

Vestas Workshop - After Market Sales

WFOF 9-10th March 2022

Sopot, Poland

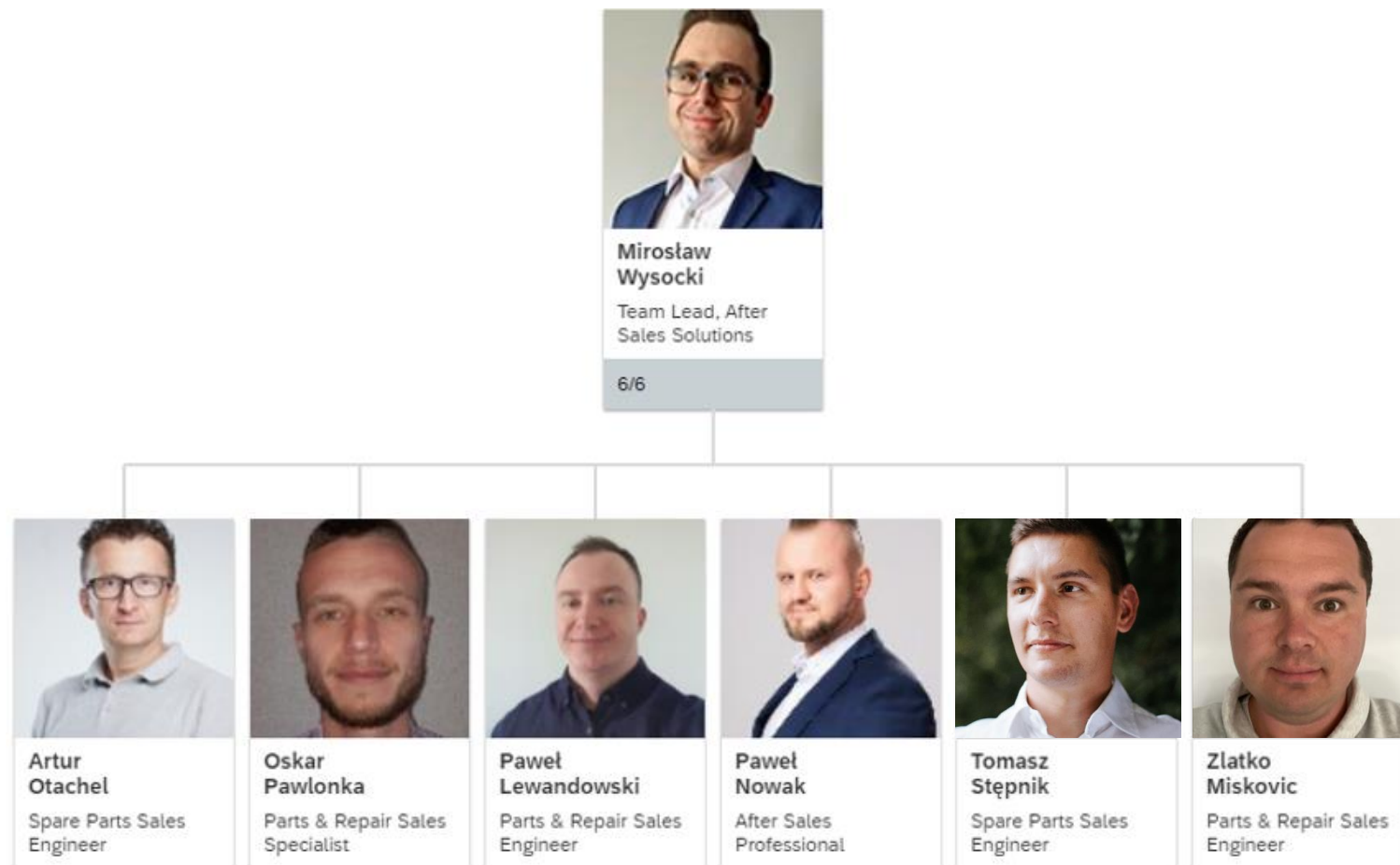
Mirosław Wysocki, Paweł Nowak
Transactional Sales P&R

