

# EALING WEST MED MACRO REGIONAL WORKSHOP / European flagship action for cold ironing in ports

**The voice of OPS Providers :**

**Challenges in designing Cost Efficient Solutions**

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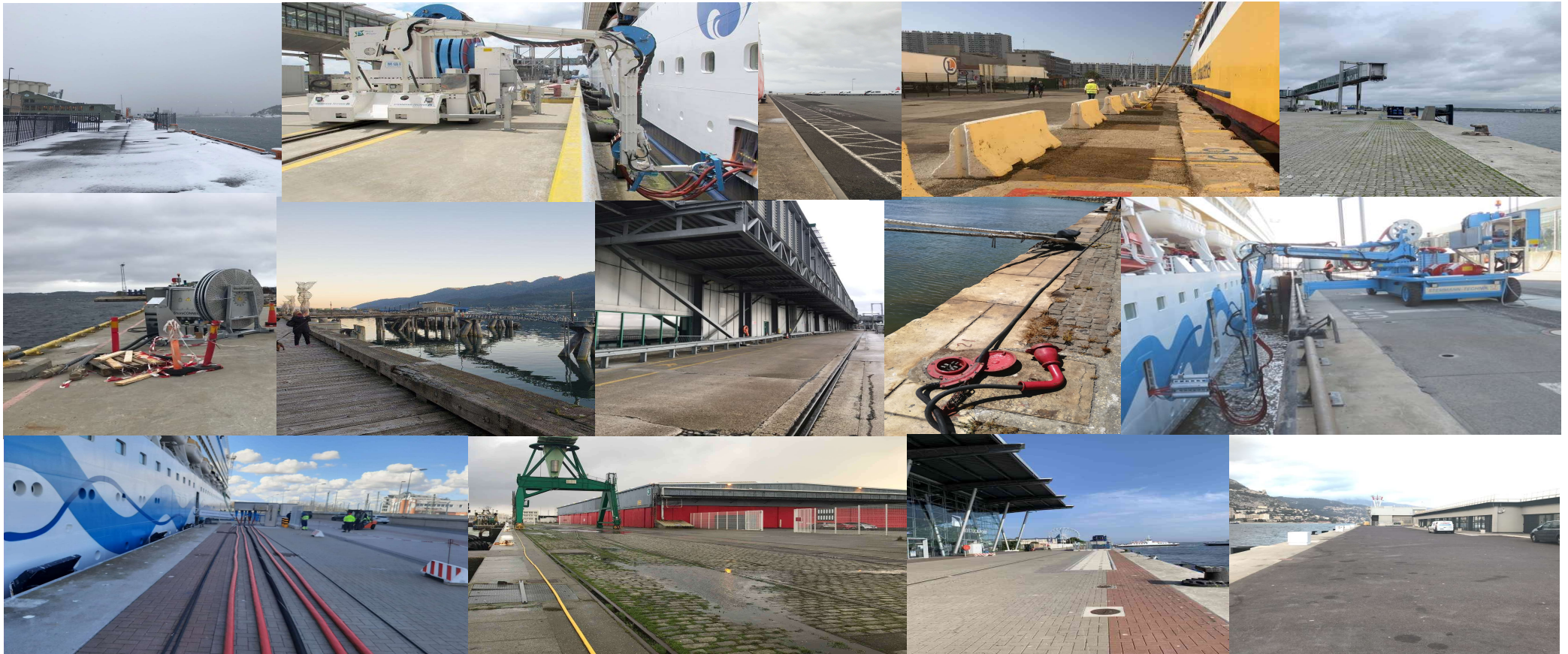
*Sales & Product Manager*

