

Brief description	Results	Branch	Major subject			Type of support		
			Business development	Restructuring / M&A, PMI	Technologies & processes	Sparring	Consultancy	Interim Management
Development of a container terminal in Italy to the decision-making stage	<ul style="list-style-type: none"> Development of various expansion alternatives taking into account the construction possibilities and requirements of the local stakeholders Evaluation of alternatives according to NPV and ROI Stakeholder management Reporting to the Board and Group management 	Maritime Industry, Ports	X				X	X
Asset valuation incl. market analysis and recommendation for action in a critical company situation	<ul style="list-style-type: none"> 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 	Finance Cruise Industry		X			X	
Digitalisation / introduction of a C19 tracing application on board	<ul style="list-style-type: none"> Analysis of all relevant processes Specification of the new functions Project planning Approaching potential partners for a pilot project 	Cruise industry IT	X		X		X	X
Building up a cruise line from the scratch	<ul style="list-style-type: none"> 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 	Cruise industry	X					X
Risk analysis and optimisation of the production processes at a shipyard in The Netherlands that wants to enter the cruise business	<ul style="list-style-type: none"> 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 	Shipyard, cruise industry	X		X		X	
Optimisation of production processes at a shipyard in Spain, which is experiencing massive problems in the construction of a cruise ship	<ul style="list-style-type: none"> Checking the scheduling and production planning Identification of problem areas and implementation of countermeasures, e.g. introduction of "On Site Takt Control" and task forces, together with the shipyard team 	Shipyard, cruise industry			X		X	(x)

Brief description	Results	Branch	Major subject			Type of support		
			Business development	Restructuring / M&A, PMI	Technologies & processes	Sparring	Consultancy	Interim Management
Interim mandate as Head of Strategic Projects & Technic , restructuring of ship procurement and alignment of the organisation to growth	<ul style="list-style-type: none"> 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. Rough concept for the new organisation was drawn up and the first recruitments initiated / implemented Cost accounting in the nautical-technical area has been restructured as a basis for optimising operating costs. 	Maritime industry, shipping, cruise business	X	X	X			X
Acceleration of the post-merger integration phase in the field of shipmanagement	<ul style="list-style-type: none"> 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 	Maritime industry, shipping		X		X		
Expansion of After Sales Service , including financial analysis and start of change project	<ul style="list-style-type: none"> Four new business areas identified The concept for the market penetration has been developed and ... and internal cost allocation / calculation has been improved 	Maritime industry, supplier	X			X	X	
Conceptual design of merger and consolidation of the fleet incl. organizational analysis, cost comparison, stakeholder management	<ul style="list-style-type: none"> Practical concept developed for implementation Acceptance by all stakeholders achieved Senate of the state decided implementation 	Maritime industry, public authorities, shipping	X	X			X	
Implementation of fleet merger , establishment of customer / service provider relationships, negotiations of new contracts	<ul style="list-style-type: none"> New customer service / provider relationships established and contractually agreed, Fleet merger successfully implemented New saving potentials revealed 	Maritime industry, public authorities, shipping		X			X	X

Brief description	Results	Branch	Major subject			Type of support		
			Business development	Restructuring / M&A, PMI	Technologies & processes	Sparring	Consultancy	Interim Management
<p>Establishment of shore power supply in cooperation with partners, internal project management up to commissioning, contract drafting and negotiation, support of stakeholder management</p>	<ul style="list-style-type: none"> 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 issues 	Maritime industry, shipping, cruise business			X		X	X
<p>Development and implementation of an environment-friendly energy supply in European ports, including risk management, negotiations with cooperation partners, approval planning, stakeholder management, project coordination</p>	<ul style="list-style-type: none"> 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 	Maritime industry, shipping, cruise business	X		X		X	X
<p>Expansion of sales activities, SWOT analysis, strategy development</p>	<ul style="list-style-type: none"> New business areas identified Significant improvement in marketing achieved 	Law firm	X			X		
<p>Conception and implementation of change management workshops and trainings in the early phase of an international group restructuring</p>	<ul style="list-style-type: none"> 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 	Mining industry, Health Care		X		X	X	

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