

Proposed Position: Operational Project Manager
Name of Firm: HPC Hamburg Port Consulting GmbH
Name of Expert: Christoph SCHOPPMANN
Date of Birth: 05 April 1980
Nationality/Citizenship: German



Complete Personal Contact Details:

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Education:

Educational Institution	Degree/Diploma obtained	Date Attended
University of Mannheim, Germany	Master in Economics, specialisation in logistics and transport geography	2000 - 2008
University of Groningen, Netherlands	Studies of Economics, specialisation in international strategic management and international trade	2004 - 2005

Membership of Professional Associations:

Project Management Institute (PMI)

Conference Presentations/Publications:

“Realising Growth Potential from Belt and Road Initiative by Strengthening Core Competencies”, 2nd Baltic Ports & Shipping, 25-27 September 2018, Riga (Latvia), presenter (presentation published in the conference proceedings online)

“Performance measurements in port communities: A focus on container terminal operations in increasing competition levels”, 18th Intermodal Africa, 21-23 November 2017, Abidjan (Côte d’Ivoire), presenter (presentation published in the conference proceedings online)

“Georgia as regional logistics hub and bridge between the EU and ‘one belt-one road’”, German-Georgian Wirtschaftstag, 18 October 2017, Hamburg (Germany), panel moderator

“Connecting the Hinterland: Smart integration of rail into supply chains”, 6th Black Sea Conference, 18-19 May 2017, Batumi (Georgia), presenter (presentation published in the conference proceedings online)

“Rail Connectivity as a Competitive Advantage in the Port of Hamburg: Increase Transport Efficiency through Rail Integration”, 11-13 May 2016, Istanbul (Turkey), presenter (presentation published in the conference proceedings online)

“Smart Hinterland Connectivity: Increase Freight Corridor Efficiency through Rail Integration”, 2nd Africa Ports & Rail Summit, 2-3 December 2015, Dar es Salaam (Tanzania), presenter (presentation published in the conference proceedings online)

Countries of Work Experience:

Australia, Canada, Colombia, Croatia, Egypt, Estonia, Georgia, Germany, Ghana, Greece, Italy, Latvia, Philippines, Poland, Russia, Saudi Arabia, Slovenia, Switzerland, Tanzania, Turkey, Ukraine, USA

Language Skills:

	Speaking	Reading	Writing
German	Mother tongue		
English	excellent	excellent	excellent
French	good	good	fair
Dutch	basic	basic	basic
Spanish	basic	basic	basic

Key Qualifications:

Mr. Schoppmann is responsible for the planning and logistics department at HPC with special focus on rail related projects. He has a total professional experience of ten years in transport and logistics planning. During his professional career, he has been active in many national and international projects. That comprises logistics-related consulting and research projects for private customers, governmental organisations and trade associations as well as for international institutions.

Mr. Schoppmann is highly experienced in the field of transport logistics especially in the rail and port sector. He has planned and assessed numerous ports and intermodal terminals in Europe, Asia, North and South America as well as Australia and has been the project leader for a number of these projects. Mr. Schoppmann is an expert on the operational end as well as for the financial analysis of this kind of facilities and an experienced project manager. Already during his university studies and internships he was engaged in projects concerning intermodal transport.

Employment Record:

From: 2010 To: ongoing
 Employer: HPC Hamburg Port Consulting GmbH, Hamburg/Germany
 Positions held: Senior Consultant, Project Manager, Head of Planning and Logistics Department - Rail

From: 2009 To: 2010
 Employer: Railistics GmbH, Wiesbaden, Germany
 Positions held: Consultant, Assistant to the Managing Director

Work Undertaken that Best Illustrates Capability of Expert to Handle the Tasks Assigned:

Name of assignment:	Phasing Plan for Navy Base Intermodal Facility
Year:	2019 - ongoing
Location:	Charleston, South Carolina/USA
Client:	Palmetto Railways
Main project features:	Develop a phased development approach for the planned near-dock facility in Charleston
Position held:	Project Leader and Senior Intermodal Expert
Activities performed:	<ul style="list-style-type: none"> Elaborate development phases, minimizing impact on operations Assess related capacities

