

Siemens Wind Power i Sverige

Bjarne Nyborg Nielsen
14.11.2013

Siemens Wind Power Fakta

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En af de førende mølleleverandører globalt set

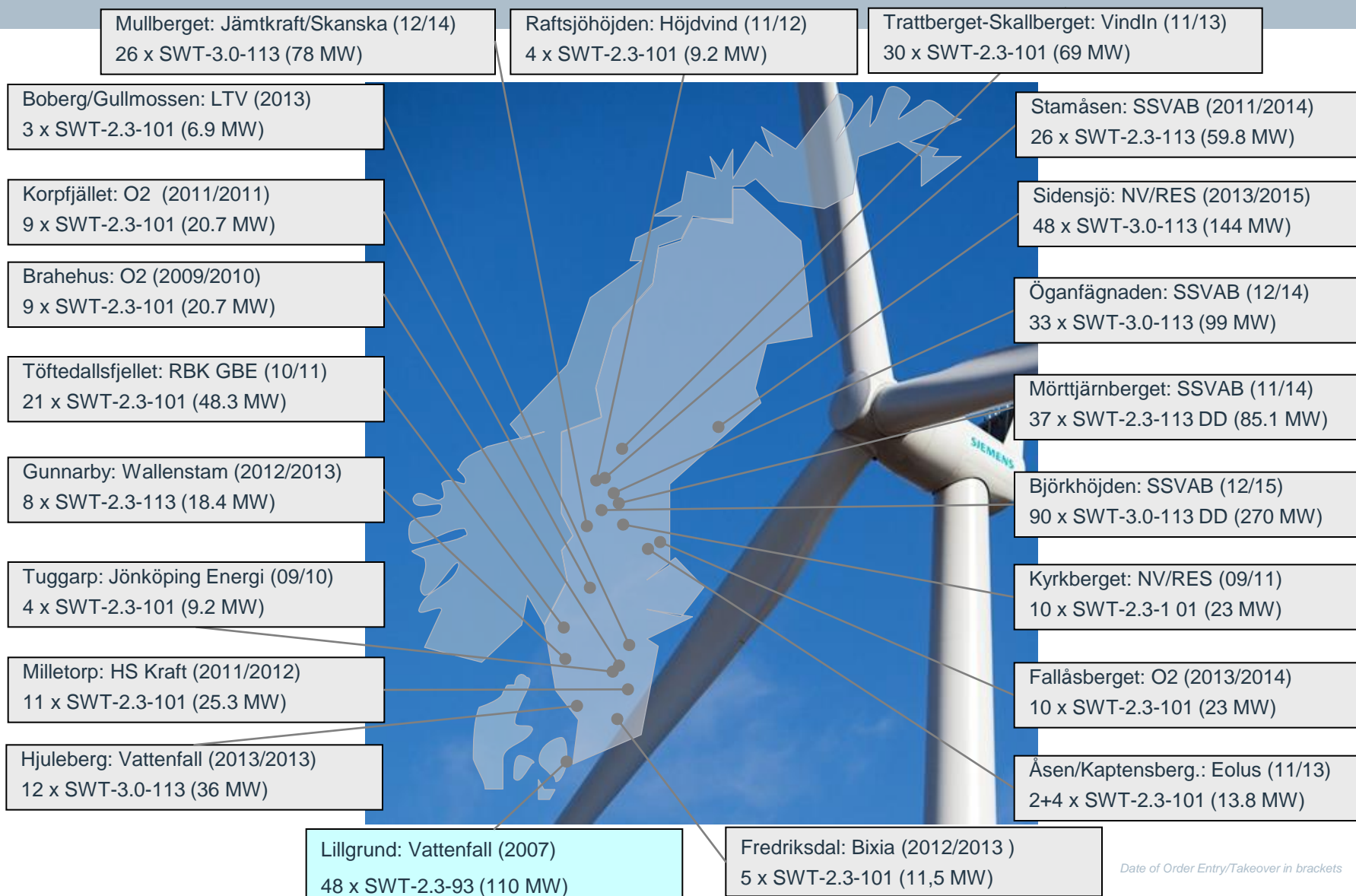
Siemens opkøbte Bonus Energy A/S i 2004

Installeret: > 12,300 turbines med > 20,000 MW capacity¹⁾

Installeret i 2012: > 4.100 MW

Mere end 10.000 ansatte globalt set

Siemens landkort i Sverige (1180,9 MW)



