

## Supplier Application form

## General information about Incentra SA

Incentra is a procurement organization owned by Norwegian ship owners and ship managers. We work to establish and manage long term framework agreements with quality suppliers for spares, service, and consumables used for global operation of our members' marine vessels. We provide framework agreements, HSEQ audits of the suppliers and provide an arena for networking and exchange of maritime competence, quality, and efficiency. Incentra SA was founded in 1967 and operates as a cooperative society. Incentra's member companies are ship- and rig owners / managers with all or most of its operation / procurement-activities managed and run from Norway. We have about 35 reputable companies as members with about 900 vessels in operation all over the globe, in addition to a newbuilding portfolio. It is expected that Incentra members contribute to the organization and seek to do business with its suppliers. Total turnover in the agreements is approx. NOK 1.2 bill (2020 figures)

Incentra's administration works closely with the members and suppliers to obtain optimal terms and conditions at a minimum of cost for the individual member. The organization is selective in choosing product areas. Each framework agreement is a result of thorough research and evaluation of each supplier's ability to comply with the quality standards required by the members. A close co-operation and open communication build good and long-term relations for both members and suppliers.

## The Incentra supplier application process:

Incentra's members are ship owners and management companies. Suppliers will have to apply to become a supplier to the Incentra members. The decision on which suppliers/product segments Incentra SA is to focus on is decided by the Incentra members. The supplier application is evaluated at the annual member council meeting in September. If the Incentra members accept the application, the Negotiation Committee is given a mandate to invite the supplier to negotiations. All agreements must be approved by the Incentra Board.

For the application to be considered at member council, below information must be submitted to the Incentra administration by the end of May within the same year.

Email address for sending the application: [postmaster@incentra.no](mailto:postmaster@incentra.no)

## Supplier Application form

## Application Information:

|                     |  |               |  |
|---------------------|--|---------------|--|
| <b>Company name</b> |  | <b>Org No</b> |  |
| Postal address      |  |               |  |
| Place               |  | ZIP code      |  |
| Visiting address    |  |               |  |
| Country             |  |               |  |
| Telephone Number    |  |               |  |
| Contact person      |  | E-mail        |  |
| Web site            |  |               |  |
| Man. Director       |  |               |  |
| Sales Manager:      |  |               |  |
| QA system           |  |               |  |

## Company Information:

|                  |  |
|------------------|--|
| Product segments |  |
| Service segments |  |

| The applicant annual turnover towards the Incentra members: |                      |                      |                           |                 |
|---|----------------------|----------------------|---------------------------|-----------------|
| <b>Incentra member</b>                                      | <b>Turnover 2020</b> | <b>Turnover 2021</b> | <b>Potential turnover</b> | <b>Comments</b> |
| Aker BioMarine Antarctic AS                                 |                      |                      |                           |                 |
| Awilco LNG Technical Management AS                          |                      |                      |                           |                 |
| Awilco Technical Services AS                                |                      |                      |                           |                 |
| - Awilco Drilling Ltd                                       |                      |                      |                           |                 |
| Bourbon Offshore Norway AS                                  |                      |                      |                           |                 |
| Color Line Marine AS  |                      |                      |                           |                 |
| DeepOcean AS  |                      |                      |                           |                 |
| - DeepOcean De Mexico S De RL De                            |                      |                      |                           |                 |
| - DOMX S. DE R.L. DE C.V                                    |                      |                      |                           |                 |
| Dof Management AS   |                      |                      |                           |                 |
| - Dof Brazil Norskan Offshore Ltda                          |                      |                      |                           |                 |
| - Dof Management APAC, Singapore                            |                      |                      |                           |                 |
| - Dof UK Ltd, C/O Dof Management                            |                      |                      |                           |                 |
| Dolphin Drilling AS   |                      |                      |                           |                 |
| - Dolphin Drilling Ltd                                      |                      |                      |                           |                 |
| Eidesvik AS   |                      |                      |                           |                 |
| Fred. Olsen Windcarrier AS                                  |                      |                      |                           |                 |

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| Incentra member                               | Turnover 2019 | Turnover 2019 | Potential turnover | Comments |
|---|---------------|---------------|--------------------|----------|
| Grieg Star AS                                 |               |               |                    |          |
| Havila Holding AS (Corporate)                 |               |               |                    |          |
| - Fjord1 ASA                                  |               |               |                    |          |
| - The Fjords DA                               |               |               |                    |          |
| - Havila Kystruten Operations AS              |               |               |                    |          |
| - Havila Shipping ASA                         |               |               |                    |          |
| - Skansi Offshore PF                          |               |               |                    |          |
| - Volstad Maritime AS                         |               |               |                    |          |
| Høegh LNG Fleet Management AS                 |               |               |                    |          |
| Intership AS                                  |               |               |                    |          |
| Klaveness Ship Management AS                  |               |               |                    |          |
| Knutsen OAS Shipping AS                       |               |               |                    |          |
| Norled AS                                     |               |               |                    |          |
| Ocean Operations AS                           |               |               |                    |          |
| Odfjell Management AS                         |               |               |                    |          |
| - Flumar Transportes de Qiumicos e Gases Ltda |               |               |                    |          |
| Olympic Shipping AS                           |               |               |                    |          |
| OSM Maritime Group AS                         |               |               |                    |          |
| - OSM Ship Management Singapore               |               |               |                    |          |
| - OSM Bergen AS                               |               |               |                    |          |
| - OSM Offshore Bergen AS                      |               |               |                    |          |
| - Vestland Management AS                      |               |               |                    |          |
| PGS Geophysical AS                            |               |               |                    |          |
| REM Maritime AS                               |               |               |                    |          |
| Remøy Management AS                           |               |               |                    |          |
| Seatrans Ship Management AS                   |               |               |                    |          |
| Siem Offshore AS                              |               |               |                    |          |
| Simon Møkster Shipping AS                     |               |               |                    |          |
| Solvang ASA                                   |               |               |                    |          |
| Stenersen AS (Rederiet)                       |               |               |                    |          |
| Tidewater Marine AS                           |               |               |                    |          |
| Transpetrol TM AS                             |               |               |                    |          |
| Utkilen AS                                    |               |               |                    |          |
| Westfal-Larsen Management AS                  |               |               |                    |          |
| Østensjø Rederi AS                            |               |               |                    |          |



Supplier Application form

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Place/date

.....  
Signature Sales Manager/Man Dir.

Application to be returned to [postmaster@incentra.no](mailto:postmaster@incentra.no)

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| Incentra SA<br>Storgata 8<br>0155 OSLO<br>Tel: +47 22424870<br>Office email:<br><a href="mailto:postmaster@incentra.no">postmaster@incentra.no</a><br><a href="http://www.incentra.no">www.incentra.no</a> |
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