

# Hamburg Focused Forum

Moderated by Dr. Stefan Wiech

Intermodal Europe 2019 – Hamburg, 7 November



# The Panel

## Dr. Phanthian Zuesongdham

Head of Digital & Business  
Transformation  
HPA Hamburg Port Authority



## Evelyn Eggers,

Director Business Development  
DAKOSY  
Datenkommunikationssystem



## Gerald Hirt

Managing Director  
HVCC  
Hamburg Vessel Coordination Center



## Klaus-Peter Barth

Associate Partner  
HPC Hamburg Port Consulting

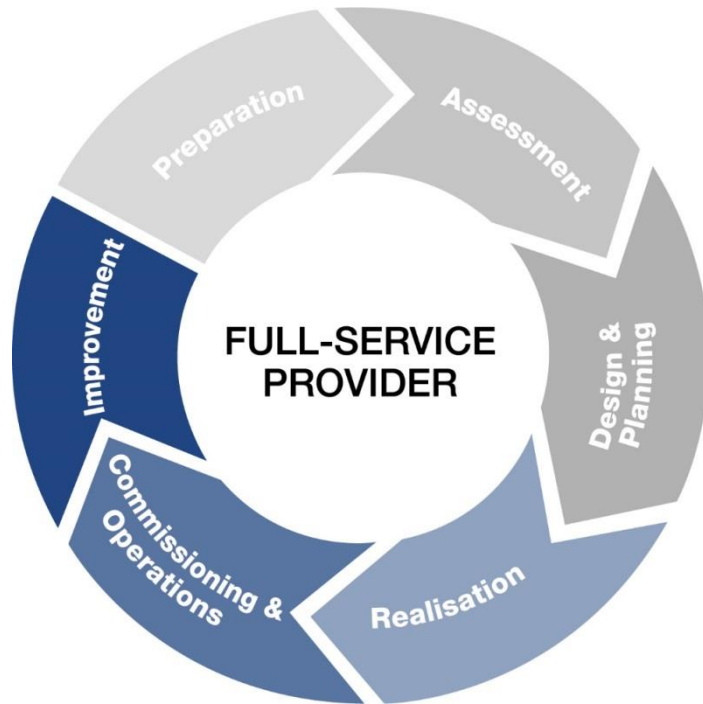




# HPC Hamburg Port Consulting

We take your segment's view and look at your specific needs

## OUR APPROACH IS YOUR SUCCESS



### Marine Container Terminals

We've got the key to successful container terminal operation



### Governments, Communities, Ports

We provide a fundamental understanding of ports and transport



### Intermodal Rail Terminals

Managing growth and increasing efficiency in intermodal terminals



### Multipurpose Terminals

Providing flexible and efficient operating concepts to create solutions for a modern port



### Bulk Terminals

Let's grab the bulk



### Cruise Terminals

Cruising on the wave of success



### Airports

Ready for takeoff to your destination



### Marine Shipping

Mastering the challenges is the key success of our team

# Background HPC

Global Experience, Operational Innovation and Down-to-earth Attitude

## History & experience

- Founded in 1976 as subsidiary of HHLA Hamburger Hafen und Logistik AG
- Around 100 experts, annual turnover in 2018: approx. €12m
- Reputation as one of the world's leading consultants in the port and transport sector
- Since 1976 port and transport-related projects in more than 120+ countries, both in the private and public sector



## Operator focus

- Approx. 1,600 projects world-wide with extensive experience in container terminal planning
- Developed HPC Ukraina (now CTO) as terminal operator in Odessa (Ukraine)
- Accredited with all major development organizations and banks (World Bank, IFC, ADB, KfW, etc.)
- Independent assessment of solutions, no affiliation with any equipment manufacturer in the market

APM TERMINALS

Bolloré

BNSF RAILWAY

SOUTH CAROLINA PORTS

HHLA

CN

[CSX]

مؤسسة الموانئ الكويتية  
KUWAIT PORTS AUTHORITY

PCE  
PUERTO CENTRAL  
SAN ANTONIO - DALLAS

TPA  
Tanzania Port Authority

IFC International Finance Corporation

International Container Terminal Services, Inc.