General Information

- ▶ Langvarige serviceaftaler – giver sikkerhed for investering
- ▶ 2.3 MW VS Møller og Siemens DD Teknologi
- ▶ Serviceorganisation dækkende for hele Sverige, siteniveau
- ▶ Relativt tæt på HQ i Brande og Lager i Tinglev
- ▶ kWh priser i Sverige = approx. 0,45 – 0,60 SEK øre/kWh
- ▶ Årligt, ca. 1 GWH installation
- ▶ Kundesegment, typisk Utilities og større investorer

- ▶ Investering i ”brugte” møller, gennemfør en uvildig inspektion (f.eks. Danmarks Vindmølleforening)

Energy Wind Power

Energy (E)

Ulf Troedsson Ferenc Van Beek

Wind Power (E W)

Hans Carlsson Christoffer Hero

Sales & Proposals
New Sales On Shore
 Karl Bendtsen

Technical Sales Managers
 Jari Rosenblad
 Jan-Fredric Karlsson

Proposal Managers
 Kristina Källander
 Emil Eriksson

Siting Engineer
 N.N.

Commercial Sales Manager
 Joachim Heineman
 Jeremiah Dutton

Contract Manager

Legal
 Henrik Johnels

Sales & Proposals
New Sales Off Shore
 N.N.

Project Management
 Gunilla Lindqvist

Project manager
 N.N

Assistant project Manager
 Marcus Rönnqvist
 Sara Eriksson

Site Resources
 Site manager
 Magnus Nettelblatt

Transport & Logistics
 Brande

EHS Coordinator
 Brande
EHA Officer (on site)
 N.N.
QA Coordinator
 Brande

Business Administration
Project Management
 Christoffer Hero

Julie Genevieve Szal
Johan Strandberg

QM
 Eva Ingverud

EHS
 Nadia Skarboe

Engineering
 Brande

Energy Service Wind Power

Energy Service (E S)

Hans Carlsson Ferenc Van Beek

Energy Service Wind Power (E S S W)

Ulrik Rydström Annika Back

<p>Sales & Proposal Service On shore Erik Gullne</p>	<p>EHS Coordinator Johanna Åhs</p>	<p>Wind Power Service Operation Björn Öhnarp Annika Back</p>		
<p><u>Service Sales Manager</u> Mario Campo <u>Proposal Manager</u> Marianne Åslin</p>	<p>Elsäkerhetsansvarig Magnus Engblom</p>	<p>Logistics/Purchase/Spareparts/Warehouse Mika Kalliomäki</p>	<p>Resource Coordinator KRIMA Task Manager Susanna Lindström</p>	<p>Business Administration Operation Annika Back</p>
<p>Legal Henrik Johnels</p>	<p>QM Eva Ingverud</p>	<p>Training Brande/Bremen</p>		<p>Merja Palo Svensson Monika Baudin Rask</p>

Energy Service Wind Power

Energy Service (E S)

Hans Carlsson

Ferenc Van Beek

Energy Service Wind Power (E S W)

Ulrik Rydström

Annika Back

Wind Power Service Operation

Björn Öhnarp

Annika Back

Sitemanager

Hans Carlsson

Site Manager

Patrik Andersson

Site Manager

Magnus Engblom

Site Manager

Mattias Hjort

Site Manager

Tommy Nilsson

Mobile Service

Gunnarby (8)
Hjuleberg (11)
Lillgrund (48, no SAA)

Service technicians

Robert Dahlgren
Stefan Andrems
Mirsad Pehlivanovic
Paul Johansson
Mats Torgelsson
Johan Sjöström
JohanBielsten
Henrik Lundström

Töftedalsfjället (21)

Lead technician

Stefan Johansson
Service technician
Mikael Soppi

Brahehus/Tuggarp (13)

Fredriksdal (5)
Milletorp (11)

Lead technician

Mikael Berndtsson
Service technician
Joakim Karlsson

Trattberget/Skallberget (30) Mullberg (26)

Service technician

Martin Börjegen
Håkan Petersson
Ida Eliasson
Magnus Persson
N.N.
N.N.
N.N.
N.N.