Service Poland, Benelux
Vestas Northern & Central Europe

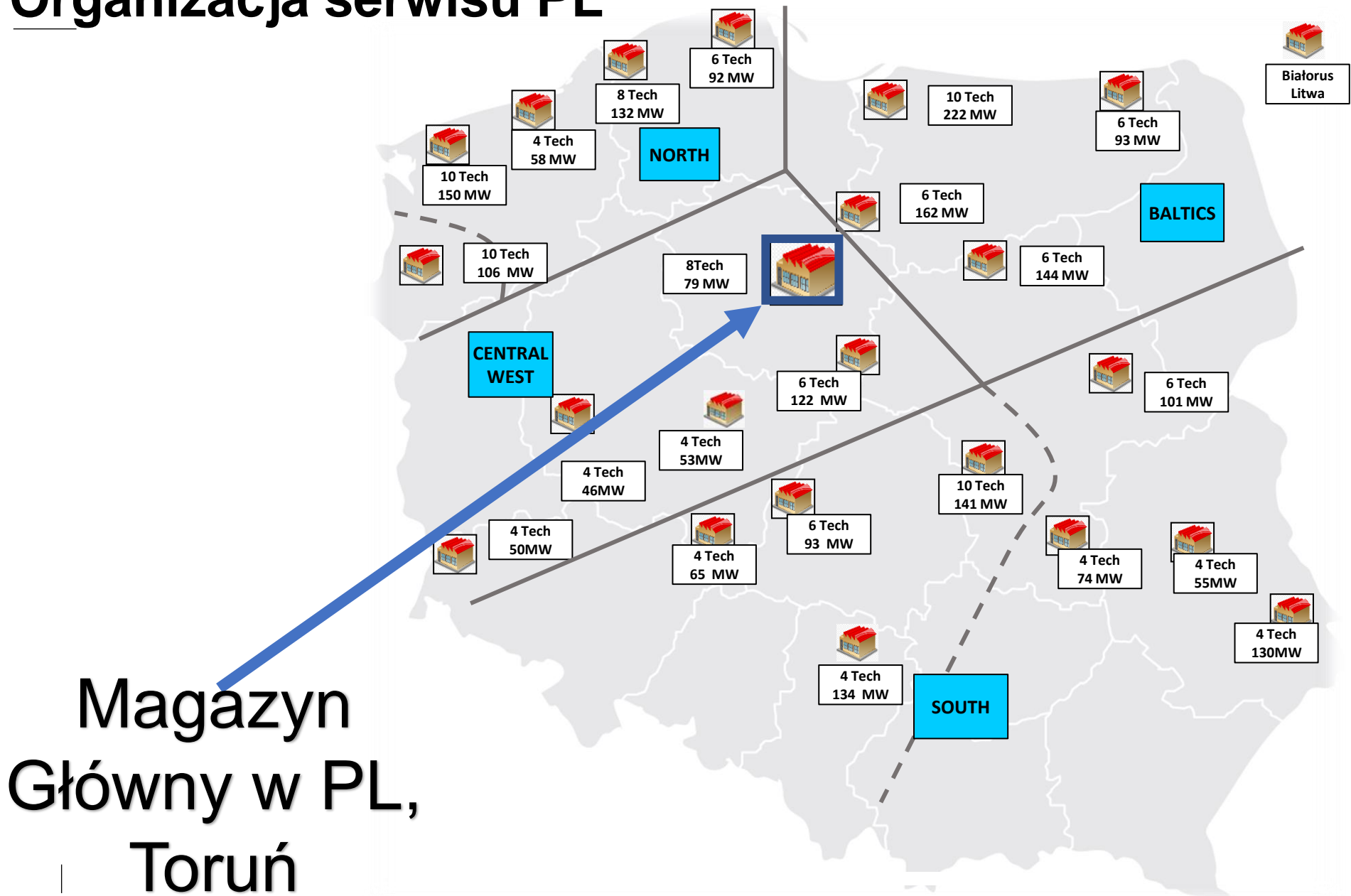


AFTER SALES

Międzynarodowy,
doświadczony i
zorientowany na
klienta Zespół
(PL-DK-DE-EEA)



