

# Comments for SmartComp

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Turku, 27.11.2013

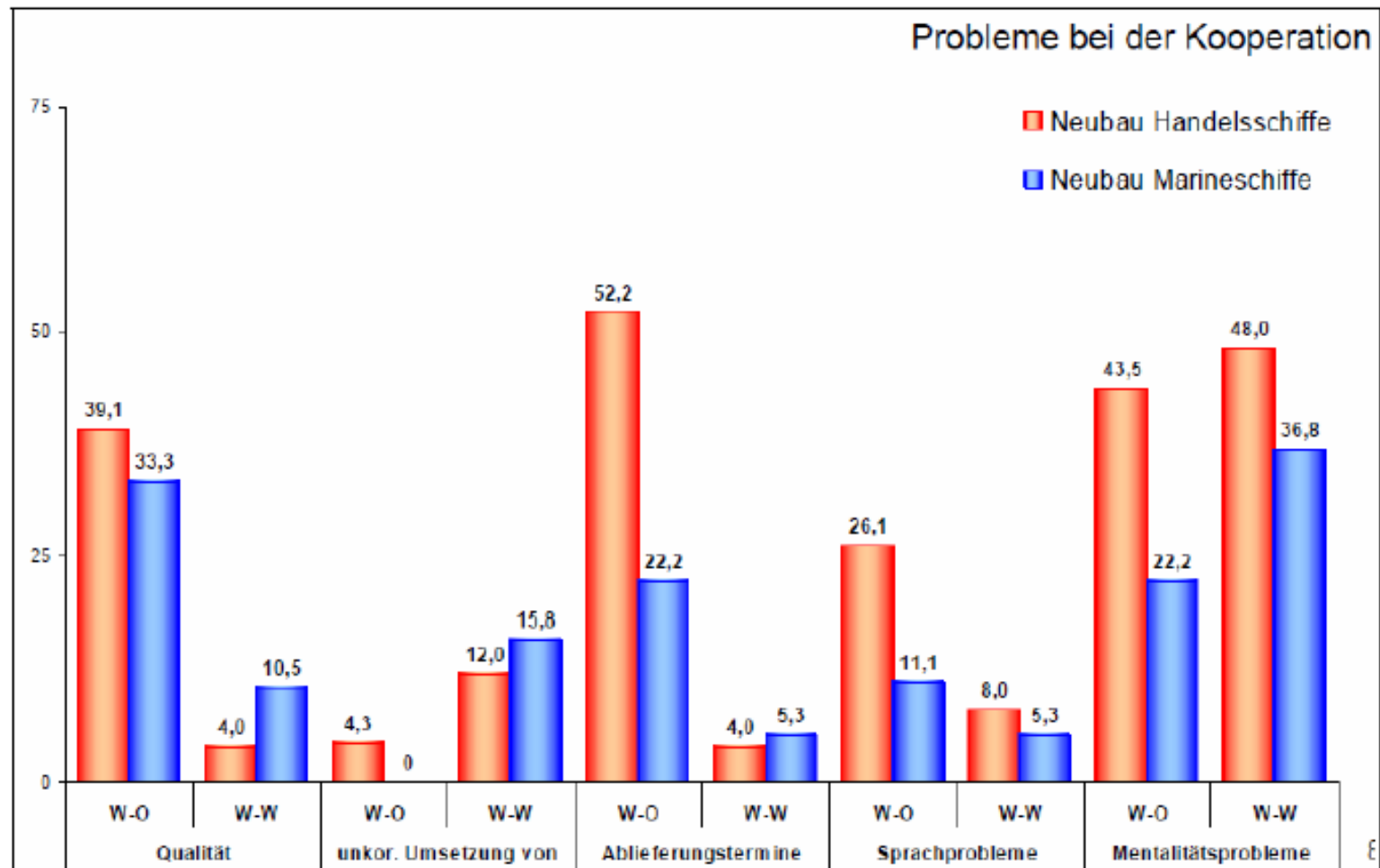
# Background Infos

- Gunnar Prause
  - Professor at Wismar University
    - » Responsible for Management & Maritime Economics at Maritime Department
    - » Reseach: Logistics, Regional Development, SME-Management
    - » EU-Projects: Logistics, EGOV, Regional Development, Internationalisation of SME
    - » Program Responsible for Management Program for Admiralty Shipyards together with AKER Yards
    - » Responsible for Maritime Conference 2010 in Mecklenburg – Vorpommern
      - Finland, Germany, Norway, Sweden