Kyrkberget (10)

Korpfjället (9)
Fallåsberget (10)
Åsen/Kaptensberget(6)

Service technician

Björn Skälberg
Daniel Gabriellson
Kristian Jonsson
Daniel Blomsten

Mörttjärnsberget (37) Stamåsen (26) Raftsjöhöjden (4)

Service technician

Tomas Lif
Fredrik Blixt
N.N.
N.N.

Old Bonus WTG (28)
Brande

Produkte

Product portfolio

SWT-2.3MW Platform



SWT-2.3-82VS



SWT-2.3-93



SWT-2.3-101



SWT-2.3-108

SWT-3.6MW Platform



SWT-3.6-107



SWT-3.6-120

SWT-DD Platform



SWT-3.0-101 DD

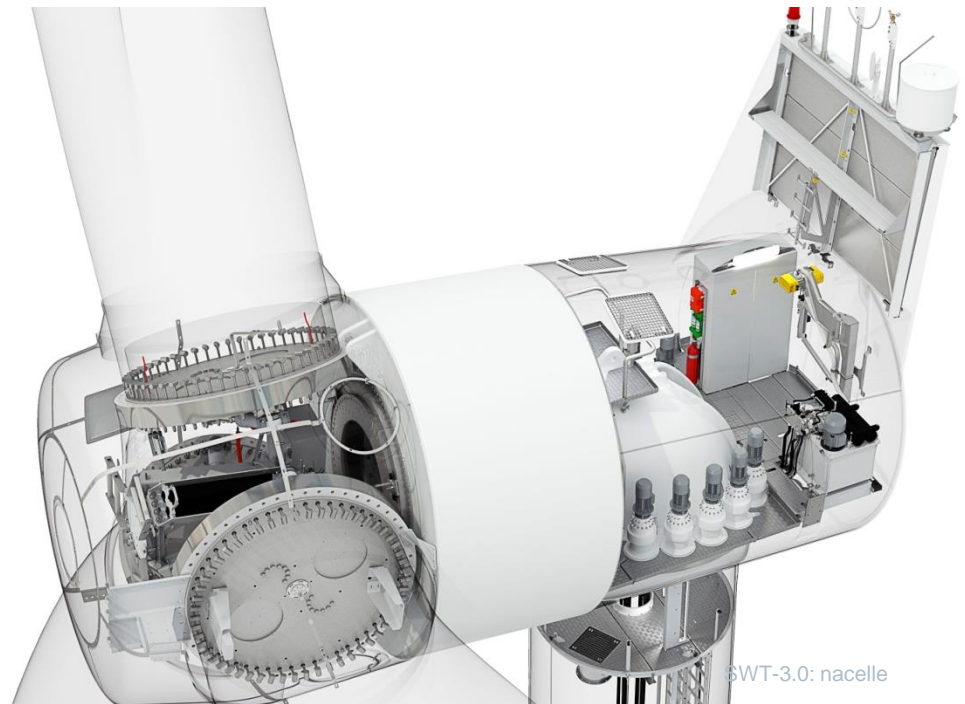


SWT-3.0-113 DD

Continuously monitoring market trends and needs for new product development

Direct Drive Technology

- Increased efficiency due to minimum losses in drive train, generator and cooling system
- Reduction in number of wearing parts due to the simplified drive train
- Compact and light weight design (nacelle $\text{Ø} = 4.2\text{m}$
nacelle weight = 78 t)



