Study on support measures for the implementation of the TEN-T core network related to sea ports, inland ports and inland waterway transport

**Location:** European Union

**Contracting:** European Commission / DG MOVE

**Start date:** January 2016

**Completion date:** December 2017

**Duration of assignment (months):** 24

**Name of senior professional staff involved and functions performed:**
Andreu Esquius, Coordinator / Efrain Larrea, Transport Modeller / Rafa Rodrigo, Transport Economist / Nati Franco, GIS / Andreu Ulied, Internal assessment

**Number of Associate Consultants:** EY (FR), BG (FR), TNO (NL), Fraunhofer (D), UoC (RO)

**Web:** Not available

**Narrative description of project:**
The objective is to identify and analyse in a forward-looking way the existing role and the maximum realistic potential of EU waterborne transport infrastructure along the TEN-T core network and to develop recommendations for strategies and measures to realise this potential.

**Description of actual services provided by the firm in the assignment:**
- Analysis of freight transport and logistics needs of the EU economy and industrial sectors at network and segment level and identification of maritime and inland ports and inland waterways potential and assessment of policy measures to maximize their potential
- Elaboration of good practice guidance for port, waterway and regional authorities as regards cooperation and industrial development strategies and policies in ports and along inland waterways, including as regards the circular economy.
- Support to horizontal coordination of TEN-T corridor implementation as regards ports and inland waterborne transport. The task shall contribute to the harmonized approach of dealing with inland waterway, inland port and sea port across the TEN-T Corridors.
Assessment impact of the infrastructure constraints on Railway Undertakings operations

**Location:** France, Spain, Portugal and Germany

**Contracting:** European Economic Interest Group «EEIG CFM4» / European Union (Trans-European Transport Network)

**Start date:** December 2014  
**Completion date:** June 2015  
**Duration of assignment (months):** 6

**Name of senior professional staff involved and functions performed:**
Andreu Ullied, Coordination / Andreu Esquius, Rail Analysis / Efrain Larrea, Transport Modeller / Frederic Lloveras, Transport and Traffic Modeller / Raquel López, Transport Planning / Marta Calvet Environmental Assessment / Nati Franco, GIS & Christian Reynaud (BG, FR), Vasco Reis (IST, PT), Gunnar Platz (Planco, DE)

**Number of Associate Consultants:** BG (FR), IST (PT), Planco (DE)

**Web:** Not available

**Narrative description of project:**
Atlantic Corridor infrastructures have several constrains which need to be overcome in the long run. This study will evaluate the impact of those constrains on the rail freight business. For such the added costs of the rail transport and other operational shortfalls will be assessed.
The costs of the rail main competitor – the road mode – will also be addressed in order to evaluate the real breakdown of competitiveness resulting from the infrastructure constraints. In the end, this study will allow to achieve the real impact of each of the existing infrastructure constraints as support to the evaluation of the investment plan and the capacity offer of the corridor.

**Description of actual services provided by the firm in the assignment:**
- Establishing the priority of the investments planned at short, medium and long term
- Establishing a cost benefit analysis of planned investments aimed at installation of interoperable systems along the corridor
LIVINGRAIL – Vision 2050: How rail can contribute to a Europe worth living in

Location: European Union, Neighbourhood countries and Rest of World

Contracting: European Commission

Start date: December 2012
Completion date: May 2015

Duration of assignment (months): 30

Name of senior professional staff involved and functions performed: Andreu Ulied Coordinator / Andreu Esquius, Rail Analysis / Efrain Larrea, Transport Modeller / Frederic Lloveras, Transport and Traffic Modeller / Oriol Biosca, Strategic Planning / Rafa Rodrigo; Socioeconomic evaluation / Marta Calvet, Environmental assessment / Nati Franco, GIS & Claus Doll - (Fraunhofer ISI, DE) / Frauke Jürgens (Allianz Pro-Schiene, DE), David Jaroszweski (University of Birmingham, UK) / Ante Klečina (Pro rail Alliance, HR) / Davide Fiorello (TRT, IT), Padideh Gützkow (Siemens, DE)

Number of Associate Consultants: Fraunhofer ISI (DE), SIEMENS AG (DE), ALLIANZ PRO SCHIENE (DE), TRT (IT), RTCA (AT), Savez za Željeznicu (HR), UoB (UK)

Web: www.livingrail.eu

Narrative description of project: LivingRAIL is a research project funded by the European Commission. It develops a vision for rail transport in Europe 2050, and a roadmap for realizing it. LivingRAIL will elaborate prospective and normative scenarios investigating possible evolutions leading to a reduction of the environmental harm of transport and in the same time to increase or at least maintain our quality of life. The scenarios will be detailed by trends in society, policy, economics, spatial planning, urban development, technology and transport sector operations to gain profound understanding of the sector interrelations. With the help of these detailed assessments the project will elaborate a railmap out of alternative pathways to approach the 2050 vision from today’s situation.