Organizacja serwisu PL



Spare Parts w liczbach na Świecie

EKSPERTYZA POPRZEZ DOŚWIADCZENIE

- ✓ Rocznie dostarczamy **+350,000** części zamiennych i głównych komponentów
- ✓ **+1,200** dostawców - wieloletnia współpracą zabezpieczona długoterminowymi kontraktami
- ✓ Największy na świecie, dostępny 24/7 sklep internetowy z częściami zamiennymi do platform Vestas i Multibrand

Stan na marzec 2022

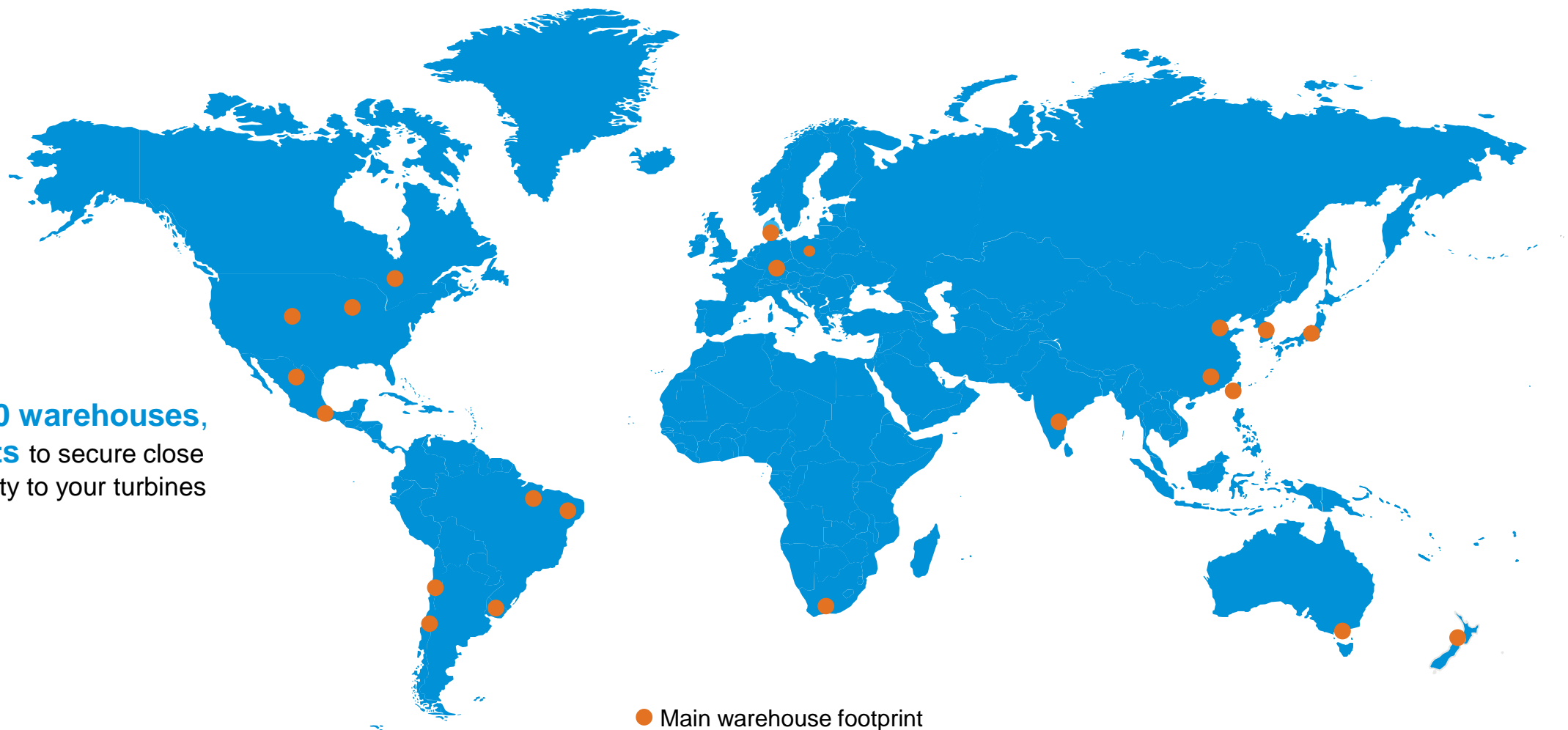
Spare Parts w liczbach – Co to oznacza?