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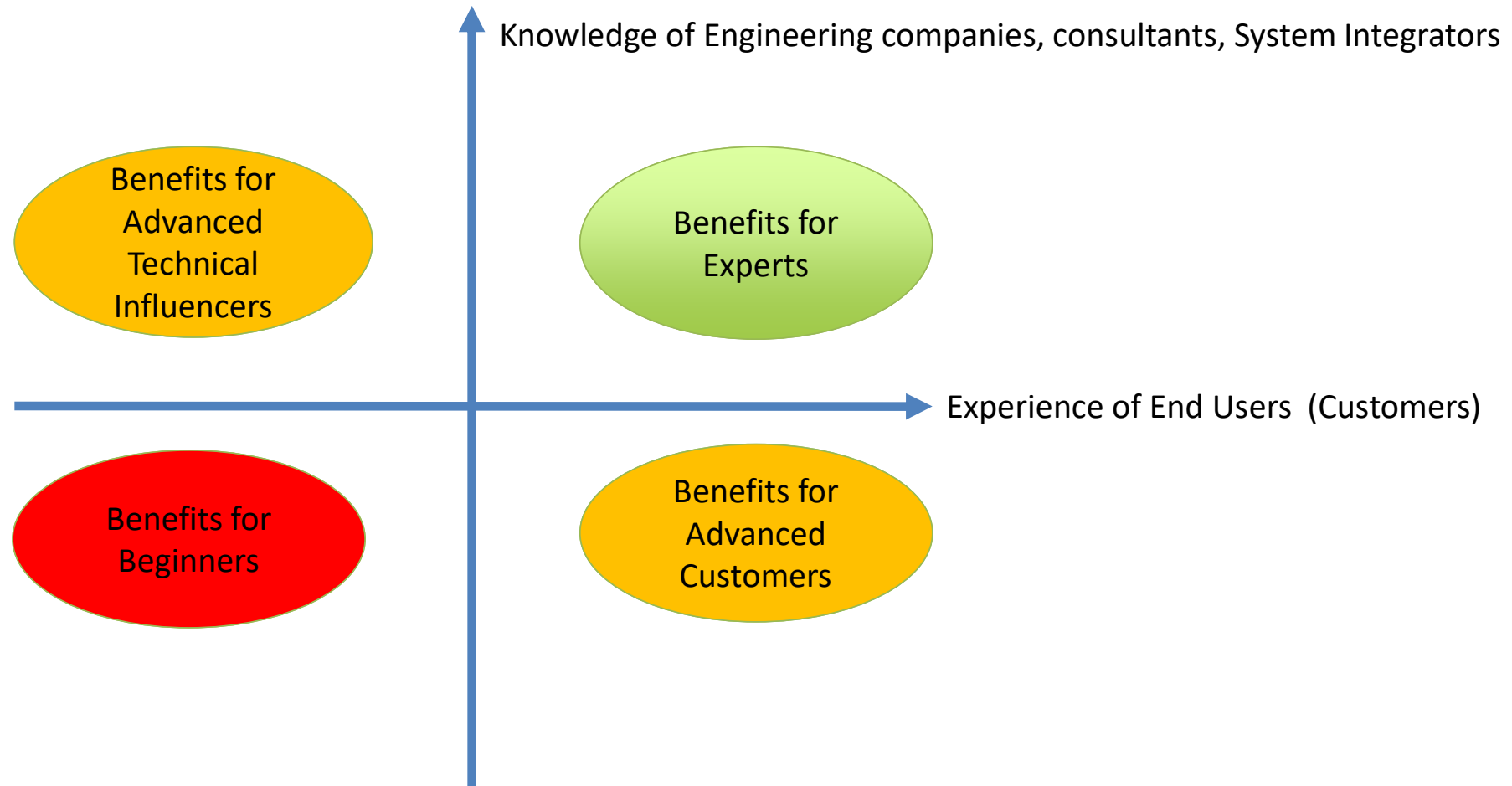


