

Brief description	Results	Branch	Major subject			Type of support		
			Business development	Restructuring / M&A, PMI	Technologies & processes	Sparring	Consultancy	Interim Management
<b>Asset valuation</b> incl. market analysis and <b>recommendation</b> for action in a <b>critical company situation</b>	<ul style="list-style-type: none"> <li>Analysis of the relevant cruise market</li> <li>Valuation of the asset "cruise ship" in terms of recoverability</li> <li>Development of a strategy and a recommendation for action for the financier in the event of insolvency of the related company</li> </ul>	Finance Cruise Industry		X			X	
<b>Digitalisation</b> / introduction of a <b>C19 tracing</b> application on board	<ul style="list-style-type: none"> <li>Analysis of all relevant processes</li> <li>Specification of the new functions</li> <li>Project planning</li> <li>Approaching potential partners for a pilot project</li> </ul>	Cruise industry IT	X		X		X	X
<b>Building up a cruise line</b> from the scratch	<ul style="list-style-type: none"> <li>Development of the product, market analysis and concept design</li> <li>Preparation of detailed business plans</li> <li>Implementation of a shipyard request (Qualification for Tender)</li> <li>Terminated due to C19 crisis / complete standstill of the industry</li> </ul>	Cruise industry	X					X
<b>Risk analysis and optimisation of the production processes at a shipyard</b> in The Netherlands that wants to enter the cruise business	<ul style="list-style-type: none"> <li>Review and strategic re-planning of the production process from contract design to delivery</li> <li>Risk analysis of the entire process with regard to securing the delivery of the ship including the derivation of measures</li> </ul>	Shipyard, cruise industry	X		X		X	
<b>Optimisation of production processes at a shipyard</b> in Spain, which is experiencing massive problems in the construction of a cruise ship	<ul style="list-style-type: none"> <li>Checking the scheduling and production planning</li> <li>Identification of problem areas and implementation of countermeasures, e.g. introduction of "On Site Takt Control" and task forces, together with the shipyard team</li> </ul>	Shipyard, cruise industry			X		X	(x)
<b>Interim mandate as Head of Strategic Projects &amp; Technic</b> , restructuring of ship procurement and alignment of the organisation to growth	<ul style="list-style-type: none"> <li>A strategically extremely important procurement process that was on the verge of failure has been restructured and is back "on track" in a timely manner.</li> <li>Rough concept for the new organisation was drawn up and the first recruitments initiated / implemented</li> <li>Cost accounting in the nautical-technical area has been restructured as a basis for optimising operating costs.</li> </ul>	Maritime industry, shipping, cruise business	X	X	X			X

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<b>Acceleration of the post-merger integration</b> phase in the field of shipmanagement	<ul style="list-style-type: none"> <li>Reasons for the stagnation of the merger became transparent, countermeasures were initiated in the area of management and leadership</li> <li>Merger process has been accelerated again and successfully implemented</li> </ul>	Maritime industry, shipping		X		X		
<b>Expansion of After Sales Service</b> , including financial analysis and start of change project	<ul style="list-style-type: none"> <li>Four new business areas identified</li> <li>The concept for the market penetration has been developed and ...</li> <li>and internal cost allocation / calculation has been improved</li> </ul>	Maritime industry, supplier	X			X	X	
<b>Conceptual design of merger and consolidation of the fleet</b> incl. organizational analysis, cost comparison, stakeholder management	<ul style="list-style-type: none"> <li>Practical concept developed for implementation</li> <li>Acceptance by all stakeholders achieved</li> <li>Senate of the state decided implementation</li> </ul>	Maritime industry, public authorities, shipping	X	X			X	
<b>Implementation of fleet merger</b> , establishment of customer / service provider relationships, negotiations of new contracts	<ul style="list-style-type: none"> <li>New customer service / provider relationships established and contractually agreed,</li> <li>Fleet merger successfully implemented</li> <li>New saving potentials revealed</li> </ul>	Maritime industry, public authorities, shipping		X			X	X
<b>Establishment of shore power supply</b> in cooperation with partners, internal project management up to commissioning, contract drafting and negotiation, support of stakeholder management	<ul style="list-style-type: none"> <li>World's first shore power supply for cruise ships implemented</li> <li>The customer strengthened its pioneering role as the most environmentally friendly cruise company</li> <li>Contracts agreed in practice in line with the complex tax issues</li> </ul>	Maritime industry, shipping, cruise business			X		X	X

