

# Heroic Maritime - Capabilities Statement: Commercial Clients



**We create competitive advantage by de-risking supply chains and logistics operations for critical, high-value products and capital assets.**

Heroic Maritime, a U.S. Service-Disabled Veteran-owned company, specializes in maritime domain consulting for commercial organizations.

## **Products**

Risk & Threat Assessments  
Cargo & Vessel Inspection Reports  
Feasibility & Viability Studies  
Policy & Procedures, FTZ set-up  
Movement Plans & Method Statements  
RCM & LCM Plans

## **Services**

Freight Forwarding / OTI – case basis  
Charterer / Shipper’s Protective Agency  
Fractional CxO / Commercial Representation  
Regulatory Compliance Advisory  
Program & Movement Management  
Facility Capital Outlay Analysis

## **Notable Projects**

- 1. Risk/Threat Analysis for intermodal Cold Storage Distribution Centers:**  
Assessed threats and vulnerabilities country profile, local reality, potential geographical threats, neighborhood, risks related to commodities and origin and destination countries, previously recorded incidents, covering operational and time-bound risks, including design for human factors, cyber, environmental, physical security, and operational efficiencies. Measured, Categorized, and ranked risks (threat matrix), suggesting action plans to mitigate to “acceptable levels,” aware of the present and global challenges of the supply chain industry and regulatory requirements of USCBP, Export Certs, and Safe Quality Food (SQF) standards.
- 2. Supply Chain & Strategic Sales Advisor and Fractional CxO for Biosciences Company:** Advise UK-based client on Series B&C funding, product distribution, and sales interfaces for product set aimed at a cold chain logistics audience.
- 3. Risk/Threat Analysis for Private Equity:** We conduct commercial and technical viability studies (risk analysis & mitigation) for prospective capital purchases & investments.



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4. **Technical Lifecycle Management Analysis for Mixed-Use Ocean Terminal:**  
Conducted analysis for a Mixed-use ocean terminal that included grounds, installed equipment, the creation of an anticipated obsolescence timetable with cost-based maintenance plan including fire suppression systems, STS cranes, hostlers, straddle carriers with replacement cost and timeframe of cost & performance-benefitted inflection points.
5. **Bulk & Break-Bulk Shipping and Chartering for High-Value Agriculture Products:**  
Coordinated multi-modal transport, negotiated prices, and provided expert recommendations for supply chain efficiency from plant to international destinations.
6. **Strategic Sales Advisor for Cold Storage Developer:** Created a port-focused sales strategy for a cold storage developer to include market segmentation, product distribution, and sales interfaces for a product set aimed at an import/export audience.
7. **Beneficial Cargo Owner's Representation:** Inspected vessel loading operations, documented efficiency, and attended quality and sizing tests to ensure adherence to standards.
8. **Supply Chain Analysis and Efficiency Recommendations:** Analyzed agricultural supply chains, identified efficiency opportunities, advised on material supply chain purchases to de-risk a green-field organic agriculture export program, and advised on cold storage project agricultural-eco industrial park in the Dominican Republic.
9. **Container Vessel Purchase and Operation Analysis for major Retailer/Importer:**  
Conducted a CBA for purchasing and operating two Panamax container vessels, considering inflated freight costs and organic shipping benefits during COVID-19
10. **Consulting & Expert Witness Services:** Conducted relevant technical analysis and provided expert advice on maritime domain issues, such as contract disputes, arbitration, and litigation support for Ports & Terminals, Shippers/BCOs, and Ocean Carriers.
11. **USCBP, USDA, and Regulatory Compliance:** Heroic Maritime advises, constructs, and applies on behalf of BCOs and 3PLs to achieve necessary operating procedures and credentials under these constructs: CTPAT, SQF, Foreign Trade Zone, and Destination Country Export certificates.