- Potwierdzona możliwość szybkiej organizacji dostaw.
- Wyszczególniony zespół, który w sposób indywidualny podchodzi do każdego zapytania i dopasowuje realne rozwiązania do potrzeb klienta.
- Bogate portfolio dostępnych części w magazynach w Polsce, Niemczech, Danii i innych krajach europejskich umożliwia stawianie czoła nawet najtrudniejszym wyzwaniom.
- Dla najpilniejszych zamówień możliwość organizacji odbioru osobistego z magazynu głównego, PL, Toruń.



The **right** operational set up

+1,000 warehouses, depots to secure close proximity to your turbines



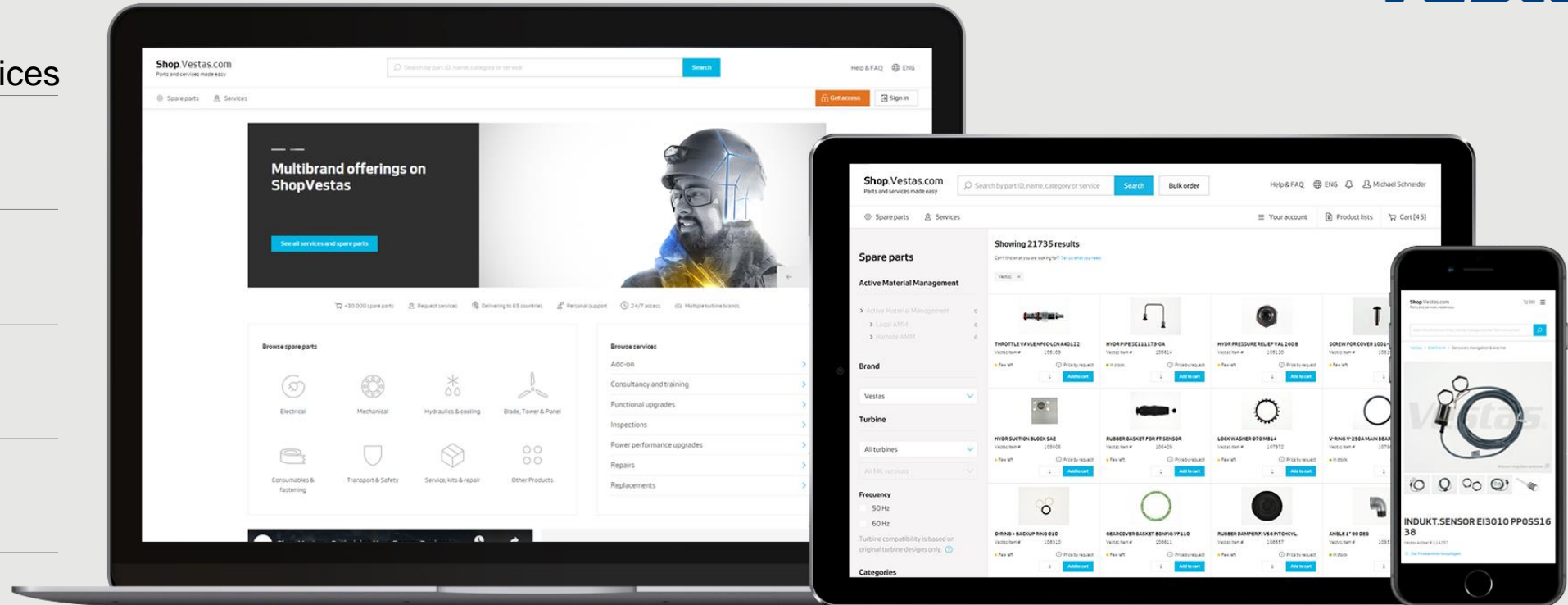
+82,000
spare parts and services

24/7
online access

Multibrand
offering

Operating in
+80 countries

eProcurement
integration



Shop.Vestas

Services and spare parts for the wind industry, made easy

Shop.Vestas.com

Parts and services made easy.