Description of actual services provided by the firm in the assignment:
- Provide an overview of existing future scenarios and visions on sustainable transport, spatial planning, land use and urban development
- Provide an overview of best practices in Europe to make the transport system more sustainable. The role of rail will be particularly highlighted.
- Identify relevant mega-trends and other important external factors to be considered when developing the vision 2050
- Provide an overview of existing best practice in the European rail system, including a vision for 2050 developed by the rail companies
- Draft a vision of a sustainable transport system and society in 2050 where transport needs are overwhelmingly served by electrified rail.
Design, development and implementation HIGH-TOOL Strategic high-level transport assessment model

**Location:** Global, European Union and Neighbourhood countries  
**Contracting:** European Commission

**Start date:** April 2013  
**Completion date:** July 2016

**Duration of assignment (months):** 34

**Name of senior professional staff involved and functions performed:**
Andreu Ulied, Director / Andreu Esquius, Modeller / Efraín Larrea, Modeller / Oriol Biosca, Modeller / Nati Franco, GIS

**Number of Associate Consultants:** KIT (GE), TNO (NE), MKmetric (GE), Panteia (NE), TML (BE), SIG (NE), FOMTERV IN (HU)

**Web:** www.high-tool.eu

**Narrative description of project:**
The HIGH-TOOL project aims at developing a free and open high-level strategic transport model to assess economic, social and environmental impacts of transport policy. The HIGH-TOOL model will allow quick scanning of transport policy options by the European Commission (EC). Input and output indicators of the model will be based on policy targets of the White Paper 2011 and the Roadmap for moving to a low-carbon economy in 2050, but may also be relevant to other areas of transport policy. The EC’s Impact Assessment Guidelines will serve as an important reference to define the model’s output variables. The HIGH-TOOL model will be largely based on equations and elasticity developed in previous or ongoing research projects. The model will serve as a pre-selection tool of policy options that will be further evaluated by more detailed models such as TRANSTOOLS and TREMOVE. High attention will be attached to obtain consistency between HIGH-TOOL and the EU 2012 Reference Scenario.

**Description of actual services provided by the firm in the assignment:**
- The HIGH-TOOL model allows rapid exploration of transport policy options of the European Commission (EC).
INTERCONNECT – Interconnection between transport network short and long distance

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<th>Location:</th>
<th>Contracting: European Union and Neighbourhood countries</th>
<th>European Commission</th>
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Name of senior professional staff involved and functions performed:
Andreu Ulied, Director / Andreu Esquius, Analysis / Efraín Larrea, Modeller / Oriol Biosca, Forecasting / Rafa Rodrigo; Socio-economic evaluation / Marta Calvet, Environmental impact assessment / Nati Franco, GIS

Number of Associate Consultants: University of Napier (UK) (Coordinator)

Web: https://cordis.europa.eu/project/rcn/91152_en.html

Narrative description of project:
The INTERCONNECT project is co-funded by the European Commission within the Seventh Framework Programme, Theme 7 Transport. INTERCONNECT is examining the role of local and regional interconnections in the context of longer distance passenger journeys in Europe, in order to address the potential for greater economic efficiency and reduced environmental impact. Factors investigated in the project include integration, co-operation and, where appropriate, competition in the provision of local connections across all transport modes. The methodology that has been employed in the project includes literature reviews, interviews with key stakeholders and detailed investigations of selected case studies. INTERCONNECT addresses the potential for greater efficiency and reduced environmental impact of passenger transport through encouragement of integration, co-operation and, where appropriate, competition in the provision of these local and regional connections.

