

Company presentation

as2con – alveus ltd.

research • development • applications



as2con - alveus ltd • research & consulting
www.as2con.com

Who we are



as2con – alveus ltd. is a research, development and applications company, providing engineering and marketing solutions in transport and construction industries.

Our **mission** is:

- To provide optimal solutions for industrial challenges through application of state-of-the-art methods and tools
- To provide services in development of sustainable technologies, and in their market implementation
- To establish and support creation of new knowledge and technology



People behind

- Team of 20 people with D.Sc., M.Sc. and B.Sc. degrees in engineering and in marketing

- Key personnel:
 - General manager & founder: Alan Klanac*, M.Sc. Nav. Arch.
 - Director & founder: Nataša Golik Klanac*, D.Sc. Econ.
 - Founder & associate: Sören Ehlers*, D.Sc. Nav. Arch.
 - Senior engineer: Darko Frank*, M.Sc. Nav. Arch.

- Committed to research, technology innovations and business solutions
- Participated in a multiple EU-funded research projects
- Published extensively in respected journals and scientific conferences

*Please check LinkedIn for professional profile



Technology innovations:

- Innovative concepts
 - Ship and yacht design
 - Sandwich and composite technology
 - Crashworthy structures
 - Risk-based design
 - System optimization
 - Collaborative design
- Advanced method development
 - Strength and fatigue
 - Vibrations and acoustics
 - Collision and grounding
- Software development
 - Object oriented programming
 - Numerical tool calculations
 - User interface and data management
- Life-cycle services
 - Composite patch repair and refit
 - Vibration measurements

Business solutions:

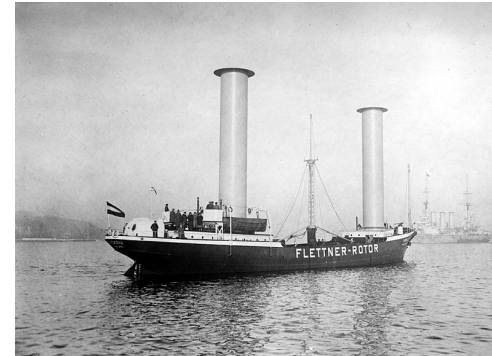
- Market and industry research and analysis
 - Trends and overviews
 - Demand and competition
 - Company performance
- Product and service development
 - Quality and value analysis and definition
 - Characteristics driving user value
 - Customer/user perceived value
 - The augmented service offering design
- Market strategy development
 - Segmentation
 - Price definition
 - Distribution definition
 - Total integrated marketing communication
- Customer relationship management



New shipping concepts

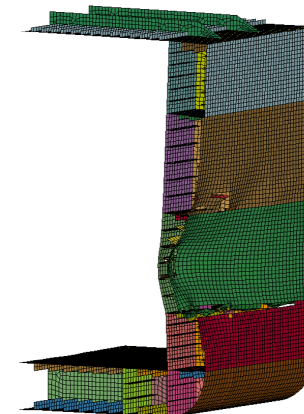
- ULTRA SLOW SHIPPING

- significant reduction of emissions
- tankers and bulker at 5kn!
- green propulsion



- Crashworthy coastal vessel

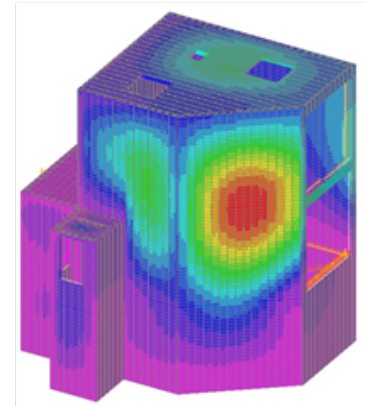
- safe(r) for collision and grounding at the same capacity of standard vessel



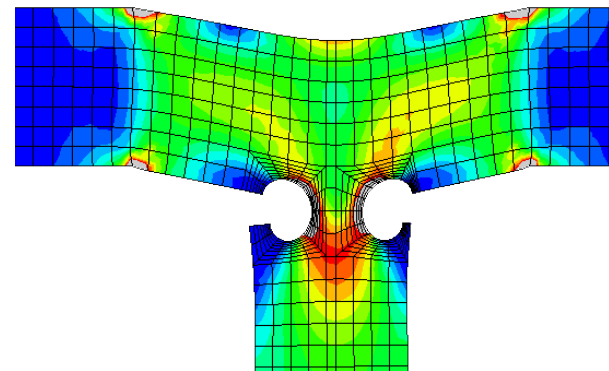
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Innovative structural concepts and methods

- Design of an all-steel laser-welded sandwich panel deckhouse
 - provides significant weight and cost reduction



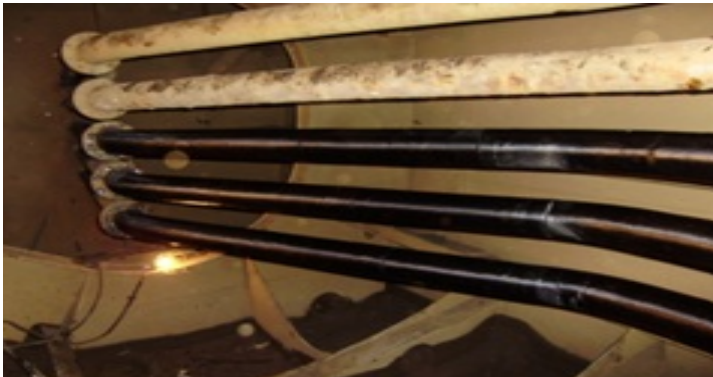
- Fatigue of laser-welded joints
 - improved evaluation of stress intensity factors
 - collaboration with Aalto University (FI)



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Technology development: composites in repair

- Renewal of a ship piping with composites
- EU FP7 **CO-PATCH**: patching hull damages with composites (crack and corrosion)



Business solutions provided

- **CO-PATCH, EU FP7 project**

- Stakeholder preference analysis of a composite repair technology (composite patching)

- Stakeholder forum management

- Market needs analysis

- **INTERNSHIP, Croatian National Scientific Foundation project**

- Market analysis of shipbuilding industry

- Design of an e-service driving value for ship-owners

- **KONE Corporation, Finland**

- Analysis and definition of e-service and website characteristics driving customer value

- Elicitation of customer value

- **SAFEWIN, EU FP7 project**

- Internet communication development

- Internal collaboration management



Clients and collaborators



Contact

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