Name of assignment:	Implementation Support for the Automation of an Intermodal Terminal in Edgerton
Year:	2017 - ongoing
Location:	Edgerton (Kansas) and Fort Worth (Texas)/USA
Client:	BNSF Railway Company
Main project features:	BNSF Railway Company evaluating the impact of automation in its intermodal terminals especially regarding safety levels and productivity. HPC has been asked to provide continuous implementation support for the automation of the Edgerton pilot facility.
Position held:	Project Leader and Senior Intermodal Expert
Activities performed:	<ul style="list-style-type: none"> • Project Management • Support tender processes • Review of concepts and related updates • Develop integration approach for the terminal • Implement integration approach

Name of assignment:	Development Plan and Automation Options for an Intermodal Terminal in Edgerton
Year:	2017
Location:	Edgerton (Kansas) and Fort Worth (Texas)/USA
Client:	BNSF Railway Company
Main project features:	BNSF Railway Company wanted to assess opportunities to automate its intermodal terminals in order to increase safety levels and productivity. HPC has been asked to elaborate a terminal layout and implementation concept for automation in the Edgerton facility as a pilot.
Position held:	Project Leader and Senior Intermodal Expert
Activities performed:	<ul style="list-style-type: none"> • Definition and elaboration of planning framework • Capacity analysis for existing terminal • Development of multiple layout concepts and respective capacity and operational assessment • Consideration of terminal layout with regard to automation potentials • Preparation of implementation phase

Name of assignment:	Capacity Review and Development Plan for a Trimodal Inland Terminal
Year:	2017
Location:	Wörth/Germany
Client:	Contargo Wörth GmbH
Main project features:	Contargo wanted to assess opportunities to automate the expansion area of its Wörth inland terminal in order to increase safety levels and productivity. HPC has been asked to elaborate feasible terminal layouts and supporting the automation of operations in the facility.
Position held:	Project Leader and Senior Intermodal Expert
Activities performed:	<ul style="list-style-type: none"> • Elaboration of planning framework • Capacity analysis for proposed layout concept • Development of multiple layout concepts and respective capacity and operational assessment • Consideration of terminal layout with regard to automation potentials

Name of assignment:	Operating Concept for Container Handling in the Port of Monroe, Michigan
Year:	2016
Location:	Monroe, Michigan/USA
Client:	Port of Monroe
Position held:	Project Leader and Senior Port Operations Expert
Activities performed:	<ul style="list-style-type: none"> • Elaboration of planning framework • Development of an operating concept for container handling • Elaboration of several terminal layouts • Analysis of related traffic flows • Assessment of investment costs

Name of assignment:	Capacity Study for the Intermodal Facility in Fairburn, Georgia
Year:	2016
Location:	Jacksonville, Florida/USA
Client:	CSX Intermodal Terminals Inc.
Position held:	Project Leader and Senior Financial Expert
Activities performed:	<ul style="list-style-type: none"> • Elaboration of planning framework • Capacity analysis for existing layout • Capacity analysis and operational assessment for multiple alternative layouts

Name of assignment:	Demand Capacity and Infrastructure Needs Analysis for the Port of New York & New Jersey
Year:	2015 - ongoing
Location:	Newark, NJ/USA
Client:	Port Authority of New York & New Jersey
Position held:	Senior Intermodal Expert
Activities performed:	<ul style="list-style-type: none"> • Capacity analysis for existing on-dock/near-dock container rail facilities • Capacity analysis for existing intermodal facilities in the port area • Analysis of network interactions and capacity • Detection of capacity constraints against the forecasted volumes

Name of assignment:	Capacity Study for the Intermodal Facility in Winter Haven, Florida
Year:	2015
Location:	Jacksonville, Florida/USA
Client:	CSX Intermodal Terminals Inc.
Position held:	Project Leader and Senior Financial Expert
Activities performed:	<ul style="list-style-type: none"> • Elaboration of planning framework • Determination of performance requirements • Capacity analysis for existing layout • Capacity analysis and operational assessment for an alternative layout

