

Marine Roadside Assist



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Wimbledon will reportedly receive \$226 million without playing a single match in 2020 thanks to an ingenious insurance policy taken out almost 20 years ago.

-7 News, 2020

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What is Marine Roadside Assist?

There's a gap between savvy business owners, their insurance and black swan events that are occurring with increasing regularity that many are not aware of. Much like regular roadside assist, we know there are events that ruin your day to day experience. But while a flat tire might set you back an hour, in the maritime industry events often have a cascading effect that impacts downstream; particularly when they occur in addition to regular disruptions.



Marine Roadside Assist helps you mitigate the impact of these events so you don't have to wear the full cost.

Why Marine Roadside Assist?

Playing in the shipping industry can be full of uncertainty and lead to undesirable outcomes when you're operating blind; **the only thing you can bank on is uncertainty.**

Marine Roadside Assist reduces the gap of risk and provides protection against downstream fulfilment.



Is it worth it? We think so! Your investment is less than 25 containers worth of surcharge!



Banking on Black Swans...

Covid-19 Pandemic, 2020 - “It’s a 100 year event”
Suez Canal Blockage, 2021 - “Once in a lifetime”
Ukraine Conflict, 2022 - “Black Swan event”
Extreme Weather Events, 2022 - “One in a million”
Israel-Palestine Conflict, 2023 - “Black Swan event”
UPS Strike, 2023 (averted) - “Nobody saw it coming”



When your single Black Swan, starts looking more like a flock of them, it’s time to mitigate your risk.



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The [Suez Canal] blockage had caused disruption to deliver over \$9 billion worth of goods each day... approximately \$54 billion trade loss had been estimated”

MAETC, 2021

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Timeline



Initiation

After a conflict check, we will onboard you with an engagement agreement then review your documentation.



Meeting

2 hour meeting with set agenda. This typically occurs after the documentation review (approximately 2 weeks after initiation)



Tender Contract

The Tender Contract occurs and you receive ongoing status updates and communication about the status of this phase.



Negotiations

Up to and including 2 rounds of negotiations occur. Once this is complete you have the option to leave it there, or add a monthly retainer, contract execution support, or internal processes optimisation to extend out the support you require (additional fees apply)

Pricing

Our basic package starts at \$15,000 USD with the following inclusions:

Consultation

Includes:

- Tender consultation

Contract

Includes:

- Tender contract

Negotiation

Includes:

- 2x rounds of negotiations

Optional Add-Ons

If you require more support, we offer the following add-ons for your package

Retainer

Our on-going monthly retainer package is available for \$500 per month and includes:

- 3 month option
- 6 month option
- 12 month option
- 2 hours of phone calls per month

Support

Sometimes our clients prefer additional support during the execution phase of contracts. To cater for this, we offer a Marine Roadside Assist + 6 Month Contract Execution Support bundle for \$20,000 which includes:

- Everything you get with a regular Marine Roadside Assist package
- 6 additional months of support

Optimisation

If you need a hand with optimising your business processes, our internal processes optimisation package is available for \$2,500.

for questions,

Reach out to:

Alison Cusack

Principal Lawyer, Cusack & Co
alison@cusackandco.com.au

Cusack & Co

Admin and Operations Team
admin@cusackandco.com.au