Shop.Vestas is the eCommerce channel for customers who purchase parts and services through the traditional seller to buyer business model.

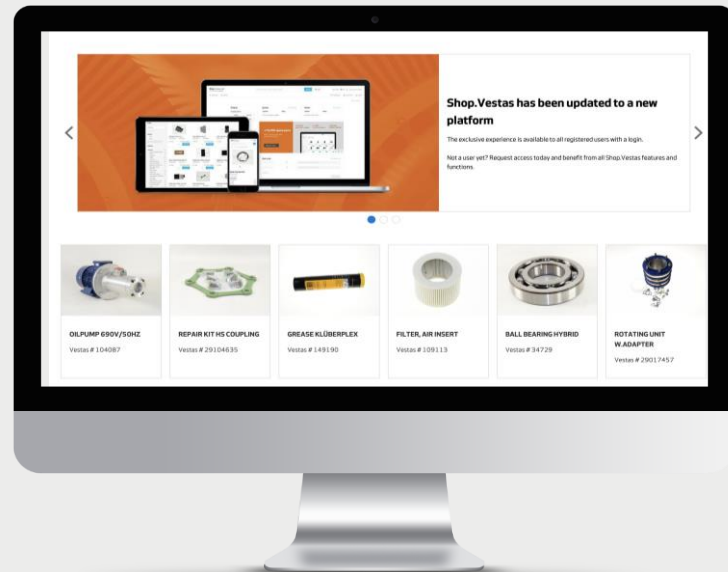
+80,000
turbine
parts

Search &
Discovery

Personal
support

24/7
access

Multiple turbine
brands



Search and Discovery: Easy search and identification of part. ordering online is now fast and easy.

Personal support: Get expert support on identifying the correct parts and services for your turbine.

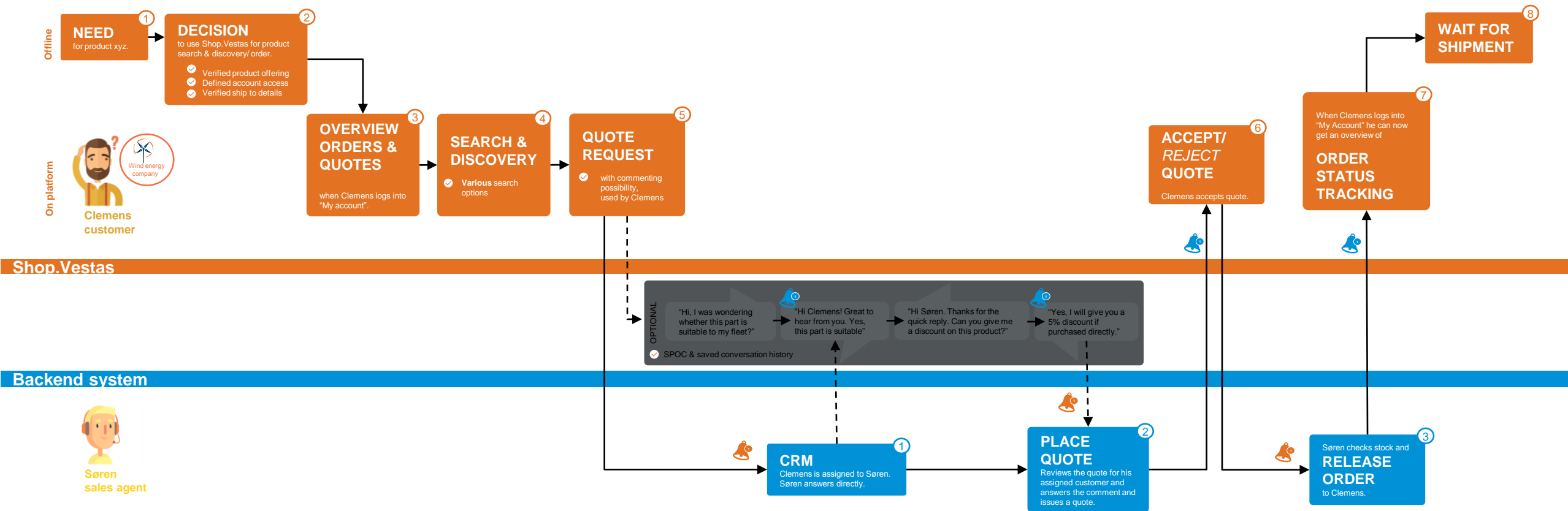
Quotes and orders: Quick and efficient ordering option. Or browse our extensive offerings catalogue and request quotations online.


