



PURCHASE POWER

Josh Richardson suggests delegating the purchasing process for all your tender and toy needs to a specialist

As yachts become ever larger and need a bigger inventory of toys and leisure products on board to remain competitive in the charter market the purchasing process becomes even harder for build teams and crews to manage. Especially in the latter stages of a build when everything is coming together and operational processes need to be established.

The quoting process can be a huge job for a yacht even with a team involved. Management companies often require three quotes to be returned and the time taken to research items, discuss specifications, find the best prices, check availability etc takes up a large amount of time. Then, once the purchasing starts, if all items are coming from different suppliers this entails an enormous amount of work: getting approvals for separate invoices, ordering, processing invoices, chasing, checking deliveries, finding substitutes when informed of a lack of availability and dealing with inevitable shipping issues.

Superyacht Tenders and Toys (SYTT) can take a lot of the work and stress involved in the purchasing process away from the yacht. They offer a go-to contact specialising in all garage equipment to include tenders, toys, watersports kit, safety equipment

and deck gear. SYTT can help with the decision-making process, simplify invoicing to assist with getting approvals, source alternatives, group together delivery so that everything arrives together at the yacht at an agreed time to suit the crew and handle all after-sales enquiries and warranty claims.

The tender is one of the highest value owner's supply items on board but for owners and owners' representatives this can be an overwhelming and confusing item to specify. More and more manufacturers are seeing the superyacht market as a lucrative one to enter and with so many different brands and models for RIBS, SOLAS tenders, limousine tenders, chase boats and landing crafts there are hundreds of options. However, only a minority of these would be recommended for use on a superyacht. SYTT excel in knowing who can deliver the right quality tender, within the given timescales and for the right price.

There is a suitable builder for every budget and brief but matching owners' expectations with builders' capabilities takes in-depth knowledge of the market place and years of experience. SYTT handles the purchasing of these high-value items daily; negotiating contracts, specifications, regular on-site supervision and inspections and pre-

delivery inspections. SYTT can propose all suitable tender options at a lower price to that offered by builders directly and give considerable added value.

At the end of the day, most decisions are driven by price but many people wrongly assume that if they are using a specialist company to purchase from then the prices will be higher. SYTT expect to have pricing scrutinised and prices are always less than those quoted directly by the manufacturer. They also offer invaluable assistance at all stages of the purchasing process and for the lifetime of the goods. After-sales assistance is provided at no extra cost, whether this be arranging to repair your Freestyle yacht slide, sourcing spare parts for a jetski, organising warranty repairs on a tender, or liaising over replacement cushions due to stiletto damage.

The world of purchasing on a superyacht is a complex and time-consuming process that requires a huge amount of market knowledge, time and organisation. By delegating this to a specialist company you can increase your efficiency, utilise purchasing power and get a much better overall result for the yacht and the owner.

For more details Tel: +44 2380 016 363 or visit www.superyachtendersandtoys.com