

Brokerage: it's just the beginning.

Camper &
Nicholsons
International

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The *original* yachting company

Through a 360-degree approach Camper & Nicholsons leads the way to unprecedented levels of service devised to ensure yachting is a hassle-free experience.

While Camper & Nicholsons International is well-established as a leader in the field of brokerage, its offering is far broader and more in-depth, extending to insurance, through to surveying, and all the way up to the minute details of a charter experience. The services provided by this team of global yachting experts are based on a service proposition that encompasses the entire yachting experience, meaning that Camper & Nicholsons clients are able to fully optimise every aspect of yacht ownership thanks to the Camper & Nicholsons professionals who create turnkey solutions.

Camper & Nicholsons is structured to provide its clients with a 360-degree service from the moment the ownership experience begins, with legal advice, creation of specifications, survey and project management, right the way through to aspects such as crew management, crew placement and insurance solutions. "Without going into the details of each and every service, as much as we love doing that to show the depth and uniqueness of our approach, I can say that becoming a 'one-stop-shop' for every aspect of luxury service is our constant goal and aim," says Paolo Casani, Camper & Nicholsons International CEO.

Customer service is of paramount importance and encapsulates Camper & Nicholsons' approach as a customer-centric company. "One size does not fit all in such a complex industry that deals with some of the world's most influential individuals' expectations," Casani explains.

"Our experts are proud to continuously satisfy such extraordinary requests and needs."

For each and every client, the professional team strive to fully understand the client's needs and operational profile, to respond with a tailor-made proposal and approach crafted by symbiotic marketing, legal, financial and technical teams. Superyacht ownership is multifaceted, but the overall team continuously adapt to fulfil the requests of their clients.

"Our clients are sophisticated and we will always provide cross-experienced professional teams so that we can over-deliver on our customers' expectations," continues Casani. "Our objective is to build the most successful, transparent and modern company in the industry. We have long-term plans and we are the only company who has decided to acquire a tech company to kick-off our digital revolution – this takes time and courage, but it is the only way to lead and stop following."

While Camper & Nicholsons may be the oldest company in the industry, it is also at the forefront of modern-day solutions, due to its pioneering technological collaborations and consolidation of technical services. As Casani has alluded to above, Camper & Nicholsons recently merged with Hong Kong-based technology company Nowboat, which will allow industry stakeholders and guests to access unprecedented levels of real-time data concerning every aspect of yacht intelligence.

"The new infrastructure will allow Camper & Nicholsons to improve the quality of its own services to clients, to launch new services (very soon), to expand the portfolio of services already existing, and to get in contact with a new generation of clients thanks to a very modern approach combined with the highest experience and professionalism," Casani adds. "Most importantly it will allow us to learn from our actions – to measure, monitor, optimise and be constantly adaptable, ready to face the future ahead."

The dedicated New Build Division will devise a project in its entirety from its very inception, starting from the feasibility study to execution, planning, timing and budgeting. Here Camper & Nicholsons provides its clients with the opportunity to compare products, features and specifications, to get them what they expect and how they expect it – achieving the perfect equilibrium between time, quality and cost. Through detailed reports by the most trusted and precise surveyors in the industry, whatever happens during the course of the project, someone is on hand to represent the client's interests.

"Our clients are in touch with a team that consists of the best professionals in the industry, working together under the Camper & Nicholsons flag," affirms Casani. "As a result, the customer has everything at their fingertips. We have devised our services to create one easy point of reference, who is always on hand to ensure that the entire yachting process is a hassle-free experience."