SWT-3.0: nacelle

Patented IntegralBlade®

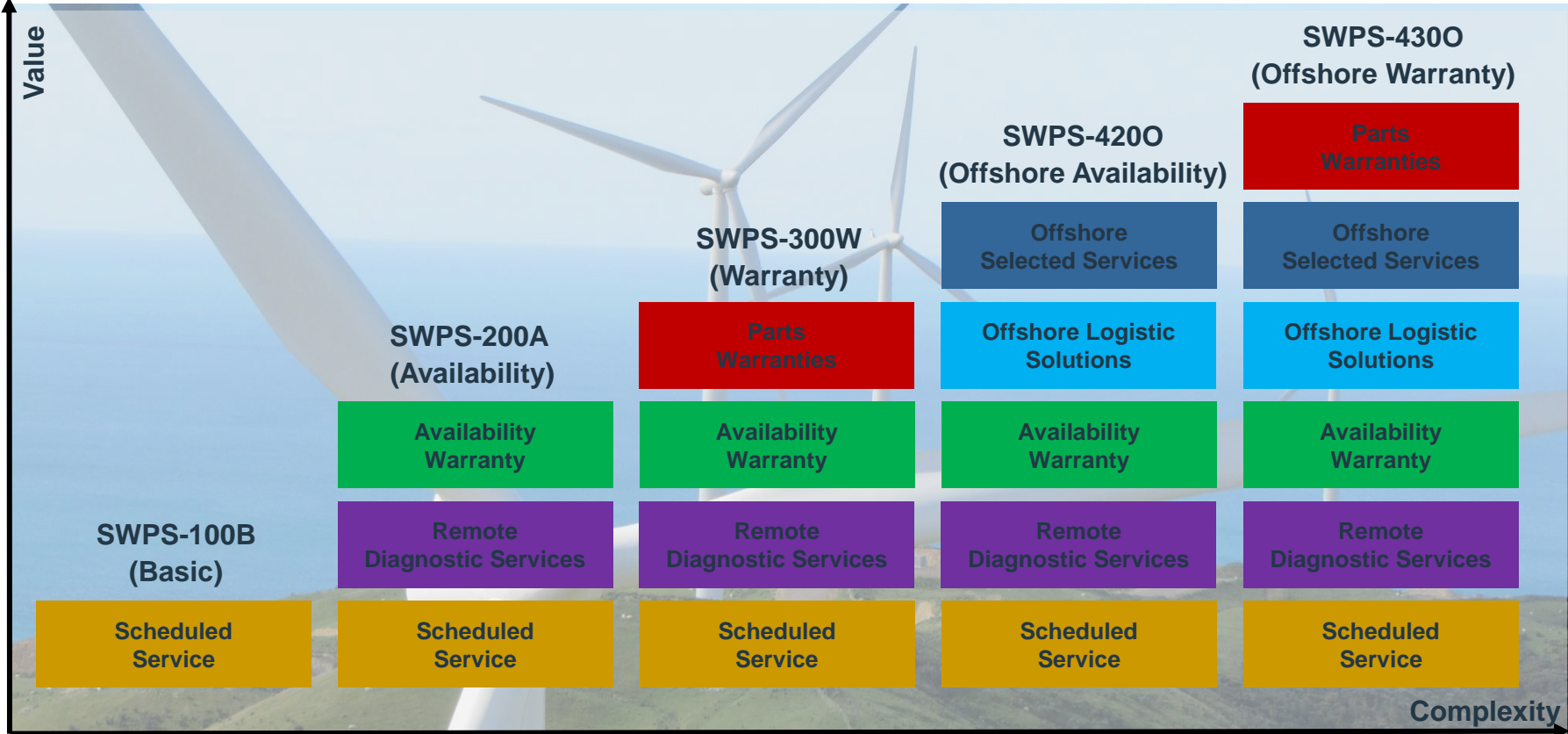
SIEMENS

- IntegralBlade® technology; manufacturing process invented by Siemens
- One-shot process eliminating the presence of glue joints for increased robustness
- Process based on vacuum-assisted resin transfer molding
- No gel coating as part of the manufacturing process allows for visually inspection.



E S SR WP Service Produkter

Service Programmer for on- and offshore projekter



Selected Service Products	Unscheduled Service	Basic Training	Technical Support	Wind Farm Operations	Mods & Ups	Extended Service Scope
	Service Tools	Remote Diagnostic Services	Condition Monitoring Reporting	Parts Warranties	Spare Parts	Offshore Selected Services

6 MW DD nacelle, og 75 m vinge



Tak fordi jeg måtte komme
forbi

SIEMENS