Name of assignment:	Master Plan for several intermodal facilities
Year:	2015
Location:	Omaha, Nebraska/USA
Client:	Union Pacific Railroad, Omaha/Nebraska, USA
Position held:	Senior Intermodal and Financial Expert
Activities performed:	<ul style="list-style-type: none"> • Assessment of existing terminal operations • Determination of performance requirements • Development of multiple terminal layouts for each facility designed adequately to handle the anticipated volumes • Financial analysis of development plans • Consideration of overall advantageousness on a master plan level for the respective location and prioritisation of investments

Name of assignment:	Technical and Financial Advisory Services for Anaklia Deep Water Port PPP Concession
Year:	2014 - 2017
Location:	Tbilisi, Georgia
Client:	Ministry of Economy and Sustainable Development of Georgia
Main project features:	Technical and Financial Advisory Assistance of the Government of Georgia in the establishment of a new deep-water port in Anaklia under a BOT type Public Private Partnership scheme in a competitive tender process.
Position held:	Senior Port Operations and Financial Expert
Activities performed:	<ul style="list-style-type: none"> • Determination of performance requirements • Operational analysis of proposed port concepts • Financial analysis of proposed port concepts • Preparation of an Investment Agreement • Support of contract negotiations

Name of assignment:	Rail Integration Strategy for the Port of Hastings encompassing a range of rail share scenarios
Year:	2014 - 2015
Location:	Melbourne/Australia
Client:	GHD/AECOM
Position held:	Senior Intermodal Expert
Activities performed:	<ul style="list-style-type: none"> • Assessment of existing terminal operations • Determination of performance requirements • Development of multiple terminal layouts to handle the volumes

Name of assignment:	Development plan for an intermodal hub facility
Year:	2014
Location:	Jacksonville, Florida/USA
Client:	CSX Intermodal Terminals Inc.
Position held:	Project Leader and Senior Financial Expert
Activities performed:	<ul style="list-style-type: none"> • Assessment of existing terminal operations • Elaboration of recommendations and improvement measures • Determination of performance requirements • Development of multiple appropriate terminal layouts and deduction of related investment costs

	<ul style="list-style-type: none"> Financial analysis of development alternatives
Name of assignment:	Technical Consulting Services in Support of Philippines Davao Sasa Port PPP Project
Year:	2013 - 2016
Location:	Davao Sasa/Philippines
Client:	IFC - International Finance Corporation
Position held:	Senior Port Operations and Financial Expert
Activities performed:	<ul style="list-style-type: none"> Determination of performance requirements Operational analysis of proposed port concepts Financial analysis of proposed port concepts Support of IFC's transaction structuring process
Name of assignment:	Terminal development plan for an intermodal facility in Detroit, Michigan
Year:	2013 - 2014
Location:	Detroit/Michigan
Client:	CSX Intermodal Terminals Inc.
Position held:	Project Leader and Senior Financial Expert
Activities performed:	<ul style="list-style-type: none"> Assessment of existing terminal operations Elaboration of recommendations and improvement measures Determination of performance requirements Development of multiple appropriate terminal layouts and deduction of related investment costs Financial analysis of development alternatives
Name of assignment:	Development plan for a greenfield near-dock intermodal facility in North Charleston, South Carolina
Year:	2013 - 2014
Location:	Charleston, South Carolina/USA
Client:	Palmetto Railways
Position held:	Project Leader and Senior Intermodal Expert
Activities performed:	<ul style="list-style-type: none"> Assessment of existing train operations in the area Determination of performance requirements Development of several appropriate terminal layouts Assessment of container exchange options between the marine terminals and the near-dock intermodal facility Operational and financial analysis of development alternatives
Name of assignment:	Terminal development plan for an intermodal terminal
Year:	2013 - 2014
Location:	Memphis, Tennessee/USA
Client:	Canadian National Railway Company, CSX Intermodal Terminals Inc.
Position held:	Project Leader and Senior Financial Expert
Activities performed:	<ul style="list-style-type: none"> Assessment of existing terminal operations including consideration of joint and disjoint operations Elaboration of recommendations and improvement measures including assessment of the applicability of advanced transshipment technologies