24/7 access: Register now free of charge for 24/7 access to the global wind turbine spare parts and services store.

Delivering to +65 countries: We ship spare parts daily to more than 65 countries across 6 different continents.

Multiple turbine brands: The largest store of spare parts for Vestas, GE, Siemens Gamesa, Suzlon and Senvion.

Customer Journey: need – discover – quote - order



The background image shows a worker in a dark blue long-sleeved shirt and a high-visibility yellow vest with the 'Vestas' logo, walking away from the camera down a long aisle in a warehouse. The aisle is lined with tall metal shelving units filled with various components. In the foreground, a close-up of a worker's hands is shown using a power tool, possibly a rivet gun, on a metal structure. The tool has a blue handle and a silver head. The worker is wearing a dark blue long-sleeved shirt and a high-visibility yellow vest with the 'Vestas' logo. The floor is a light blue color with a grid pattern. The overall scene is brightly lit, with a strong light source from the left creating a lens flare effect.

Learn more on
Shop.Vestas.com
and **sign up**
to get started

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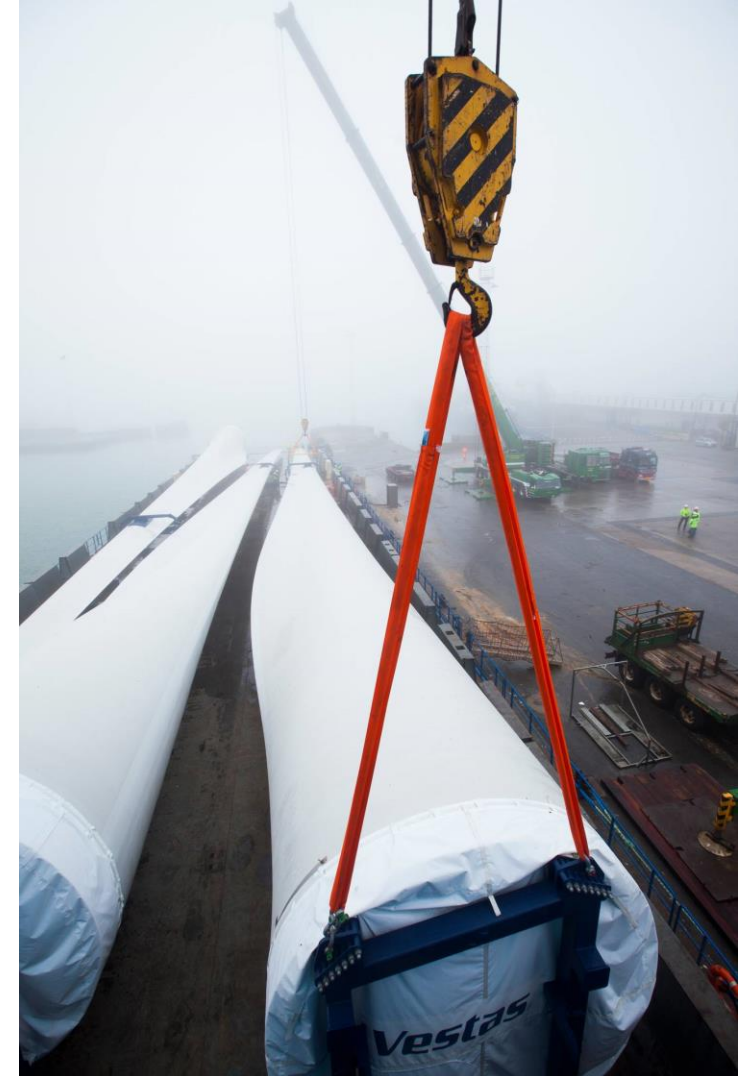
Vestas

