

IONAIRE · YACHT REPRESENTATION SERVICES



Owner Representation

*Safeguarding your vision. Protecting your capital.
Orchestrating excellence.*

INDEPENDENT · EXPERT · GLOBAL

The Complexity of Yacht Ownership Demands Expert Advocacy.

Commissioning a new-build, executing a major refit, or navigating the sale of a yacht are multi-million-dollar endeavors that sit at the intersection of high art, complex marine engineering, and international contract law.

Without dedicated, expert oversight, owners are inherently disadvantaged against the sheer scale of shipyard operations, supply chain volatilities, and dense legal frameworks.

IONAIRE serves as your exclusive Owner's Representative. We act as your fiduciary shield and technical advocate, orchestrating the entire lifecycle of your project. From the initial negotiation of contracts and meticulous material selection, through rigorous Factory Acceptance Tests (FAT) and sea trials, to final handover or sale, we ensure your interests are protected, your budget is controlled, and your vision is executed flawlessly.



New Build & Commissioning Representation

From contract signing to sea trial and final handover.



THE CHALLENGE

Shipyards are complex businesses driven by production schedules and profit margins. Owners face substantial risks: ambiguous contractual specifications allowing for inferior material substitutions, unmanaged decision schedules leading to costly delays, and inadequate testing protocols resulting in post-delivery failures. Relying on the shipyard's internal quality control is insufficient; a project of this magnitude requires independent, relentless supervision.

THE IONAIRE METHODOLOGY

We actively manage and safeguard the build through five rigorously enforced phases.

New Build: Commercial & Design Safeguarding

PHASE

01 · Pre-Contract & Commercial Safeguarding

Contract Review & Negotiation

We meticulously review the Memorandum of Agreement (MOA) and technical specifications, ensuring clear definitions of quality standards, delivery milestones, and robust liquidated damages clauses.

Shipyard Vetting

We assess the shipyard's current workload, financial health, and historical build quality to ensure they are the right partner for your vision.

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02 · Design Review & Material Selection

Technical Drawing Approval

Our naval architects review all general arrangement (GA) drawings, structural plans, and system schematics for feasibility and alignment with your requirements.

Material & Equipment Witnessing

We witness the selection and sourcing of critical components to prevent unauthorized value engineering or substitutions.

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03 · Build Supervision & Decision Schedule Management

Owner's Decision Schedule Management

We proactively track every decision you must make, from paint colors to AV configurations, ensuring timely submissions to prevent shipyard delay claims.

Milestone Inspections

We conduct regular site visits at critical junctures—keel laying, hull closure, and engine setting—to verify workmanship before it is concealed by finishing work.

Change Order Validation

Any deviation from the contract is rigorously evaluated for technical necessity and fair pricing before we advise your approval.

New Build: Testing, Delivery & Handover



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04 · Testing, Commissioning & Trials

Factory Acceptance Tests (FAT)

We witness the testing of major, custom-built systems—including switchboards, HVAC, and propulsion—at the manufacturer's facility before they ship to the yard.

Dock Trials

We oversee the systematic energizing of all onboard systems, generating an uncompromising punch list of deficiencies.

Sea Trial Acceptance

We execute rigorous protocols to verify speed, fuel consumption, noise, and vibration against contractual guarantees. We do not sign off until the vessel performs to specification.

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05 · Delivery, Handover & Post-Delivery Support

Final Snagging & Rectification

We verify that every punch-list item is resolved prior to final acceptance.

Documentation & Crew Training

We audit all builder's certificates and as-built drawings, and oversee the builder's training of your captain and crew.

Refit & Upgrade Project Representation

Orchestrating complex renovations. Preserving asset value.
Delivering on time.



THE CHALLENGE

Refits are uniquely vulnerable to operational friction. Opening existing structures often reveals hidden corrosion or outdated wiring. Shipyards frequently outsource work to third-party vendors, leading to miscommunication. Unmanaged change orders inevitably push completion dates past the high season, resulting in massive financial losses. Managing a refit demands aggressive project management and deep technical expertise to solve unforeseen engineering challenges on the fly.

THE IONAIRE METHODOLOGY

We manage the refit lifecycle through five rigorous phases to ensure absolute control.

Refit: Definition, Tendering & Planning

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01 · Initial Assessment & Scope Definition

Comprehensive Condition Survey

We conduct a thorough technical inspection to identify existing defects and structural realities.

Scope of Work (SOW) Development

We translate your desires into a highly detailed, prioritized SOW, distinguishing between mandatory Class updates, critical repairs, and aesthetic upgrades.

Budgetary Framework

We establish a realistic baseline budget, including a strictly controlled contingency fund for inevitable hidden discoveries.

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02 · Shipyard Selection, Tendering & Contracting

RFP Management

We draft and distribute the Request for Proposal to a vetted list of global shipyards, ensuring all bids are based on the exact same technical specifications.

Yard Evaluation

We evaluate yards on price, current refit workload, available dry dock space, and specialized subcontractor networks.

Refit Contract Negotiation

We negotiate strict milestone payments, clear definitions of extra work, and robust penalty clauses for late delivery.

