



UPWARD TRAJECTORY



NBS talk us through the company's development
and its commitment to excellence



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NBS Maritime is a leading maritime company, specialised in ship and offshore supply and maritime communications. The company was incorporated in 2009 and in just a few years' time, it achieved rapid growth thanks to its operational excellence and very competitive terms.

Headquartered in Bulgaria, NBS Maritime now has a network of offices in Bulgaria, Romania and Turkey. The branch office of the company in Romania was established in 2013, and in 2015 NBS Ship Supply was launched in Turkey. With some projects already underway, the company is planning to commence operations in other key maritime locations by the end of the year.

NBS Maritime has been an IMPA member since 2011, ISSA member and certified to ISO 9001:2008. The operating principles that guide the NBS business conduct are partnership, reliability and flexibility. Two divisions operate within the company: ship and offshore supply and mobile satellite communications.

The ship and offshore supply portfolio includes the complete range of goods required onboard: provisions, bonded stores, cabin stores, deck and engine stores, etc. Since 2011 NBS Maritime has been an official representative of Chugoku Marine Paints for Bulgaria and Romania. In 2015, the company became part of the distribution network of another leading maritime brand – Marichem Marigases.

With extensive experience in the offshore sector, NBS Maritime is a long-term partner and approved supplier for some offshore platforms positioned in the region. The procurement strategy of the company is based on strategic sourcing of supplies both locally and globally. In the Black Sea region, there is an excellent combination of products with EU quality and very competitive rates. Furthermore, operating in several near-by locations enables NBS Maritime to select from a wider range of producers.

In return, NBS customers benefit from high-quality products, and due to the high volume of purchasing, these products are provided at the most competitive prices. The company is a large stockholder and wholesaler of IMPA

catalogue items. With quality as one of the key factors for product selection, NBS Maritime has in place a strict screening process for vendors and manufacturers, as well as an internal quality management system. This system ensures top-level service at all covered locations.

The mobile satellite communications division of the company, branded as NBS Communications, offers complete communication solutions for vessels, military and government and land users in remote areas via the global satellite networks of Inmarsat, Iridium and Thuraya. NBS Communications provides Accounting Authority under seven AAIC codes for over 40 flags as well as Inmarsat Point of Service Activation for over 100 countries. NBS team is specialised in maritime communications and is focused on solutions, which provide efficiency, flexibility, speed and cost optimisation to the client. By analysing the business requirements, NBS experts identify the best-fit solutions for each customer.

In April, NBS Maritime underwent a complete rebranding program. The rebranding was launched together with a new corporate website and logo. Previously operating under the name of Navibulgar Services, the company was renamed NBS Maritime.

This important step was the result of a need for a simplified and fresh brand to unite the expanding operations of the company in new locations, and to reflect the new era in the company development – NBS global ship and offshore supply, serving vessels and oil rigs worldwide.

The new global brand, NBS Maritime combines tradition and commitment. The abbreviation NBS, derived from NaviBulgar Services represents NBS Maritime's values and its legacy. It will continue to operate according to the highest standards of business conduct. The second part of the new brand reflects the company's commitment to the maritime sector.

Article written by Ms Petya Ivanova (Marketing and Communications Manager) and Mr. Alexander Alexandrov (Managing Director) on behalf of NBS Maritime.