

# A Greek maritime tech company offers a digital marketplace connecting ship management companies with maritime service providers

## Summary

Profile type

**Business Offer**

Company's country

**Greece**

POD reference

**BOGR20250823002**

Profile status

**PUBLISHED**

Type of partnership

**Commercial agreement**

Targeted countries

**• World**

Contact Person

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Term of validity

**27 Aug 2025****27 Aug 2026**

Last update

**27 Aug 2025**

## General Information

### Short summary

A maritime startup headquartered in Greece has developed a specialized B2B procurement platform tailored for ship management firms and verified maritime service providers worldwide. The platform streamlines operations by allowing instant posting of service requests, automated matching with qualified providers, and transparent offer ranking. The company is looking to establish commercial agreements with ship management companies and service providers to grow its international network.

### Full description

The Greek startup was established in 2020 by a team of young professionals who have dealt with marine service arrangements for several years. The company has developed a purpose-built digital platform transforming how vessel-related services are sourced and delivered. Designed for the unique needs of the maritime industry, the platform acts as a secure, centralized hub where ship management companies can submit service requests for vessels in any global port, instantly match with pre-vetted service providers meeting the service, port, and compliance criteria, receive ranked offers based on price and document completeness, and communicate directly with technical experts, instead of call centers.

The idea behind their project derives from the ample room for improvement in terms of quality and efficiency that

exists today in the marine technical service environment, both for ship owners/managers and service suppliers. Their online marketplace is bridging the gap between marine service suppliers and ship owners/managers. Ship managers enjoy time-efficient, simple, and organized technical service arrangements, while service suppliers gain increased visibility and improved workflows from enquiry receipt until the execution of service.

For ship management companies, the service is completely free of charge, streamlining procurement processes, reducing operational bottlenecks, and ensuring rapid access to quality service providers even in urgent or underserved ports. Apart from having a complete database with the technical details of all ships' machinery, they can expect improved service quality based on the platform's review and supplier scoring system. The bidding process that takes place before selecting a service offer allows for more competitive offers and a greater variety of service suppliers to choose from. Finally, by reviewing data accumulated in the platform, ship management companies get insights into maintenance costs, and also compare results between ships and equipment.

For service providers, the platform gives easy access to key decision-makers, the chance to join international tenders, and built-in tools to show their compliance documents. This helps them become more visible and achieve a higher ranking. This gives them access to ship owners and managers who are often difficult or costly to reach. It also helps reduce the time required for service arrangements, while ensuring the process remains transparent and well-controlled. The platform's automated workflows and bidding data provide insights into competitors, enabling providers to refine their offers. Moreover, by analyzing data generated through the platform, they can enhance their services, better identify customer needs, and expand their business by increasing service volumes.

Additional platform benefits are the ISO 27001-certified infrastructure hosted on AWS, dedicated account management for proactive operational support, and an in-house development team for feature adaptation to client needs.

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#### Advantages and innovations

The platform ensures quality and efficiency, reduces the time required to arrange service, and enhances visibility through a simple and automated platform. Main advantages are the specialized maritime focus, ensuring relevance and high-quality connections, the speed, since first offers are typically received within four hours of posting, the operational visibility with live monitoring of request progress with proactive intervention if needed, the security & reliability with enterprise-grade hosting and compliance with ISO 27001, and the scalable adaptation with custom dashboards and KPIs available.

Ship management companies benefit from free access to a streamlined procurement process, faster connection to qualified providers, improved service quality through reviews and scoring, more competitive offers via bidding, and valuable data insights for cost control and performance benchmarking.

Service providers benefit from direct access to decision-makers, global tender opportunities, enhanced visibility and ranking, streamlined and transparent service arrangements, competitive insights from bidding data, and actionable analytics to improve services and grow business.

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#### Technical specification or expertise sought

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#### Stage of development

**Already on the market**

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#### Sustainable Development goals

**• Goal 17: Partnerships to achieve the Goal**

IPR Status

IPR Notes

## Partner Sought

Expected role of the partner

The potential partners are ship management companies, technical managers in cruise lines, ferry and shipping operators, fleet technical managers, fleet coordinators, and maritime service providers aiming for international expansion. Regarding the role of a partner, for ship management companies, they could adopt the platform for daily service procurement.

For service providers, they would respond to relevant service requests and maintain updated compliance documentation.

Type of partnership

**Commercial agreement**

Type and size of the partner

- **SME 11-49**
- **SME 50 - 249**
- **Big company**

## Dissemination

Technology keywords

Market keywords

- **09003007 - Other services (not elsewhere classified)**
- **09001007 - Other transportation**

Targeted countries

- **World**

Sector groups involved