# /// All Men are Created Equal – All Ports are Created Different : No Average, no Norm

Even within one port berths will be different

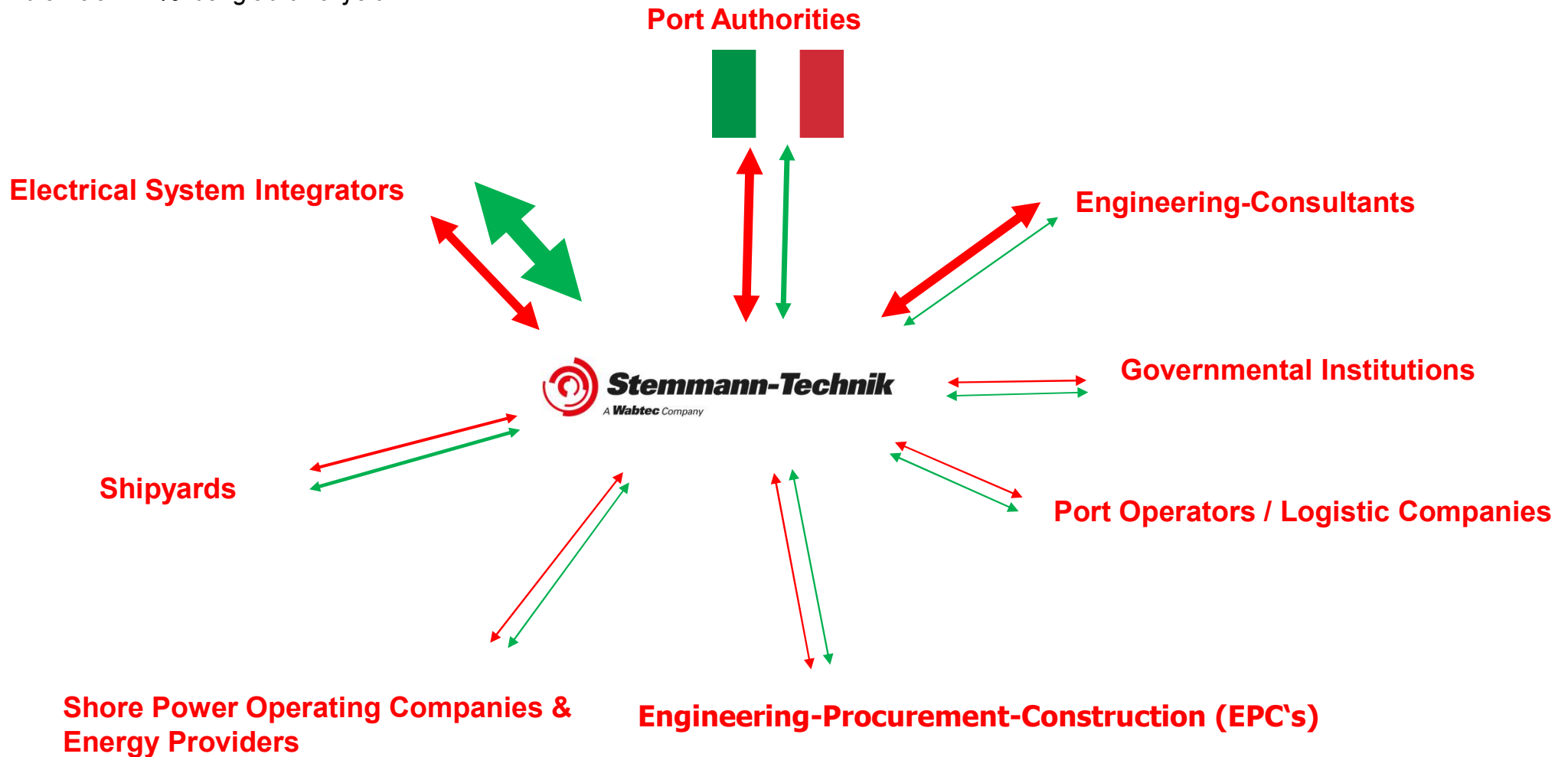


## /// Experience vs Knowledge : Customers Profile Matrix



## /// CLUSTERED GROUPS OF INFLUENCERS – PRE-TENDER-PHASE / TENDER PHASE

*influence in % to get the job*

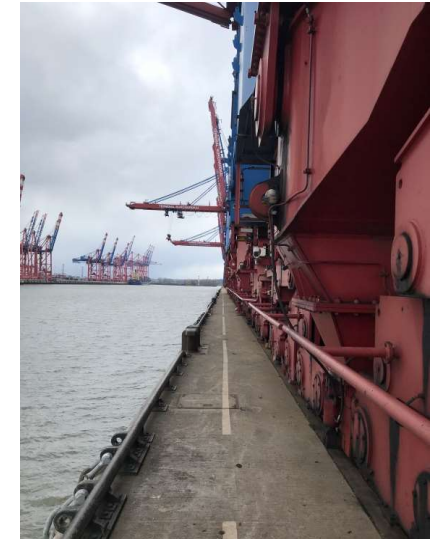




# /// All Men are Created Equal – All Ports are Created Different : What's so different?

It is allways the details matters

- Where to store junction boxes
  - On top of quay
  - Inside the quay
  - No junction boxes
- Cables during operations
  - On top of quay (laid on ground)
  - Inside the quay (laid on trench)
  - Along the quay edge
- How to reach the hatch door with the Cable Management System (CMS)
  - Along the quay
  - Between vehicle and edge of quay
  - Between edge of quay and hatch of vessel (size of fenders)
  - Hatch above the quay, hatch below the quay
  - Tidal range, Low tide , High tide
  - Maximum and minimum position of hatch above the water (size of vessels)
  - Distance between hatch and socket (inside the vessel)



## /// ShoreCONNECT : Stationnary Cable Dispenser ( HV & LV)

..cable dispenser, low and high voltage for various vessel (ferries, workboats, OSV's, tugboats)



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## /// ShoreCONNECT for RoPax ferry – Mobile HV Ferry Unit



## /// ShoreCONNECT : Mobile & Stationnary Cable Reel

for various vessels types including connection box land side and/or onboard unit for OSV's, RoRo's





## /// ShoreCONNECT for Cruise





## /// Onshore Power Supply for Cruise :

...it can be handled by any person



## /// Take Away

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- **All men are created equal – each port is created different.**  
Even within one port things are different
- **Technical solutions are available** – more and more bespoke solutions fit for purpose
- You can not just copy paste OPS solutions from one port to another
- But you shall create OPS solutions for each berth

## **/// Take Away : Wabtec solutions for you**

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- **Safer :**                      **Safety matters**
- **Smarter :**                      **Easy Operation matters**
- **Greener :**                      **Decarbonisation matters**





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