

Business Communications for a Marine Investment Firm

For over 15 years, Marine Capital has assisted pension funds, family offices, sovereign wealth funds and high net worth individuals to understand, and gain access to, the global marine markets (from floating infrastructure to the merchant shipping fleet).

As an FCA authorised specialist marine asset manager with a team experienced in both the shipping and financial markets, Marine Capital is uniquely placed to direct institutional capital in this asset class.

Helping a global investment & advisory firm stay mobile.

Marine Capital Limited (MCL) is a shipping asset management specialist, providing direct shipping investment strategies for institutional investors.

With HQ in the UK and operations managing fleets and investments around the globe, MCL requires business communication freedom to ensure total mobility, fully managed by an experienced communications solutions provider who are able to:

- Offer more choice to allow better mobile working, using technology to improve employee productivity
- Provide a reliable direct working relationship with stakeholders to manage MCL's mobile estate
- Reduce overheads with adaptable business mobile plans
- Actively manage all Roaming costs
- Advise stakeholders with useful user trends and analysis

Mobile communications that are designed to meet business & user needs.

MCL's work requires business communications across corporate establishments to sovereign entities and high net-worth individuals with active investment portfolio management and advisory services.

MCL were keen to improve their operational efficiency and sought the assistance of Conosco's Business Mobile services (formerly known as Tancroft Communications) in 2017.

Our expert account manager undertook an in-depth investigation into the way their employees work, the technology suited to their needs, and proposed the best plans adapted to an evolving business

Unburdening the management of communications & roaming.

Our communications service and teams helped MCL with:

- Improved staff productivity and connectivity across the company, sites and clients
- Proactive management of Roaming bundles to suit business and user demands
- A dedicated Account Manager to report throughout the month on account usage to ensure better management of costs
- Customised billing and reporting data that help with cost control and predictability for better decision making

For over 2 years now, Conosco has been continually providing an economical and reliable service which gives MCL the flexibility and practicality they need.

MCL responds to investors more quickly, delivering world-class advisory services with Conosco's managed communications services.



"I would highly recommend Conosco for their tailored, highly efficient and reliable service for communications. They have saved us time and costs while offering a great bespoke mobile plan with more flexibility than dealing direct with the networks."

Prakash Panikker
COO
Marine Capital