Description of actual services provided by the firm in the assignment:
- Analysis of the role that EU and national policies currently play in improving interconnectivity, as well as exploring the potential role these and other policies could play.
- Identified potential solutions from literature and defined a first set of case studies in order to examine the mechanisms for improving interconnectivity between the different network scales (local and regional) and between road, rail, maritime and air passenger modes of transport.
- In-depth analysis of potential solutions through a second set of case studies, or “test beds” to identify the benefits of particular identified solutions and any possible barriers to their implementation.
### DESTIN - Defining and Evaluating a Strategic Transport Infrastructure Network in the Western Mediterranean

**Location:** Maghreb countries  
**Contracting:** CETMO Foundation / Fifth Framework Programme

**Start date:** February 2003  
**Completion date:** October 2005  
**Duration of assignment (months):** 32

**Name of senior professional staff involved and functions performed:**  
Andreu Ullied, Coordination / Andreu Esquius, Analysis / Efrain Larrea, Modeller Nati Franco, GIS

**Number of Associate Consultants:** CETMO (SP), NESTEAR (FR), IRAT (IT), SNED (MOR), ETIC (TN), KHAN Consultants (ALG)


**Narrative description of project:**  
DESTIN is a project of the 5th Framework Programme for R & D aimed at the definition and evaluation of a strategic network of transport infrastructure in the Maghreb, conceived as an extension of the Trans-European Transport European countries of the Western Mediterranean.

**Description of actual services provided by the firm in the assignment:**

- Research on current and future multimodal transport chains and transport interoperability between the Maghreb countries and between each country in that region and EU and Mediterranean countries.

- Develop and apply specific computerised models to forecast international passenger and freight traffic in the Western Mediterranean, supported by an operational geographic information system (GIS) and a sustainable database.

- Based on the above outputs, to propose and apply methods and criteria to identify a strategic transport network in the Western Mediterranean and evaluate priorities for its development.

- Design an executive decision-support system to easily revise the identification of the priorities.

  Involve key international and national institutions (such as transport ministries) throughout the process, in order to check that sustainable and practical tools are developed and realistic needs and constraints are taken into account.
TRANSBOX – Automatic technologies to optimize intermodal freight terminals

**Location:** Global

**Contracting:** PROMAUT / ACC10 – Government of Catalonia

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**Duration of assignment (months):** 24

**Name of senior professional staff involved and functions performed:**

Andreu Ullied, Coordination / Andreu Esquius, Analysis / Efrain Larrea, Modeller / Frederic Lloveras, Modeller / Nati Franco, GIS

**Number of Associate Consultants:** None

**Web:** Not available

**Narrative description of project:**

TRANSBOX is the development of innovative solutions for automated horizontal loading and unloading of goods, with the goal of making the most efficient Rail Intermodality.

**Description of actual services provided by the firm in the assignment:**

- Develop a standard system of automatic transfer cargo between ship / rail / truck, that can be applied in multiple facilities and is compatible with various types of cargo (containers), trucks and trains:
  - Develop an exchange platform that adapts automatically to the size, weight and volume the container and the size and type of vehicle that transports.
  - Positioning control of the vehicle for loading and transfer is also an important technological challenge that will involve the use of advanced control systems, for example, artificial vision.
- Definition of distributing plant to optimize traffic and rail:
  - Will be important to define the routes in and out of vehicles on the installation to minimize transit time and maximize the flow of goods and vehicles.
  - The study of these routes should include traffic patterns logistics operators and the general traffic area to avoid conflicts in the "rush hour."
- Definition of warehouse management processes multi-cargo and multi-user.
Socio-economic and territorial assessment of the Gibraltar Fixed Link

**Location:** Spain and Morocco

**Contracting:** Governments of Spain (SECEGSA) and Morocco (SNED)

**Start date:** July 2006  
**Completion date:** December 2007  
**Duration of assignment (months):** 18

**Name of senior professional staff involved and functions performed:**
Andreu Ullied, Coordination / Oriol Biosca, Socio-economic evaluation / Andreu Esquius, Modeller / Nati Franco, Geographic information systems

**Number of Associate Consultants:** 4

**Web:** Confidential

**Narrative description of project:**
The study aimed to identify the impacts of the proposed tunnel under the Strait of Gibraltar, led by SNED in Morocco and SECEGSA in Spain. The study included the analysis of trends in the transport market, on the organization of transport chains and logistics in the Mediterranean, and the role played by the logistic pole of the Gibraltar Strait, together with the regional development opportunities in the north and the south.

