

FERRY SHIPPING SUMMIT 2023



Your Needs, Our Expertise:

Crafting Solutions, Transforming Processes

20-21 September 2023

Public

Consulting @ a glance

More than

600

successful projects



Founded
2003

12 
Consultants

Today

80

Consultants with a broad
international background



Consulting
Customers
World-
wide



More than

200

customers



We make our
customers'
processes better,
faster and less
expensive.



3 areas of expertise

Operation Control	Commercial Planning	Maintenance & Engineering
<ul style="list-style-type: none">•Crew Management•Dispatch•Movement Control	<ul style="list-style-type: none">•Network Planning & Scheduling•Passenger Services	<ul style="list-style-type: none">•Maintenance, Repair & Overall
Digital Transformation		



Why Lufthansa in a Ferry conference?

Ferry and Commercial Aviation activities have similarities:



Business

Safely transport passengers and goods profitably.



Resources

Crew and Ship/Aircraft.



Processes

Network Strategy, Operations, Maintenance, Crew Management, Sales and Revenue Management, Passenger experience, etc.



Risks

Weather, failures, damages, crew shortage, ships unavailability, etc.



Mitigation actions

Disruptions Management, Maintenance and Crew Planning.



Daily goals

Operations performance, resources availability, costs reduction, great passenger experience.



Challenges

Fleet Renewal, Sustainability, Digitalization, Artificial Intelligence.



Case study: Liberty Lines

Client



Local operator connecting Sicily 



 Fleet size: 32+

Situation



- Operational inefficiencies and bottlenecks
- Inefficient decision-making chain
- Transition to a new maintenance system

What we did



- Strategic Management Consulting
- Operations Control Center (OCC)
- Implementation of New Maintenance System
- Maintenance Planning

Challenges for us



- Different Industry
- Perceived as Outsiders

What was achieved



- ✓ Process Enhancement
- ✓ Organizational Restructuring
- ✓ Better performance
- ✓ Costs reduction
- ✓ Minimized Downtime (increased ship availability)

Impact



+5% on OPS Regularity, despite an even more challenging network (+12% routes)



Liberty Lines' operational complexity opens the door to modes of operations and maintenance control based on the established methods and systems of commercial airlines' operational management. The adoption of such consolidated practices is decisive in resolving the criticalities, enhance the overall performance and reduce Company's costs.



A composite image featuring a Lufthansa airplane flying over a body of water with a boat and a person in a hat looking out at the sea. The airplane is shown from a low angle, highlighting its engines and landing gear. The person in the foreground is wearing a blue shirt and a straw hat with black stripes, looking towards the horizon. The background shows a calm sea, a boat, and a hilly coastline under a blue sky.

**Find us in booth 11
Lufthansa Systems**