

PROJECT

Period: 06.2021 - 09.2022
Branch: Maritime / Port Industry

Development of a container terminal in Italy to the BoD decision-making stage



SERVICES

- Interim Management
- Business Development

RESULTS

- Development of various expansion alternatives taking into account the construction possibilities and requirements of the local stakeholders
- Evaluation of alternatives according to several KPIs
- Reporting to the Board and Corporate Group Management
- **Award: DDIM.projekt // 2022 Interim Management Excellence**

Period: 03.2021 - 04.2021
Branch: Finance / Cruise Industry

Asset valuation incl. market analysis and recommendation for action in a critical business situation

- Consultancy
- Restructuring

- Analysis of the relevant cruise market
- Valuation of the asset „cruise ship“ in terms of recoverability
- Development of a strategy and a recommendation for action for the financier in the event of insolvency of the related company

Period: 11.2020 - 12.2020
Branch: Cruise Industry / IT

Digitalisation / introduction of a Covid tracing application on board

- Interim Management
- Consultancy
- Business Development

- Analysis of all relevant processes
- Specification of the new functions
- Project planning
- Approaching potential partners for a pilot project

Period: 09.2019 - 03.2020
Branch: Cruise Industry

Building up a cruise line from the scratch

- Interim Management
- Business Development

- Development of the product, market analysis and concept design
- Preparation of detailed business plans
- Implementation of a shipyard request (Qualification for Tender)
- Terminated due to C19 crisis / complete standstill of the industry

PROJECT

SERVICES

RESULTS

Period: 12.2019 - 01.2020
Branch: Shipbuilding, Cruise Industry

Risk analysis and optimisation of the production processes at a shipyard in The Netherlands

- Consultancy
- Business Development
- Process Optimization

- Review and strategic re-planning of the production process from contract design to delivery
- Risk analysis of the entire process with regard to securing the delivery of the ship including the derivation of measures

Period: 04.2019 - 08.2019
Branch: Shipbuilding, Cruise Industry

Optimisation of production processes at a shipyard in Spain

- Interim Management
- Consultancy
- Change Management
- Process Optimization

- Checking the scheduling and production planning
- Identification of problem areas and implementation of counter-measures, e.g. introduction of „On Site Takt Control“ and task forces, together with the shipyard team

Period: 09.2018 - 03.2019
Branch: Cruise Industry, Shipping

Restructuring of ship procurement and design process and alignment of the organisation to growth

- Interim Management
- Business Development
- Restructuring
- Process Optimization

- A strategically extremely important procurement process has been restructured and brought back „on track“ in a timely manner.
- Organisational concept reviewed and first recruitments implemented
- Controlling has been restructured as a basis for optimising operating costs
- Finalist „Interim Management Excellence 2019 Award“ by DDIM

Period: 08.2018 - 09.2019
Branch: Mining Industry

Change management workshops and trainings as part of a corporate restructuring process

- Change Management
- Consultancy

- Practical basic knowledge for direct application imparted
- Analysis of the current situation in the change process
- Necessary measures for optimization derived together with affected management

PROJECT

SERVICES

RESULTS

Period: 04.2016 - 06.2017
Branch: Shipping, Public Authorities

Implementation of fleet merger, establishment of customer / service provider relationships

- Interim Management
- Consultancy
- Change Management
- Restructuring

- New customer service / provider relationships established and contractually agreed
- Fleet merger successfully implemented
- New saving potentials revealed

Period: 03.2015 - 12.2015
Branch: Shipping, Public Authorities

Conceptual design of a merger and consolidation of the fleet incl. organizational and cost analysis

- Consultancy
- Change Management
- Business Development
- Restructuring

- Practical concept developed ready for implementation
- Acceptance by all stakeholders achieved
- Senate of the state decided implementation

Period: 06.2014 - 08.2016
Branch: Shipping

Acceleration of the post-merger integration phase in the field of ship management

- Consultancy
- Change Management

- Reasons for the stagnation of the merger became transparent, countermeasures were initiated in the area of management and leadership
- Merger process has been accelerated again and successfully implemented

Period: 01.2014 - 05.2016
Branch: Cruise Industry, Public Authorities

Development and implementation of an environment-friendly energy supply in European ports

- Interim Management
- Consultancy
- Business Development
- Innovation Development

- World's first LNG supply for cruise ships built up in 5 countries
- The customer strengthened its pioneering role as the most environmentally friendly cruise company
- Project developed as a pioneer for further, larger LNG projects

PROJECT

Period: 08.2013 - 07.2015
Branch: Cruise Industry, Maritime Supply Industry

**Establishment of shore power supply
in cooperation with partners**

SERVICES

- Interim Management
- Consultancy
- Innovation Development

RESULTS

- World's first shore power supply for cruise ships implemented
- The customer strengthened its pioneering role as the most environmentally friendly cruise company
- Contracts agreed in practice in line with the complex tax regulations

Period: 06.2014 - 08.2014
Branch: Maritime Supply Industry

**Expansion of after sales service,
including financial analysis and
start of change project**

- Consultancy
- Change Management
- Business Development

- Four new business areas identified
- The concept for the market penetration has been developed and ...
- internal cost allocation / controlling has been improved