PSA  
The World's Port of Call

NS  
NORFOLK SOUTHERN

M P A  
SINGAPORE

THE WORLD BANK  
Working for a World Free of Poverty

m SC  
MEDITERRANEAN SHIPPING COMPANY

PTP

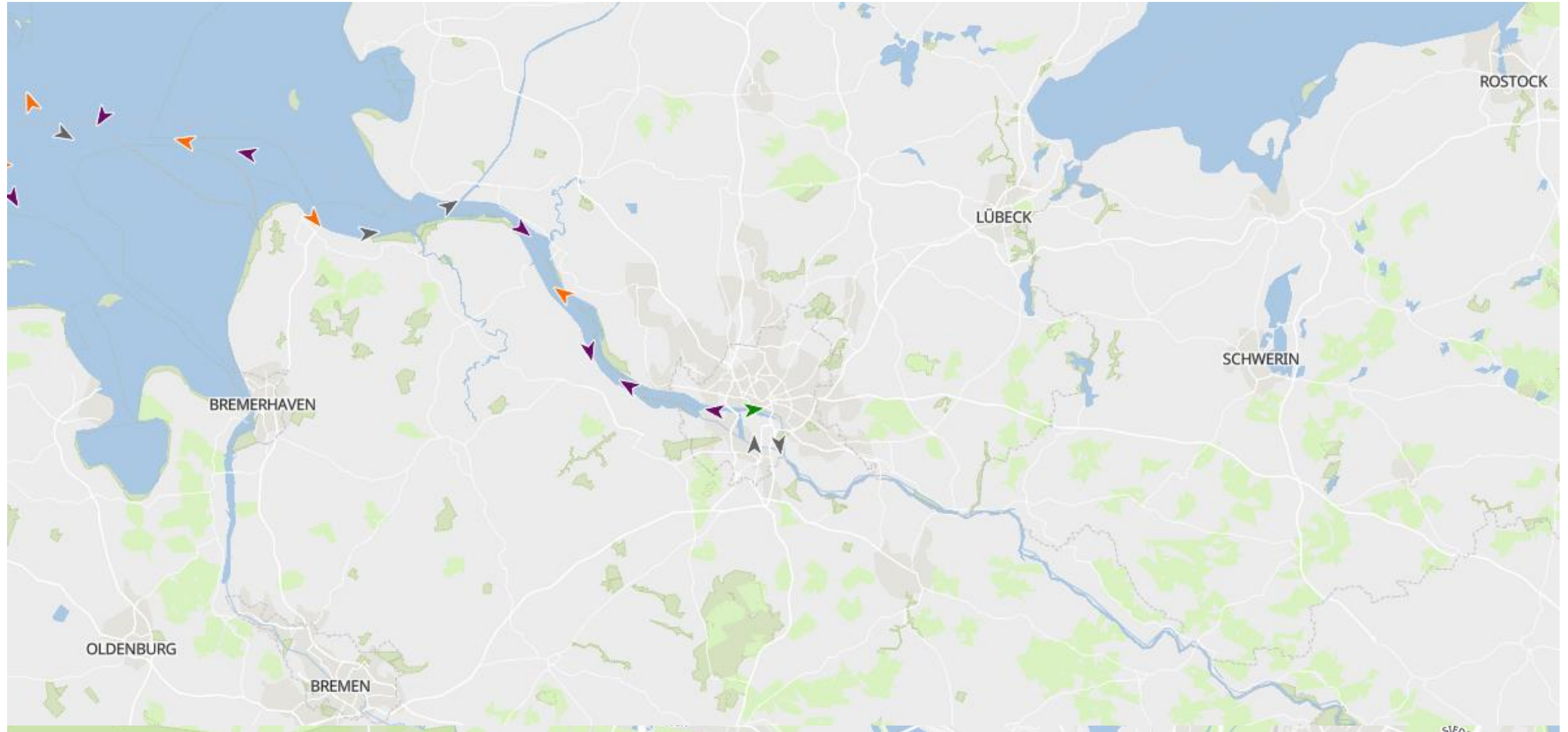
DP WORLD

SBB Cargo



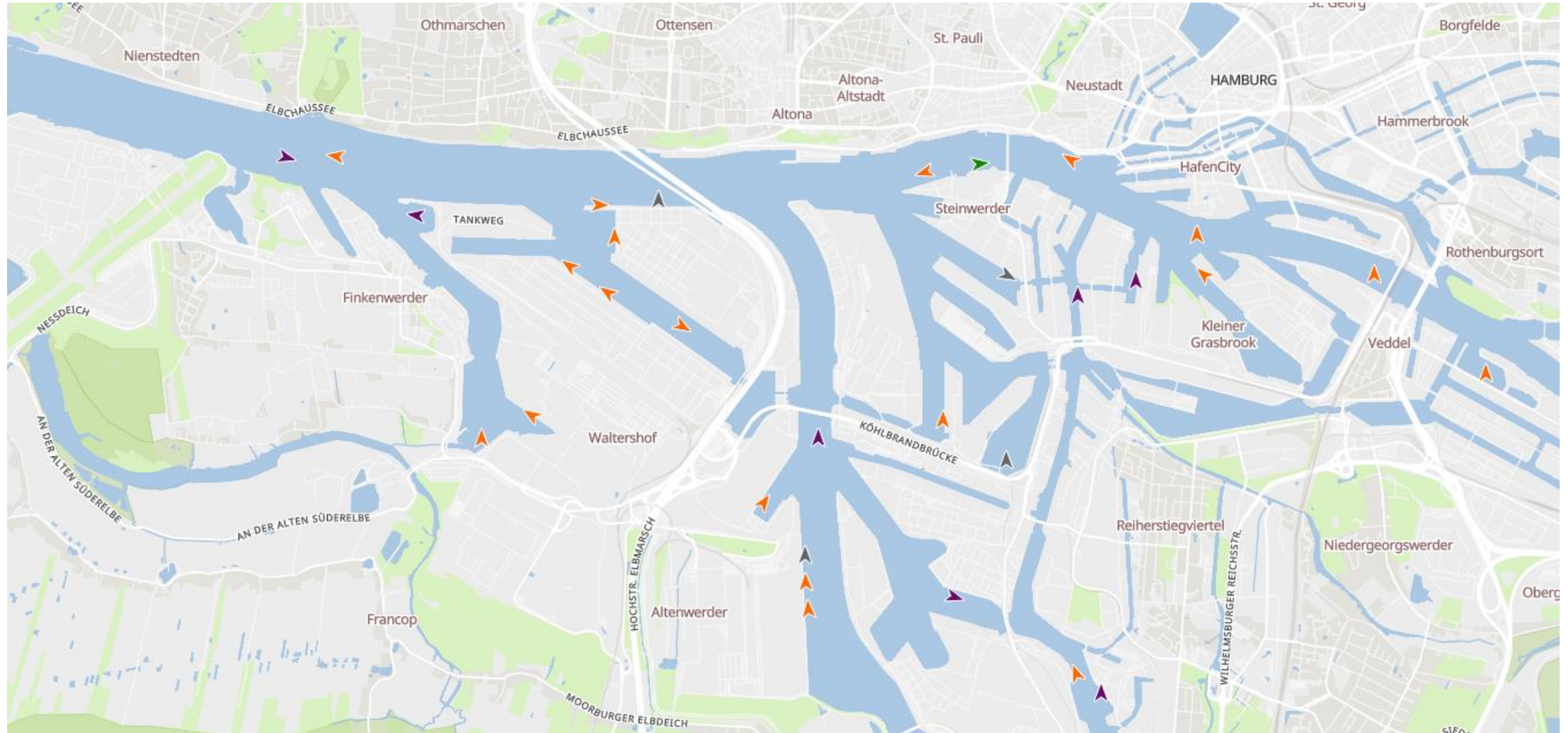