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<p><b>Development and implementation of an environment-friendly energy supply in European ports</b>, including risk management, negotiations with cooperation partners, approval planning, stakeholder management, project coordination</p>	<ul style="list-style-type: none"> <li>World's first LNG supply for cruise ships built up in 5 countries</li> <li>The customer strengthened its pioneering role as the most environmentally friendly cruise company</li> <li>Project developed as a pioneer for further, larger LNG projects</li> </ul>	Maritime industry, shipping, cruise business	X	X		X	X	
<p><b>Expansion of sales activities</b>, SWOT analysis, strategy development</p>	<ul style="list-style-type: none"> <li>New business areas identified</li> <li>Significant improvement in marketing achieved</li> </ul>	Law firm	X			X		
<p>Conception and implementation of <b>change management</b> workshops and trainings in the early phase of an <b>international group restructuring</b></p>	<ul style="list-style-type: none"> <li>Practical basic knowledge for direct application imparted</li> <li>Analysis of the current situation in the change process</li> <li>Necessary measures for optimization derived together with affected management</li> </ul>	Mining industry, Health Care		X		X	X	

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Revision of the <b>Bridge Team Management</b> incl. risk analysis with consideration of the human element	<ul style="list-style-type: none"> <li>Sustainable paradigm shift in ship management</li> <li>Significant increase in ship safety</li> </ul>	Maritime industry, shipping, cruise business	X		X
<b>Restructuring</b> of purchasing, especially in Poland and China, as well as a <b>joint venture in Singapore</b> and <b>establishment of a production facility in China</b> .	<ul style="list-style-type: none"> <li>Significant cost reduction and improvement in quality standards in production</li> <li>Successful turnaround: sales increased by 250% and result increased from clear loss to best result in the company's history</li> </ul>	Plant construction, steel construction	X	X	
Introduction of a preliminary and final <b>cost calculation of orders, sales analysis</b> and appropriate <b>alignment</b> of sales and <b>production</b> .	<ul style="list-style-type: none"> <li>No more orders with losses</li> <li>Considerable reduction in inventories</li> <li>Faster, safer bidding process</li> </ul>	Plant construction, steel construction		X	X
<b>Development</b> of a workshop into a <b>provider of high-quality technical services</b> in terms of <b>total cost of ownership</b>	<ul style="list-style-type: none"> <li>Increasing the competitiveness of internal operations compared to external suppliers, significant improvement of in- / outsourcing decisions</li> <li>Vast cost reductions and increased plant availability for internal customers</li> <li>Conversion of an organization of specialists into a product and customer-oriented organisation, significant increase in customer satisfaction</li> </ul>	Maritime industry, industrial services, port industry	X	X	
<b>Spin-off</b> of the Technical Division <b>and merger</b> with an other company	<ul style="list-style-type: none"> <li>Sustainable merger of companies (divisions)</li> <li>Implementation of various Best Practice projects with cost reductions</li> <li>Realization of synergies in the procurement of large-scale plants and maintenance material</li> </ul>	Maritime industry, industrial services, port industry		X	
<b>Implementation of ERP-system</b> including revision of entire controlling / documentation and calculation of costs	<ul style="list-style-type: none"> <li>Understanding of controlling built up for all employees including craftsmen</li> <li>Tools for cost analysis implemented</li> <li>Resulting from this: more targeted measures to increase efficiency and effectiveness implemented</li> </ul>	Maritime industry, industrial services, port industry	X		X