	<ul style="list-style-type: none"> • Determination of performance requirements • Development of an appropriate terminal layout • Financial analysis of development alternatives
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Name of assignment:	Development Plan for the Rail Facility in Hialeah, Miami, Florida
Year:	2013 - 2014
Location:	Hialeah, Miami, Florida/USA
Client:	Florida East Coast Railway
Position held:	Project Leader and Senior Financial Expert
Activities performed:	<ul style="list-style-type: none"> • Assessment of existing terminal operations including consideration of intermodal yard, classification yard and auto ramp • Development of recommendations and improvement measures • Determination of performance requirements • Development of multiple terminal layouts designed adequately to handle the different commodities • Financial analysis of development plan

Name of assignment:	Master Plan for several intermodal facilities
Year:	2013 - 2014
Location:	Undisclosed
Client:	Undisclosed
Position held:	Project Leader and Senior Financial Expert
Activities performed:	<ul style="list-style-type: none"> • Assessment of existing terminal operations including consideration of intermodal yards and classification yards • Development of recommendations and improvement measures • Determination of performance requirements • Development of multiple terminal layouts designed to adequately handle the related container volumes • Financial analysis of development plan

Name of assignment:	Review of the North Baltimore Transshipment Hub Facility
Year:	2013
Location:	Baltimore/USA
Client:	CSX Intermodal Terminals Inc.
Position held:	Project Leader and Senior Intermodal Expert
Activities performed:	<ul style="list-style-type: none"> • Assessment of existing operations processes and performance values • Comparison against planning assumptions • Assessment of reasons and implications of identified deviations • Assessment of lessons learned for similar terminal development tasks

Name of assignment:	Terminal development plan for an intermodal terminal in Jacksonville, Florida
Year:	2012 - 2013
Location:	Jacksonville, Florida/USA
Client:	CSX Intermodal Terminals Inc.
Position held:	Project Leader and Senior Intermodal Expert
Activities performed:	<ul style="list-style-type: none"> • Assessment of existing terminal operations including the analysis of the adjacent classification yard

	<ul style="list-style-type: none"> • Elaboration of recommendations and improvement measures including assessment of the applicability of advanced transshipment technologies • Determination of performance requirements • Development of an appropriate terminal layout • Financial analysis of development alternatives
Name of assignment:	Review of concept study for an intermodal terminal in Chicago, Illinois
Year:	2012 - 2013
Location:	Chicago, Illinois/USA
Client:	CSX Intermodal Terminals Inc.
Position held:	Project Leader and Senior Intermodal Expert
Activities performed:	<ul style="list-style-type: none"> • Capacity and operations analysis of the available concept • Elaboration of recommendations and improvement measures • Adjustment of the terminal layout
Name of assignment:	Capacity assessment and operational improvements plan for an intermodal terminal in Hulsey, Georgia
Year:	2012 - 2013
Location:	Hulsey, Georgia
Client:	CSX Intermodal Terminals Inc.
Position held:	Project Leader and Senior Intermodal Expert
Activities performed:	<ul style="list-style-type: none"> • Assessment of existing terminal operations, M&R activities • Elaboration of recommendations and improvement measures including assessment of the applicability of advanced transshipment technologies • Determination of performance requirements • Development of an appropriate terminal layout
Name of assignment:	Development plan for the Commercial Port of Vladivostok (including redesign of Vladivostok Container Terminal)
Year:	2012
Location:	Vladivostok/Russia
Client:	Commercial Port of Vladivostok
Position held:	Project Leader and Port Operations Expert
Activities performed:	<ul style="list-style-type: none"> • Assessment of existing terminal operations, M&R activities • Elaboration of recommendations and improvement measures including assessment of the applicability of advanced transshipment technologies • Determination of performance requirements • Deduction of an appropriate terminal layout
Name of assignment:	Capacity review of a planned trimodal facility in Basel
Year:	2012
Location:	Basel/Switzerland
Client:	SBB Cargo & Swiss Rhine Ports
Position held:	Project Leader and Senior Intermodal Expert
Activities performed:	<ul style="list-style-type: none"> • Assessment of existing terminal operations including capacity analysis • Elaboration of recommendations and improvement measures including assessment of the applicability of advanced transshipment technologies • Determination of performance requirements