# Geographical Setup

## Geography



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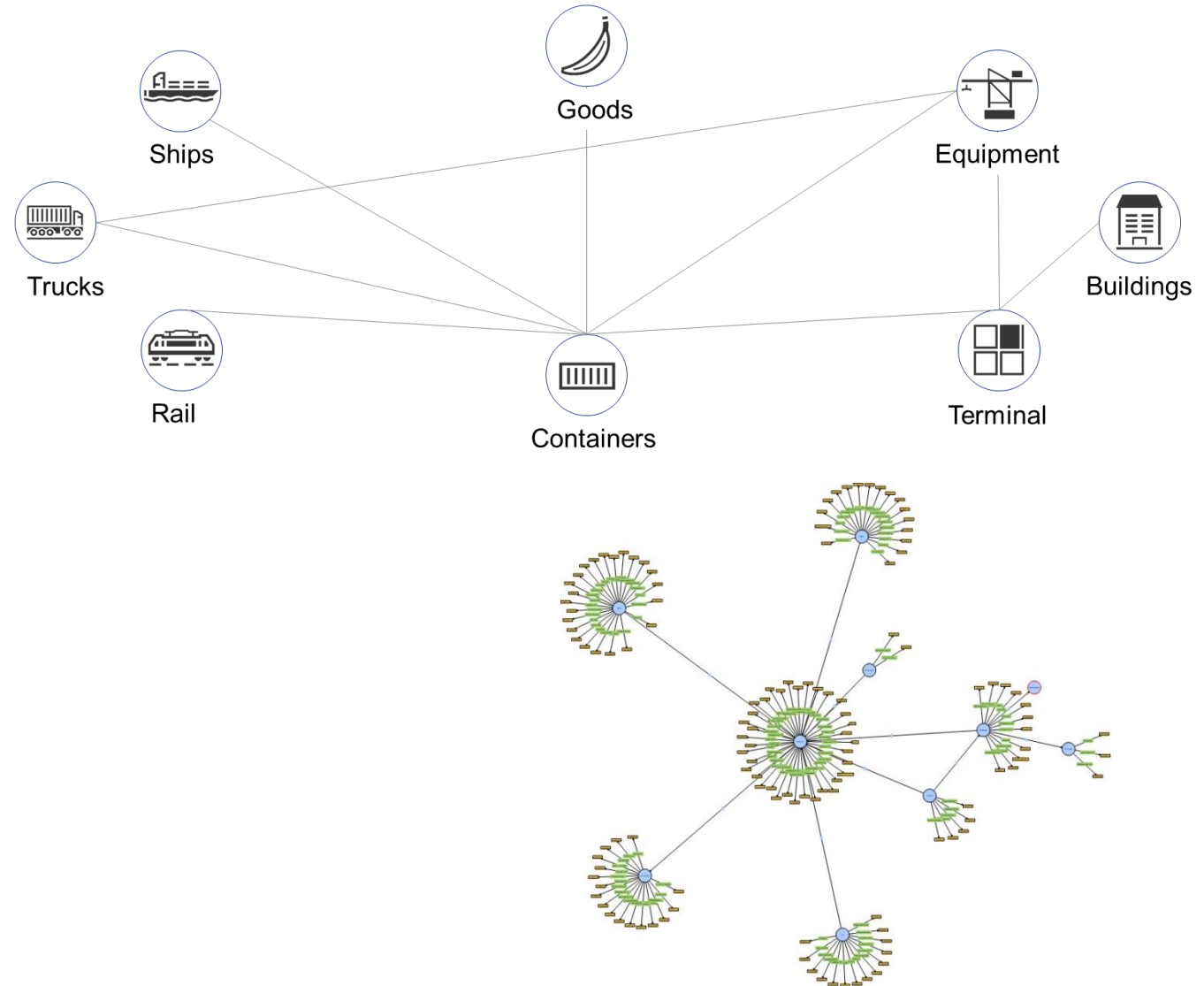