**Description of actual services provided by the firm in the assignment:**
- Analysis of the socio-economic and geopolitical trends in Morocco, in particular in the region of Tangier-Tetouan, in the context of the Maghreb, and in Spain, in particular in the Andalusian region.
- Development of two scenarios for the Strait region: the Osmose scenario, independent development, and the Symbiosis scenario, which considers the territory as an integrated regional platform.
- Econometric study of the socio-economic impact of the Tunnel of Gibraltar construction in the Tangier-Tetouan and Andalusia regions: jobs created, value-added, according to input output methodology.
- Evaluation of regional strategies, territorial and development planning
- Analysis of transport and logistics in the Mediterranean and the role to be played by Gibraltar
- Study of Megaprojects cases to identify lessons from previous experiences.
**Traffic study and economic assessment of the Inland Waterway Project Saône Mosel Saône Rhine**

**Location:** France  
**Contracting:** Voies navigables de France (VNF)

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**Name of senior professional staff involved and functions performed:**  
Andreu Ullied, Coordination / Andreu Esquius, Analysis / Efrain Larrea, Modeller / Frederic Lloveras, Modeller / Nati Franco, GIS

**Number of Associate Consultants:** Nestear, Alenium, Planco, CERPI

**Web:** Not available

**Narrative description of project:**  
The project aim is to connect a part of the French waterway network to the European network. The scope of this study encompasses the potential economic exchange zones and is structured around of the waterway link project Rhine-Mediterranean.

The study provides the insights from different alternatives. Several corridors are studied for different solutions "Saône-Moselle", "Saône-Rhine" and a combined solution "Moselle.Saône Saône-Rhine."

**Description of actual services provided by the firm in the assignment:**
- Demonstrate the important role of this connection in the structuring of the European space
- Understanding the waterways as an element of intermodal transport chains
- Conduct a multi-level process, combining the challenges of European, regional and local level
- Analyse the socio-economic and financial profitability.
- Modelling and traffic forecasts

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**Introduction Map**

- Sillons Fret de RFT
- Flux de trafic pour des acheminements routiers inférieurs à 150 Km
- Potentiel transférable pour des acheminements routiers inférieurs à 150 km
Cabotage study and compatibility of LNG supply to the South of Chile

Location: Chile
Contracting: SENER
Start date: July 2016
Completion date: October 2016
Duration of assignment (months): 3

Name of senior professional staff involved and functions performed:
Andreu Ulied, Director / Andreu Esquius, Infrastructure Analysis / Efrain Larrea, Modelling / Oriol Biosca - Analysis / Rafa Rodrigo - Economic Evaluation / Nati Franco, GIS

Number of Associate Consultants: None

Narrative description of project:
Technical assistance to SENER in the preparation of a feasibility study to implement maritime cabotage chains between Quintero and the Bio Bio region for the transport of LNG (Liquefied Natural Gas) in Chile. The possibility of replacing the land transport system currently in use by ENAP is analysed. Specifically, MCRTI has analysed the operation and probability of failure of the maritime chain, the socioeconomic benefits generated with respect to the land chain, and has identified potential restrictions derived from the current planning in Chile and the Bio Bio region.

Description of actual services provided by the firm in the assignment:
- Model for calculating the probability of failure of maritime logistics chains based on marine climatology, restrictions on port operations. Alternative demand scenarios.
- Analysis of the economic and social interest in the substitution of terrestrial LNG transport chains for maritime cabotage logistics chains. Analysis of costs and social benefits in the short and long term.
- Analysis of territorial documentation and regional and national planning (Bio Bio, Chile) with impact on the implementation of energy management infrastructures and LNG transport (Liquefied Natural Gas). Analysis of possible restrictions.
- Elaboration of infographics
Strategic assessment of the Program for Regional Development in the Area of Influence of The North-south Railway in the State of Tocantins

**Location:** State of Tocantins, Brazil  
**Contracting:** Secretariat of Planning and Public Management Modernization (SEPLAN) of the State of Tocantins / International Bank for Reconstruction and Development (IBRD) / World Bank

