

Project Solutions Center

2025

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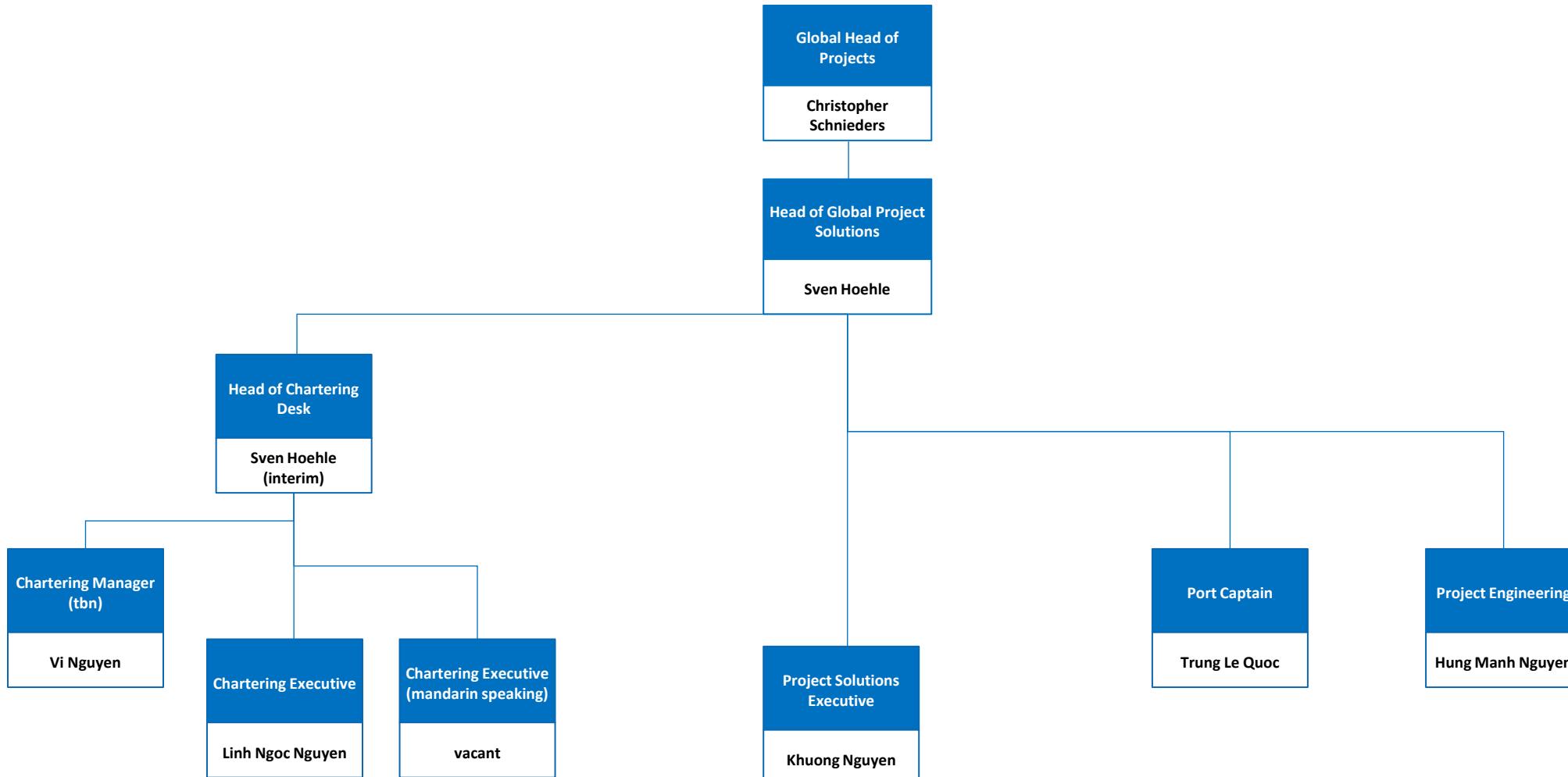


What is the Project Solutions Center (PSC) and what is the purpose?

- Dedicated, sales-driven team serving as the group's strategic hub for oversized and heavy cargo projects
- Collaborates with project departments to design tailored solutions and address complex logistical challenges
- Supports with building strong customer relationships and proactively identifies business opportunities
- Widens network of suppliers (vessel owners/operators) and deepens relationships
- Purpose: secure contracts, expand the project pipeline, and ultimately increase gross profit margins across all countries



Current ORG chart



How will we achieve our targets?

Five pillars

1. Sales Support
2. Technical Support
3. Database and library
4. Human resources
5. Chartering Desk



How will we achieve our targets?

Sales Support

1. Commercial involvement of Solutions Center to convert more inquiries into firm business for FLS: attend meetings with customers, review of calculations, quotations etc.
2. Support large tenders including break bulk, RoRo and container solutions
3. Maintain a list of newsletters and share interesting leads with relevant project departments (AI)



How will we achieve our targets?

Technical support

1. Provide technical input and usage of inhouse Port Captain, inhouse engineer and external service provider(s) to add value (intake studies, design & fabrication of lifting frames, shipping cradles, packing frames to make cargo stackable etc.)
2. Mid-term goal: hiring of experienced engineer (break bulk carrier or heavy equipment owner)
3. Long-term goal: being able to provide full engineering package such as Dteq, United Engineering Solutions or others



How will we achieve our targets?

Data base and library

1. Creation of FLS Library to demonstrate success stories, share knowledge and enhance learning
2. Improve user experience and make it more interactive and user-friendly (AI chatbot)
3. Constant development of FLS Library by adding new case studies, general and customized presentations (floating units, FPSOs etc.), lashing instructions etc.
4. Mid-term goal: support marketing and social media efforts
5. Identify and use of supportive software: Esgian, Netpas, Marinetrack and others



How will we achieve our targets?

Human resources and trainings

1. Be present in different countries (where required) in order to lift knowledge across the group
2. To provide internal and/or organize external trainings
3. Mid/long-term goal: creation of talent factory (in cooperation with HR + probably FLS Vietnam) in order to attract and train talent for/within the group



How will we achieve our targets?

Chartering Desk

1. Support offices with all kinds of break bulk inquiries that require (part)-chartering a vessel (firm and budgetary)
2. Centralize knowledge, extend the network of potential suppliers/carriers, and deepen these relationships
3. Centralize buying power to achieve better commercial results: increase chances to secure the business in the first place, increase profit margins and achieve better terms & conditions
4. Limit commercial risk for offices (e.g., contractual loopholes – towards the client and carrier)
5. Provide better visibility of overall performance of different carriers
6. Use of AI to optimize service



THANK YOU



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