

**Client:** LUTRA GmbH  
**Location:** Königs Wusterhausen  
**Time Frame:** 06/2015 – 08/2017  
(continuation on demand)



**Name of project:** Framework agreement –  
support services for freight village and terminal marketing

**Main Project Features:**

- Conducting research and analysis on freight village marketing and LUTRA GmbH services, especially regarding planned terminals for container handling and for horizontal transshipment of semitrailers.
- Support and consulting services for development of new services e.g. container transport
- Identification of target customers for settlement and services, initiation of initial contacts, conducting communication on behalf of LUTRA GmbH
- Organisation of meetings between the managing director of LUTRA GmbH and the potential interested parties
- Follow-up and discussions until closing of the contract
- Preparation, accompaniment and execution of business trips and participation in events in coordination with and on behalf of LUTRA GmbH
- Creating contact notes, short reports and time records

**Subjects:** Port/Logistics

**Client:** LUTRA GmbH

**Location:** Königs Wusterhausen / Potsdam

**Time Frame:** 10/2014 – 07/2015

**Name of Project:** Preparation and Delivery of TEN-T Project Application for the Innovative Multimodal Network Node study action (IMUN project)



**Main Project Features:**

- Identify and approach interested project partners
- Assist to the formation of respective consortium for joint application
- Support the implementation of the cooperation and the definition of competencies, obligations and contributions
- Plan, steer and coordinate the delivery of documents and contributions to the preparation of the application
- Timely arrange for presentation of applications and for obtainment of approval of the competent national transport ministries of Austria, France, Germany and Poland
- Prepare, finalise and electronically and physically submit the prepared and government endorsed application to the CEF of the European Commission in time and quality
- Follow-up the evaluation process of the captioned IMUN application and to respond to enquiries derived during application evaluation and decision-making process

**Subjects:** Port / Logistics

**Client:** LUTRA GmbH / IHKs Brandenburg

**Location:** Potsdam/Königs Wusterhausen

**Time Frame:** 07/2014 – 09/2014

**Name of Project:** Cost-benefit analysis of infrastructure improvement measures of the German inland waterway network in Berlin and Brandenburg at the Teltow canal and Spree canal  
Re-investment and expansion of the lock of Kleinmachnow



**Main Project Features:**

- Traffic Flow analyses and inland navigation cargo flow forecast
- Fleet structure development forecast with/without re-investment and lock chamber expansion
- Assessment of lock capacity and waiting times for with/without scenarios
- Vessel and barge movement and turnaround forecast
- Transposition of investment cost and time frame in socio-economic cost according to the common method for economic appraisal of investment in infrastructure of the Federal Republic of Germany
- Assessment of benefits through impacts on travel time and vessel turnarounds with/without investment measure
- Assessment of socio-economic impacts of shipping related emissions with/without rehabilitation and expansion of Kleinmachnow lock.
- Quantification of socio-economic benefits of investment into lock chamber rehabilitation and expansion
- Economic appraisal and sensitivity analyses
- Summary and recommendations

**Subjects:** Port/Logistics