



AVS Marine Technology
Covering the World
 AVS Global provides global supply and catering service for ships at more than 1400 ports in more than 100 countries. **PAGE →10**



Entech&Semar: Advantageous position in the European market **PAGE →14**

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May the industry feel at ease! The Ministry of Maritime is standing in its original position even stronger

Mehmet Cahit Turhan, Republic of Turkey The Minister of Transportation and Infrastructure, answering the questions of 7 Deniz Magazine, gave special statements for our magazine. "Maritime has prospered and developed much more rapidly during the process after the year 2011. In spite of all the negativities globally... Although now the name of our ministry is the Ministry of Transportation and Infrastructure, maritime industry continues to keep its importance within the ministry. Even more, it has more importance. May the industry feel at ease. Ministry of Maritime is standing stronger in its original position. **PAGE →2**

Continuity in the state is essential

If the project is started, the sector will move up well in the next 10 years. It will be an important point and the beginning of the state's support for maritime business after 1980's **PAGE →4**



Sanmar is a world brand in advanced technology projects
 Sanmar Shipyards Board Member Ali Gürün, Mechanical Engineer MSc, states: "Turkey has become a country, which can build special purpose, advanced technology and high commercial value vessels." **PAGE →8**



We continue to explore new markets **PAGE →12**



The one and only maritime cluster of Turkey "HISER"

HISER Turkish Maritime Cluster, which started their activities in June 2017 within Teknopark Istanbul Co. Inc. consisting of highly experienced companies, is the first and sole maritime cluster of Turkey. **PAGE →6**

AVS Marine Technology Covering the world



AVS Global Ship Supply, serving both in various maritime industry fields and worldwide with their experience over 30 years, is setting the bar high day by day. While being a local supplier in the industry in their early years and reaching initially national position and there after the global supplier position in the recent past, AVS Global provides global supply and catering service for ships at more than 1400 ports in more than 100 countries. On the other hand, by the AVS Marine Technology under the umbrella of AVS Global Ship Supply and Management S.A, radical Solutions for the maritime industry's informatics requirement are being created as well. At the current stage they achieved as a result of their endeavor, accumulation and experience over the years, they have justified pride of being able to serve not only to the Turkish shipowners, but also to the foreigner shipowners and ship management companies.



Abdülvahit Şimşek,
Chairman, AVS Global Ship
Supply and Management

We came together with Abdülvahit Şimşek, the Chairman of the Board AVS Global Ship Supply and Management S.A in order to get information regarding the services they provide.

Can you talk about the services provided by AVS Marine Technology under the umbrella of AVS Global Ship Supply?

Now everything in maritime industry advances in direct promotion to technology. The you adapt your own services, the better your company becomes. In this sense, we have created a department. In this department, we have started to produce such as telecommunication, maritime softwares and satellite communication. At the same time, we have started to provide IT service for our own clients. We provide technical support from a to z regarding the IT of the ships. Currently there are 17 employee in our IT department from

software specialists to IT technicians. We employ specialists in informatics of all descriptions. In this regard, we have the biggest team in Turkey.

WE REACHED 225 SHIPS IN 8 MONTHS

AVS Marine Technology stands on three trivets as of satellite communication, software and IT support. Can you explain this trivet and its advantages for the user?

We are a highly new firm. Although we are new, we have gained acceleration. We carry out our projects jointly with an English firm. We have had a business partnership with them for a year. We were able to deliver our services to 225 vessels in a short span of 8 months' time. As for the advantages, the first advantage is the fee. We don't give a lot of importance to the profit side. Customer satisfaction is extremely important for us.

SeaHub, which is in high demand, is a ship management program and it appeals to the shipowners. The ships have

incredibly much paperworks. The office has to have a copy of the document. We eliminate the folder transfer task with our program.

Thus the process becomes paperless. It is a program approved by Class NK. Human errors are eliminated with this program, too. Thanks to our program, errors in the forms are terminated. We try to prevent human-driven errors. Our program gives a warning to the seafarer automatically when there is an error while he fills out the form. In Turkey there are 170 ships and 30 shipowners using this program. SeaHub, works in the ships called as planned maintenance, all registries in the system are kept with this program. With this program, all of the previous registries kept can be seen. We are in a continuous development within this software. In the near We aim to make it available for usage not only in computers, but also in mobile phones and tablets anytime soon.

25 THOUSAND USERS ACROSS THE WORLD

Apart from the software, we have the Satellite Communication and Telecommunication Department. In the Satellite Communication Department, we provide global-regional data and audio solutions. We serve our clients in relation to equipment and airtime. In our Telecommunication Department, we produced a sim card called Sim4crew. This is our exclusive product. There is such a rule in maritime; our seafarers buy and use the most affordable and valid sim card of the country, whichever country they arrive. An idea came into our mind and we asked ourselves why we don't produce a sim card covering the whole world. You can make a voice call or surf on the internet with this sim card. We have 25 thousand users worldwide.

We have made it convenient for our seafarers by making our sim card valid for 45 days.

WE WILL PRESENT THE VESTRA MARKETING ROBOT TO THE SUPPLIERS AT THE WORLD PORTS

On the other hand, our Vestra Marketing Robot does the work of AVS single handedly. This robot scans the world ports we choose. It sends a welcoming message to the ports it finds by scanning. Afterwards, it asks whether they are in need of something. It automatically communicates with the captains. As soon as the captain responds, our colleagues step in and they receive order from the captains. We are starting to make developments in the Vestra Marketing Robot as well. There are 40 thousand vessels and accesses are available within the body of Vestra Marketing Robot and we have been using it for 2,5 years. Later on, we aim to present the Vestra Marketing Robot to the suppliers at the world ports as well. We cover the entire world.

LIMITLESS AND NONQUOTA INTERNET SERVICE IN FAR ROUTES

What would you like to tell about the informatics requirement of the maritime industry?

Frankly speaking, the ships have just recently attained internet. Now nonquota and limitless internet is being preferred. We transferred to this in 10 years on land, however, it has been started in the last 2-3 years in ships. A complete digitalization lays in the future of this business. The companies, who implemented the digitalization in to their fleet, have significant advantages. Imagine a fleet, which decreases its fuel amount to %7. This provides a substantial price advantage.