

## Background

Despite fierce global competition, the European Maritime Industry has proved a strong player, due to intense co-operation between the members in its cluster. The total added value of the European Maritime Industry amounts 111 billion EURO. Direct and indirect, almost 2,5 million people are being employed<sup>1</sup>.

In such a large network, with strong interdependencies, clear communication is essential. The need for clarity and unambiguous communication is essential especially when electronic means of communication are used. This is true for both internal processes within companies as well as external communication with clients, partners and suppliers.

In view of this trend, EUROMIND identifies solutions for optimising communication, co-operation, speed, cost-effectiveness, quality and security. EUROMIND enables companies to optimise their business processes in the business model of the future. It is a key issue for effective global business and therefore a must for our high tech maritime industry. However, some essential requirements must be fulfilled.

## Standardisation in the European maritime industry

The first requirement is the need for standardisation on a European level in order to communicate efficiently. Reference can be made to several national initiatives, STEP Application Protocols and Marine Trading Markup Language (MTML). However, a lot of coordination still has to be done in the field of standardisation of technical, financial and logistical data. Secondly, a European standardisation of data elements is required. This comprises a uniform "European maritime dictionary" including synonyms and the "grammar" which is being referred to as classification. Communication standards will be identified in Best Practice studies of Shipbuilding Supply Chain Collaboration using XML and standardised drawing formats. Finally the application of virtual private networks (VPN) is most promising, to effectuate unambiguous, fast and secure communication between all parties involved.



## Mapping of the European maritime industry

More knowledge must be gained on all maritime players in the European cluster. In this respect some work has already been carried out by the European Commission. New emphasis should be on the development of legal frameworks for Open Standards, mapping and benchmarking of E-business initiatives, best-practices, sector trends, policies etc., for which a 'EUROMIND Policy Recommendation report' will be provided.

## Promoting pilots and best-practices

The knowledge gap between the current practices in the maritime industries and the state of the art on information and communication technology (ICT) must be bridged. The best way to make companies aware of the current possibilities of ICT is through showcases of Best Practices in collaboration by connecting digital systems via open standards. A need has been identified for connecting national industry databases to a common format through the national associations and suitable for a consolidation on a European scale. German, Polish, French and Dutch maritime associations have therefore decided to join a European initiative on the purchase of maritime products and services, called SeaQuipment.

Now EUROMIND envisions to broaden this network via close cooperation involving project partners representing maritime industries from all across Europe.



1. Study on the Economic Impact of the Maritime Industries in Europe, Policy Research Corporation

## The EUROMIND PROJECT

EUROMIND promotes solutions how to improve European Shipbuilding Supply Chain Collaboration by connecting digital systems via open standards.

Therefore the following steps are foreseen:

1. Identification of showcases based on Best Practises in shipbuilding collaboration by connected ICT-systems, in order to bring e-business to the workplace as a fully recognised and implemented effective tool.
2. Analysis of potential innovative shipbuilding collaboration business solutions, based on digital communication via open standards for transactions, and required legal frameworks, security, etc.
3. Compilation of a EUROMIND Handbook for Standards-based Shipbuilding Collaboration and a corresponding training course, to disseminate best practices into an open European virtual maritime network in order to bridge the knowledge gap between the maritime SME's and the state of the art ICT.
4. Stimulate maritime companies in both old and new European member states to participate in this network and to reach an increased level of standardisation, collaboration and integration in the European maritime supply chain.

### The EUROMIND Project partners:

Coordinator: Delft University of Technology (TU Delft)	Netherlands
Association of Lithuanian Shipbuilders and Ship repairers (LLSRA)	Lithuania
Bucomar B.V.(BUCO)	Netherlands
Centre of Maritime Technologies e.V. (CMT)	Germany
Centrum Techniki Okretowej S.A. (CTO)	Poland
European Marine Equipment Council (EMEC)	Belgium
Holland Marine Projects (HMP)	Netherlands
Instituto de Soldadura e Qualidade (ISQ)	Portugal
Netherlands' Shipbuilding Industry Association (VNSI)	Netherlands
Normenstelle Schiffs- und Meerestechnik im DIN (NSMT)	Germany
Ovidius University of Constanta (OUC)	Romania
SENER	Spain
Shipbuilders and Ship repairers Association (SSA)	United Kingdom
Szczecin Shipyard (SSN)	Poland
TLO Holland Controls B.V. (TLO)	Netherlands

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[www.europe-innova.org](http://www.europe-innova.org)

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# EUROMIND

Creating an innovative European Open Maritime Industry through facilitating the integration of standards into new business practices and services

**EUROPE  
INNOVA**  
Innovation and Standards