**Start date:** September 2014  
**Completion date:** June 2015  
**Duration of assignment (months):** 9

**Name of senior professional staff involved and functions performed:** Andreu Ullied, Coordination / Andreu Esquius, Analysis / Efrain Larrea, Modeller / Oriol Biosca, Strategic Assessment / Marta Calvet, Environmental Assessment / Rafa Rodrigo, Economic Evaluation / Nati Franco, GIS

**Number of Associate Consultants:** Urbana (BR), Plural (BR)

**Web:** Not available

**Narrative description of project:**
Drawing up the Regional Development Programme Area of Influence of North-South Railway in the State of Tocantins in order to promote economic and social development, using the North-South Railway as an essential vector in the North Central Corridor Trade and the possibility of the second outlet to the sea taking advantage of the future endeavours of FIOL (Railroad West Integration - East with Integrated Regional Development and Sustainable Tocantins (PDRIS) aims to promote the efficiency of road transport and the efficiency of a selected set of public services in support of integrated development and territorial balance of the state and its components: (i) the integrated improvement of the efficiency of transport, and (ii) improving the efficiency of public services in selected public services.

**Description of actual services provided by the firm in the assignment:**
- Creation of profiles (contexts) for natural/environmental, social, economic and demographic factors, land cover and use, infrastructures and productive systems;
- Assessment and selection of entrepreneurial (productive) segments to be fostered and attracted;
- Description and evaluation of profiles of human, natural and material resources;
- Defining goals and guidelines to guide the development plan, considering the present and future productive systems in the area under the influence of the North-South Railway (FNS);
- Identifying opportunities and threats to each productive system, existing or potential, linked to guiding objectives and to pertinent strategies, in the short and long term
- Evaluation and selection of supporting public investments, aiming at the integration of geographic spaces;
- Formulating strategic actions to be taken by the State and Municipal Government involved
- Formulation of an action plan.
Evaluation regional impact of transports projects of the “Trans-Mediterranean Transport Network

Location: Mediterranean Sea Basin countries

Contracting: Union for the Mediterranean

Start date: July 2014
Completion date: December 2014
Duration of assignment (months): 6

Name of senior professional staff involved and functions performed:
Andreu Ulied, Director / Andreu Esquius, Analysis / Efrain Larrea, Modeller / Oriol Biosca, strategic assessment / Rafa Rodrigo; Socio-economic assessment / Marta Calvet, Environmental assessment / Nati Franco, GIS

Number of Associate Consultants: None

Web: Not available

Narrative description of project:
The overall objective of the project is to build a comprehensive set of methodologies, models and tools in order to evaluate, through opportune transportation indicators, the regional impact of the transport projects located in the Trans-Mediterranean Network.

Description of actual services provided by the firm in the assignment:
- Conceptual design of the tool
- Design, development and implementation of the tool
- Training activities
Modelling freight transport in the Mediterranean

**Location:** Mediterranean Sea Basin countries  
**Contracting:** CETMO Foundation / Regional Transport Action Plan (RTAP) for the Mediterranean (2007-2013)

**Start date:** February 2011  
**Completion date:** February 2012  
**Duration of assignment (months):** 12

**Name of senior professional staff involved and functions performed:**
Andreu Ullied, Coordination / Andreu Esquius, Analysis / Efrain Larrea, Modeller / Frederic Lloveras, Modeller / Oriol Biosca, Forecasting / Nati Franco, GIS

**Number of Associate Consultants:**

**Web:** Restricted

**Narrative description of project:**
This project aims to develop a model for forecasting freight flows for all countries of the Mediterranean basin. The analysis horizon year will be 2020 and 2030 for different scenarios to be built. The study area comprises the MEDA countries (Algeria, Egypt, Israel, Jordan, Lebanon, Malta, Morocco, Palestinian Authority, Syria, Tunisia, and Turkey) and discusses its relationship with the rest of the world. We distinguish three levels of analysis: Level intraregional relationships among MEDA countries; European level relationships among EU countries and each country MEDA and MEDA country’s relations with the rest of the world.