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03 · Engineering, Design & Pre-Arrival Planning

Technical Drawing & 3D Modeling Review

We ensure new installations are perfectly integrated without compromising vessel stability or aesthetics.

Long-Lead Item Procurement

We identify and expedite the ordering of materials with long manufacturing times to prevent critical-path bottlenecks.

Refit: Execution, Commissioning & Delivery



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04 · Execution, Supervision & Change Order Management

Daily On-Site Supervision

We conduct daily walk-throughs to monitor workmanship, enforce safety standards, and ensure adherence to the critical path.

Subcontractor Coordination

We act as the central hub, resolving clashes between the main shipyard and specialized subcontractors, including AV installers and joiners.

Strict Change Order Control

When unknowns are discovered, we immediately assess technical necessity, negotiate fair market costs, and evaluate schedule impact before advising your approval.

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05 · Commissioning, Sea Trials & Delivery

System Integration Testing

We oversee comprehensive testing to ensure new electronics and mechanical systems communicate perfectly with the vessel's existing architecture.

Dock & Sea Trial Protocols

We execute rigorous pressure testing, load banking, and on-water performance verification.

Punch List & Final Handover

We generate a meticulous punch list and withhold final payment until every single item is rectified to our exacting standards.

Sales & Transaction Representation

Ensuring a clean, protected, and profitable exit.



THE CHALLENGE

Selling a yacht involves complex technical disclosures, rigorous buyer surveys, and intricate closing logistics. Owners risk post-sale liabilities, undervaluation due to poorly managed inspections, or deal collapse over minor technical disputes. Navigating this alone can be highly stressful and financially detrimental.

THE IONAIRE METHODOLOGY

We manage the entire technical and operational transition on your behalf through five structured phases.

Sale: Preparation, Buyer Engagement & Contract

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01 · Vessel Preparation & Market Positioning

Pre-Sale Condition Audit

We conduct a comprehensive survey to identify and rectify minor deficiencies before the yacht goes to market, preventing buyers from using them as leverage.

Documentation Compilation

We organize all maintenance logs, Class records, and warranty documents into a professional, easily digestible data room for prospective buyers.

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02 · Buyer Engagement & Vetting

Qualified Buyer Filtering

Working alongside your central agent, we help vet prospective buyers to ensure they are financially capable and serious, protecting your time and privacy.

NDA & Security Management

We ensure all non-disclosure agreements are strictly enforced before sensitive technical or location data is shared.

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03 · MOA Negotiation & Contractual Safeguarding

Memorandum of Agreement Review

We review the MOA to protect the seller's interests, ensuring clear terms regarding the deposit, survey scope, sea trial parameters, and deficiency thresholds.

Technical Disclosures

We ensure all technical disclosures are accurate, comprehensive, and legally sound, eliminating the risk of post-sale disputes.

Sale: Survey, Closing & Clean Exit



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04 · Buyer's Survey & Sea Trial Management

Survey Attendance & Context

We attend the buyer's survey to provide factual, expert context regarding the vessel's condition, preventing the buyer's surveyor from inflating the punch list.

Sea Trial Oversight

We manage the sea trial protocol, ensuring the vessel is operated within safe parameters while proving its performance to the buyer.

Punch List Negotiation

We rigorously negotiate the final punch list, separating legitimate Class or functional defects from cosmetic preferences, protecting your net proceeds.

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05 · Closing, De-registration & Handover

Closing Logistics

We coordinate with maritime lawyers and escrow agents to ensure a smooth transfer of funds and title.

Crew Transition & De-registration

We manage the logistical handover of the vessel, including the professional transition of the crew and the legal de-registration of the flag.

Clean Exit

We ensure the yacht is handed over in the exact condition specified in the contract, finalizing a clean, liability-free exit for the owner.

Absolute loyalty to your interests.

When you appoint IONAIRE as your Owner's Representative, you are not just hiring a consultant; you are securing a strategic partner with absolute loyalty to your interests.



Absolute Independence & Fiduciary Duty

We receive no commissions, kickbacks, or hidden incentives from shipyards, contractors, brokers, or equipment suppliers. Our sole obligation is to you and the success of your project.

Technical Mastery & Commercial Acumen

Our team combines deep marine engineering expertise with sharp commercial negotiation skills, ensuring you are never outmatched in technical or financial discussions.

Global Shipyard & Subcontractor Network

We possess established relationships and operational experience across the world's premier shipyards, refit facilities, and specialized artisans, from the Mediterranean to the Far East and the Americas.

Unwavering Discretion

We understand the privacy requirements of high-net-worth individuals, family offices, and corporate entities. All engagements, communications, and project details are handled with the utmost confidentiality.

In yacht ownership, expert representation is the ultimate safeguard.



Whether you are commissioning a custom new build, executing a critical refit, or navigating the complexities of a sale, IONAIRE provides the elite oversight required to protect your asset, your capital, and your peace of mind.

Partner with IONAIRE.

Contact the IONAIRE Yacht Representation Division to request a formal proposal or schedule a confidential consultation.

costas.eliopoulos@ionaire.io · +971 50 902 8891

Independent. Expert. Global.

Elite owner representation wherever your vessel is located.