

**SKILLS FRAMEWORK FOR SEA TRANSPORT
TECHNICAL SKILLS AND COMPETENCIES (TSC) REFERENCE DOCUMENT**

TSC Category	Fleet Management					
TSC	Fleet Procurement					
TSC Description	Acquire ship fleets, either through purchase or charter, for the organisation as business assets to fulfil operational needs and shipping orders					
TSC Proficiency Description	Level 1	Level 2	Level 3	Level 4	Level 5	Level 6
			STP-FMT-3003-1.1	STP-FMT-4003-1.1	STP-FMT-5003-1.1	
			Manage supply and performance of ships to meet business needs	Oversee strategic sourcing projects for fleet procurement	Formulate organisation-wide fleet procurement direction to meet strategic and business needs	
Knowledge			<ul style="list-style-type: none"> Organisational procurement procedures and legal and ethical requirements Process of drawing up detailed specifications for fleet procurement Methods of sourcing for supplies and suppliers Negotiation methods Procurement contract terms and implications of non-compliance to contract Methods to monitor the performance of suppliers Types of ships 	<ul style="list-style-type: none"> Organisational procedures and legal and ethical requirements Procurement contract terms and implications of non-compliance to contract Methods to monitor the performance of suppliers Types of ships Methods to evaluate technical specifications of ships Factors to consider when evaluating ships 	<ul style="list-style-type: none"> Organisational procedures and legal and ethical requirements Contract terms and implications of non-compliance to contract Methods to monitor the performance of suppliers Types of ships Trends and developments in fleet procurement 	
Abilities			<ul style="list-style-type: none"> Analyse need for fleet procurement Analyse specifications of bids received Provide recommendations on fleet procurement Anticipate factors which may impact suppliers' performance and take corrective actions 	<ul style="list-style-type: none"> Undertake research to establish new innovations in fleet procurement approaches Develop organisation's strategic procurement plans Manage and guide high-level strategic sourcing projects Collaborate with suppliers on mitigation 	<ul style="list-style-type: none"> Formulate procurement strategies, policies and procedures Set targets and indicators for procurement strategies, policies and procedures Forecast funding requirements for procurements Refine procurement strategies 	

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			<ul style="list-style-type: none"> • Ensure compliance to terms and conditions of procurement contracts 	<p>strategies for high-risk procurements</p> <ul style="list-style-type: none"> • Review data and proposed process changes 	<ul style="list-style-type: none"> • Oversee mitigation strategies for organisation-wide procurement • Direct market research to identify innovations in fleet procurement 	
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