

## SERVICES WE OFFER

CLAUpartners can provide services such as:

- Definition, analysis and revision of the terminal's business plan
- Terminal valuation
- Planning, feasibility and viability studies
- Simulations and resource optimization
- Market research and scenario analysis
- Economic-financial studies and financing
- Advice on budgeting and monitoring
- Technical project management
- Preliminary design and reengineering projects
- Reallocation of spaces and terminal lay-out
- Terminal expansion: yard, quay, buildings, facilities
- Project Management quay wall, yard, buildings and facilities
- Equipment and new technology purchase processes
- Independent reports or studies for third parties
- Analysis and monitoring KPIs terminal
- Development Quality, Health, Safety and Environment policies, systems and control
- PPP contracts and renegotiation of concession contracts
- Due diligence



[www.claupartners.com](http://www.claupartners.com)

[mike.dekker@claupartners.com](mailto:mike.dekker@claupartners.com) / +34 601 481 863

[xavier.gonzalez@claupartners.com](mailto:xavier.gonzalez@claupartners.com) / +34 935 167 556

## WHO IS CLAU PARTNERS?

**CLAUpartners** is an independent consultancy, integrated by a group of port professionals. We can offer continuous support services to port terminals as an external in-house technical and strategic department.

## WHAT WE OFFER?

**CLAUpartners** offers you technical consulting services on a constant basis, in the day-to-day running of your business and giving you support in those areas where you lack in-house experience and / or staff capacity to perform these tasks.

We perform tailormade services for your terminal and according to your specific or on-going needs.

We can produce reports or studies required by the company's Management Committee or Board to justify investments and facilitate decision-making.

## OUR PROPOSAL

1. Provide you the services of an engineering and business development department
2. Dedicate a predefined amount of hours per month to perform the tasks your terminal requires on a regular basis
3. Perform additional studies or projects at a preferential price

## COMPETITIVE ADVANTAGE

You do not need to create an internal department or hire full-time specialized staff for those areas that need part-time dedication. With **CLAUpartners** you will have a specialized partner to support you when needed and according to your specific requirements.

## EXPERIENCE

**CLAUpartners** team members have worked in numerous important international port terminal operating companies for many years offering the services that are usually offered by a parent company or centralized services departments dedicated to engineering and / or business development.

## DOES THIS WORK FOR YOU?

