortXL meets RMSC gathering, where our members helped the participating start- and scale-ups to a head-start with important considerations for growing a business.

At the smaller RMSC Community Lunches, groups of members got together to get to know each other better, in an informal setting at a typical Rotterdam location. A new event, definitely worth it according to the first attendants.

International Promotion

Being a proud and active partner in the Rotterdam Maritime Capital of Europe network, RMSC has made progress on the international profiling of the sector;

LINKEDIN

75,000 views

436 new followers

4,055 interactions

101 posts



Marcel Verhagen – UNUM

"THE RMSC IS A SUPERB PLATFORM TO PROMOTE AND CONNECT THE SERVICE PROVIDERS LOCALLY AND ABROAD, LIKE WE DID TOGETHER IN LONDON"

it was possible to expand our reach even further. This year, we joined the Rotterdam Trade Mission to Singapore.

During the Singapore Maritime Week in April, we presented the cluster, made valuable connections with the Singapore Shipping Association, our counterpart on the other side of the world, and our own Linda Treuman shared knowledge on the developments during the business seminar. A great week, connecting internationally, and with the trade mission partners even further.

Closer to home we also participated in the London International Shipping Week (LISW). After two successful previous editions, this year, we were asked to co-organise the Trade Mission of the RVO. Through this cooperation, we helped organise a three day trade mission. With the highlight for RMSC being the lunch session on compliance. A full house of companies got to hear the different speakers about how Dutch companies handle increasingly complex rules and regulations. A great discussion followed with the Dutch companies that joined the trade mission.

Although in Rotterdam, the Europort exhibition is considered an international event as well: with more than 24.000 visitors. Therefore, it also was a highlight week for RMSC; We started with the first-ever RMSC table at the Maritime Awards Gala

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.



WEBSITE

8,630 users

43,323 pageviews

7.45 interactions
per session

4,179 visits company
profiles



KNOWLEDGE SHARING AND NETWORKING

- New Year's Reception
- Singapore Maritime Week
- Breakbulk Business Lunch
- "Incident analysis" at Simwave
- Trade mission London
- International Shipping Week
- Cyber Security
- E-bills of Lading
- Maritime Awards Gala
- Europort Ship Finance Pavilion
- Mare Forum Ship Finance
- Europort Business Lunch
- Community Lunches
- Trendsession the importance of your network
- PortXL meets RMSC



and were able to co-host the Ship Finance Pavilion, together with Europort, KVNK and NMT. Our own business lunch at the Rotterdam-street was a joy of recognition for the members. Young RMSC representative Marc Buijs, was the moderator of the seminar we hosted together with YoungShip Rotterdam. The seminar focussed on how to attract and retain talent for our beautiful industry. All and all, again a full week of showing the diverse nature of the maritime business services.

Next to these full blown events we also organised smaller promotional elements. Including interviews with different research institutes, for example with one of the co-writers of the MENON Report

Ed van Aalst – ABN Amro

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

6 newsletters

17 direct mails



MAILBLASTS



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on leading maritime cities and the connection with both city and provincial governments. All to shine a light on the importance of the cluster of maritime business services in our city.

Knowledge Sharing

As mentioned, one of the main focusses of RMSC is the focus on content and sharing knowledge. Therefore we host events with a content-element, give the floor to members with expert opinions and actively ask for speakers from our network. This year, we expanded the RMSC Expert Overviews, and were also asked by the Rotterdam network to deliver experts for short videos, for example on autonomous shipping.

Young Professionals

As the sector is has a lot on offer, international by nature, broadly oriented, highly focussed on sustainability developments and both technical and commercial challenging, it is of upmost importance to attract and retain talent for the business services. In 2023 we organized another Trend session, this time on the importance of your network; with a true sector-influencer, Liana Engibarjan, Peter Goedvolk and Young Port Talent Tomas vd Maarel amongst others. A great cooperation again and held in the heart of the Rotterdam Maritime Capital.

Young professionals were explicitly asked to join all the networking events this year, and with both this

trend session and the seminar during Europort, we also held events specifically for the young pros.

Marc Buijs is member of the Young Maritime Board and this year the YMB conducted a research on how to keep young talent attached to the maritime sector. Five elements were mentioned by the respondents as most important; Possibilities for Personal Development, More focus on Diversity and Conservatism, Promote Innovation and Sustainability, Focus on positive characterizing to enhance the Image of the Sector and Enhance Networking amongst peers.

INSPIRATION FOR YOUNG PROFESSIONALS

- Trendsession 'Importance of networking'
- Europort Seminar 'Energizing Young Professionals'



Roderick Post – Post & Co

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



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

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