Name of assignment:	Conceptual review of an intermodal facility in Moscow
Year:	2012
Location:	Moscow/Russia
Client:	FESCO Far East Shipping Company
Position held:	Project Leader and Intermodal Expert
Activities performed:	<ul style="list-style-type: none"> • Assessment of existing terminal operations, M&R activities • Elaboration of recommendations and improvement measures including assessment of the applicability of advanced transshipment technologies • Determination of performance requirements • Development of an appropriate terminal layout

Name of assignment:	Terminal development plan for intermodal terminals in Syracuse, New York and Cleveland, Ohio
Year:	2011 - 2012
Location:	Syracuse, New York/USA // Cleveland, Ohio/USA
Client:	CSX Intermodal Terminals Inc.
Position held:	Project Leader and Intermodal Expert
Activities performed:	<ul style="list-style-type: none"> • Assessment of existing terminal operations, M&R activities • Elaboration of recommendations and improvement measures including assessment of the applicability of advanced transshipment technologies • Determination of performance requirements • Development of an appropriate terminal layout • Financial analysis of development alternatives

Name of assignment:	Port interface concept for intermodal operations at the Port of Melbourne
Year:	2011 - 2012
Location:	Melbourne/Australia
Client:	Victoria Department of Transport
Position held:	Project Leader and Intermodal Expert
Activities performed:	<ul style="list-style-type: none"> • Assessment of existing intermodal operations • Development of a set of international best practice approaches to create an efficient port hinterland interface • Elaboration of recommendations on a set of port interface options

Name of assignment:	Terminal development study for sea port container terminal
Year:	2011
Location:	Hamburg, Germany
Client:	HHLA Container Terminal Altenwerder GmbH
Position held:	Project Leader, Operations Expert
Activities performed:	<ul style="list-style-type: none"> • Assessment of existing terminal operations • Review of existing hinterland capacities and identification of possible bottlenecks • Elaboration of recommendations and improvement measures

Name of assignment:	Development plan for an intermodal terminal in Columbus, Ohio
Year:	2010 - 2011
Location:	Columbus, Ohio/USA
Client:	CSX Intermodal Terminals Inc.
Position held:	Project Leader and Intermodal Expert
Activities performed:	<ul style="list-style-type: none"> • Assessment of existing terminal operations, M&R activities • Elaboration of recommendations and improvement measures including assessment of the applicability of advanced transshipment technologies • Determination of performance requirements • Deduction of an appropriate terminal layout

Name of assignment:	Development plan for two intermodal terminals of the company
Year:	2010
Location:	Italy
Client:	Italian railway undertaking
Position held:	Intermodal Expert
Activities performed:	<ul style="list-style-type: none"> • Assessment of existing terminal operations and layouts • Elaboration of recommendations and improvement measures including assessment of the applicability of advanced transshipment technologies • Deduction of an appropriate terminal layout

Name of assignment:	Pre-feasibility study for an intermodal container terminal
Year:	2009 - 2010
Location:	Germany
Client:	Business development company
Position held:	Intermodal Expert
Activities performed:	<ul style="list-style-type: none"> • Assessment of existing footprint • Market research to identify potential customers and service providers • Negotiations and talks with different stakeholders • Deduction of a possible terminal layout

Name of assignment:	Development plan for a near-dock logistics area in northern Germany
Year:	2009
Location:	Germany
Client:	Business development company
Position held:	Intermodal Expert
Activities performed:	<ul style="list-style-type: none"> • Assessment of existing terminal operations and layouts • Determination of performance requirements • Deduction of an appropriate layout for the logistics area