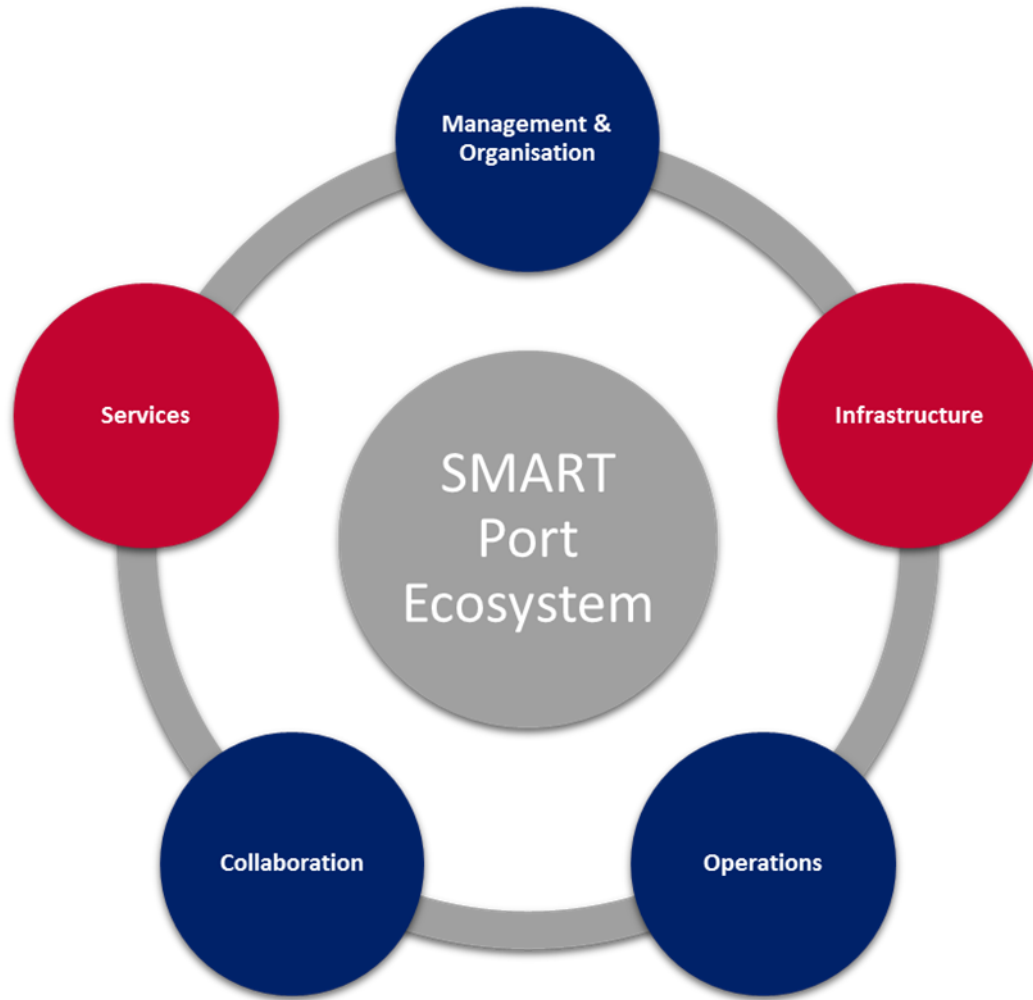




# Digitalisation



# The Significance of Data





# Thank You!

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