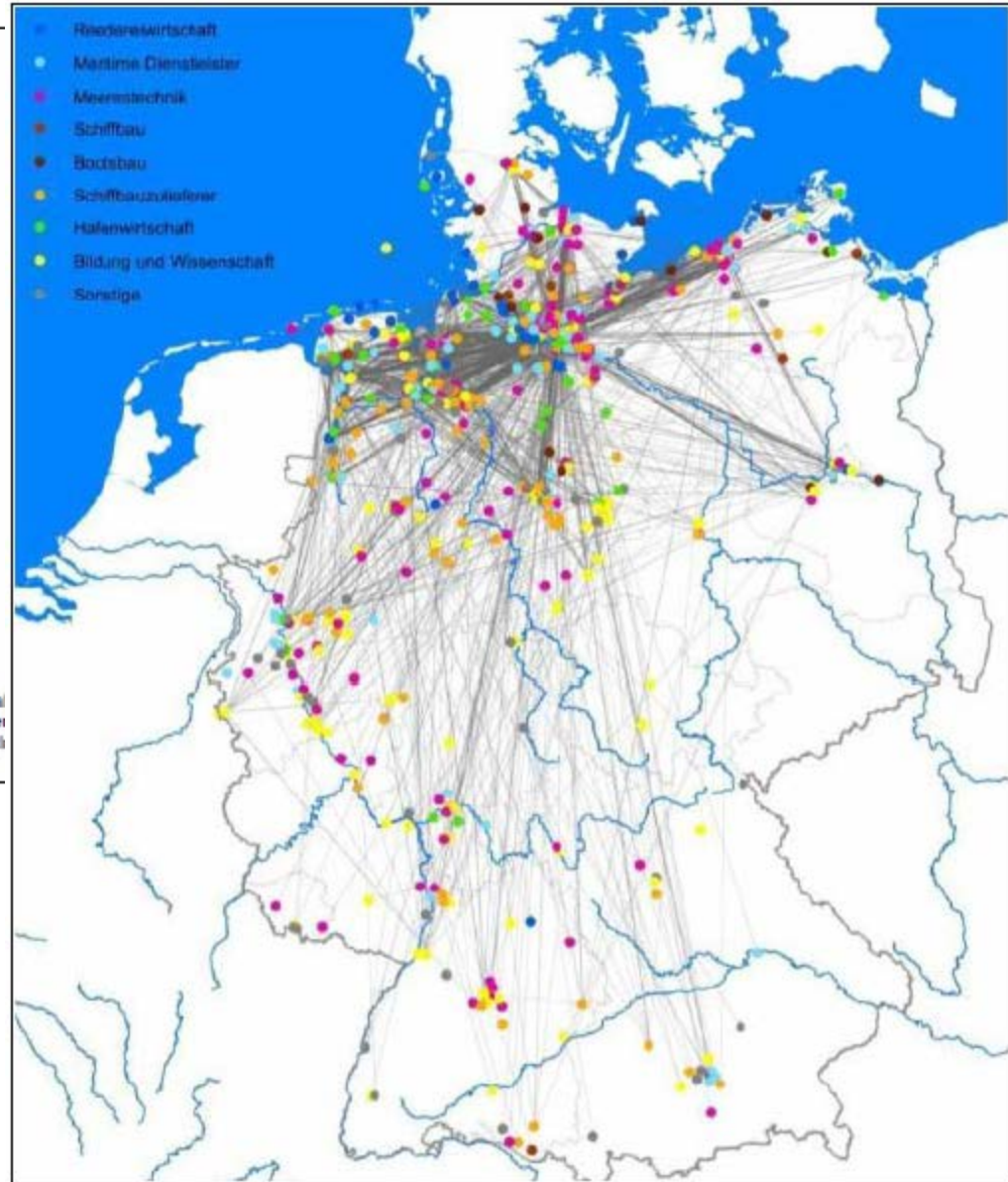
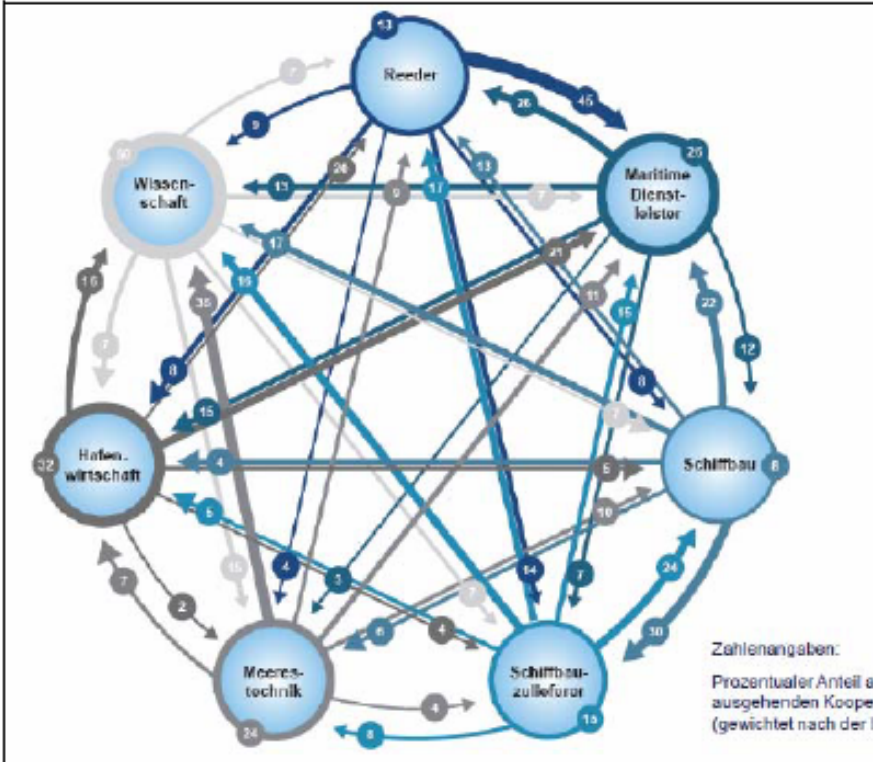
# Comments

- German experience in maritime sector
  - Shipbuilding
    - No real horizontal cooperation in shipbuilding
    - Intensive vertical cooperation
    - No cluster management and no real networking
    - Underestimated cooperation problems related to cultural differences, especially East – West
  - Logistics
    - Some regions have logistics initiatives
    - Heavy competition but specialisation
    - New development: coopetition
      - » Hamburg - Bremen

# East – West Cooperation



# German Maritime Cluster Mapping



High cooperation level (31% = 17% + 14%)  
 between shipping companies and maritime  
 supply companies

# Comments related to Smart Comp

- Different cluster structures in Finland and Estonia / Latvia
- Common interests
  - North – South logistics
    - » Northern Seaway, Rail Baltica
  - Conversion of maritime sector
  - Common marketing of maritime suppliers towards Asia
  - Resource pooling, f.e. welders
  - Offshore parks for renewable energy
- Competition
  - East – West logistics (Russia transit)
    - » Coopetition model and specialisation
- Other topics
  - SSS and green corridors (BSR transport cluster)
  - How to deal with Maersk container traffic to Gdansk