**Description of actual services provided by the firm in the assignment:**
- Characterization of international flows of goods, existing and foreseeable in the Mediterranean.
- Creation of a planning tool capable of evaluating the possible actions on the transport system.
Port of Barcelona Ecocalculator

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<tr>
<th><strong>Location:</strong></th>
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<td><strong>Contracting:</strong></td>
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<td><strong>Start date:</strong></td>
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**Name of senior professional staff involved and functions performed:**

Andreu Ulled, Project Coordinator / Ramón Català, Developer of advanced analytic routines / Jaume Jorba, Database manager - Developer of online tools / Andreu Esquius, Modeler / Efrain Larrea, Modeler / Nati Franco, GIS

**Number of Associate Consultants:**

Web: http://planol.portdebarcelona.cat/ecocalc/index.html

**Narrative description of project:**

The Ecocalculator is a tool for calculating CO2 emissions from transport chains. It has two aims: to highlight the competitive advantage that the Port of Barcelona and the Mediterranean in general have within the environmental field towards its competitors in Northern Europe; and to provide shippers and operators with a tool for measuring CO2 emissions that can help them to take decisions about routing their freight using sustainability criteria. The Port designed the Ecocalculator to provide its customers with a specific information service to help them to quantify their freight’s environmental footprint and to meet their environmental commitments. The Ecocalculator does not focus solely on the transit of goods through the port, but analyses the entire supply chain from door to door, stressing the advantages of multimodal options.

**Description of actual services provided by the firm in the assignment:**

- Design, development, implementation and maintenance of the system.
**SIMPORT - Forecast Model of the Port of Barcelona**

**Location:** Port de Barcelona and their Foreland

| Start date: | January 2004 |
| Completion date: | December 2015 |

**Contracting:** Port Authority of Barcelona (APB)

| Duration of assignment (months): | 144 |

**Name of senior professional staff involved and functions performed:**
Andreu Ullied, Coordination / Andreu Esquius, Feasibility analysis / Efrain Larrea, Modeller / Oriol Biosca, Forecasting / Marta Calvet, Environmental assessment / Rafa Rodrigo, Socio-economic evaluation / Nati Franco, GIS

**Web:** Restricted

**Narrative description of project:**
The SIMPORT provides tools for modelling the flow of goods. It is a system designed and developed jointly by the areas of Strategy, Marketing and Information Systems (IS) of the APB, and MCRIT. The system is installed in the offices of the APB and is maintained and updated MCRIT consultants. SIMPORT has been used to analyse the market potential of the Port of Barcelona in relation to trade between Europe and the Foreland, especially Southeast Asia, to determine the best location of new freight terminals, the access to the main industrial and logistics zones, as well as to calculate the CO2 emissions saved by using the commercial ports of the Mediterranean area instead of the Atlantic for goods coming from Southeast Asia having as a destination Southern European countries.

**Description of actual services provided by the firm in the assignment:**
- Simulation of transport chains of freight with origin or destination in the EU.
- Calculation of optimal paths according to different logistic constraints
- Calculation of the environmental impact of the transport chains.
- Included all transport modes: oceanic ships, short sea shipping, railway, truck and inland navigation.

**Diagram:**
- The model assigns maritime freight flows onto each port according to inland, maritime and logistic costs.
- Determination of the current trade market.
- Assignment of traffic onto ports and calibration according to reality.
- Future traffic forecast.
- Evaluation of potential market of Barcelona Port.
Assessment of Morrot urban waterfront regeneration project and its impact on Barcelona mobility

**Location:** Barcelona (Spain)  
**Contracting:** Barcelona Regional  
**Start date:** December 2014  
**Completion date:** May 2015  
**Duration of assignment (months):** 5

**Name of senior professional staff involved and functions performed:** Andreu Ulled, Director / Andreu Esquius, Transport Planning / Efrain Larrea, Modeller / Oriol Biosca, Strategic assessment / Rafa Rodrigo; Socio-economic assessment / Berta Carreras, Environmental assessment / Nati Franco, GIS

**Number of Associate Consultants:** None

**Web:** Not available

**Narrative description of project:** The aim of the project is to assist Barcelona Regional in the assessment of Morrot’s Urban waterfront regeneration project and its impact on Barcelona’s mobility; working towards more convenient configurations, especially with regard to uses arising from commercial activity and logistics of the port’s community.

**Description of actual services provided by the firm in the assignment:**
- Identification and analysis of existing activities through interviews with Barcelona’s port community.
- Identification and analysis of new potential activities based on a comparative analysis of equivalent port and urban surroundings, and strategic demands of Barcelona’s port.
- Definition of scenarios for alternative configurations
- Strategic assessment of scenarios and its impacts
- Mobility study (demand forecast)