Usługi Time & Material w Polsce

- Inspekcje udokumentowane raportem wraz ze zdjęciami
 - Dojazd oraz naprawa uszkodzeń na turbinie
 - Specjalistyczne naprawy, demontaż łopat
 - Multibrand
 - Decomissioning
- ✓ Około 240 napraw łopat rocznie
 - ✓ Około 2,000 inspekcji łopat rocznie
 - ✓ Naprawa/wymiana głównych komponentów
 - ✓ 170 techników serwisowych
 - ✓ 25 hub'ów serwisowych w Polsce

Ekspertyza w zakresie oceny kondycji i napraw łopat tworzona przez dedykowany zespół

- Inspekcje udokumentowane raportem wraz ze zdjęciami
- Dojazd oraz naprawa uszkodzeń na turbinie
- Specjalistyczne naprawy, demontaż łopat
- Multibrand



Zakres naprawy łopat

- Pęknięcia, erozje oraz inne powierzchniowe naprawy
- Naprawy po uderzeniu pioruna
- Czyszczenie łopat
- Wymiana tipów
- Malowanie farbami wzmacniającymi LEP9
- Zaawansowane naprawy strukturalne
- Naprawy krawędzi natarcia



Blade team

- RAT – Rope access technicians
- SkyClimber
- Cherry Picker
- Inspections



Naprawa i wymiana głównych komponentów

Świadczymy usługi w zakresie naprawy i wymiany głównych komponentów oraz ich dostawy w ramach platform:

- **Vestas**
- **Siemens®** : SWT 1.3 + SWT 2.3
- **Suzlon®** : S82, S88, S9x, S11
- **GE®** : 1.5, GE 1.6- GE 2.5
- **Gamesa®** : G42, G44, G47, G52, G58, G8x, G9x
- **Nordex®** : Delta N131, Delta N100, Delta N117, Gamma N90, Gamma N100, Gamma N117
- **Senvion®** : MM82, MM92, MM100, 3.x MW



Servicing and supplying Main Components **across brands and platforms**

- Inspections & preventive repair
- Up-tower & onsite repairs
- Workshop repairs & upgrades
- Differentiated repair levels
- Exchange and pooling programs
- Across multiple turbine brands

Maintenance, repair, upgrade and exchange of the following gearbox brands:



Up-tower repairs saving you time and money

- LSS Bearing
- IMS Bearing (RE, NRE)
- IMS Complete Bearing set
- HSS Bearing (RE, NRE)
- HSS Complete Bearing Set
- Planet Carrier Bearing
- Helical 3rd Stage
- LS Shaft
- IM Shaft
- HS Shaft
- Main Shaft
- Transformer
- Blade bearings/Main bearings

Servicing generators with the expertise of a manufacturer

- Inspections & preventive repair
- Up-tower & onsite repairs
- Workshop repairs & upgrades
- Exchange and pooling programs
- Across multiple turbine brands

Maintenance, repair, upgrade and exchange of the following gearbox brands:



Up-tower repairs saving you time and money

- Bearing Shields exchange
- Replacement of bearing PT 100 sensors
- Bearing journal repair
- Replacement of stator cables
- Replacement of rotor cables
- Replacement of RCC components
- Rebalancing
- Drivetrain / Generator alignment
- High Speed Coupling Replacement
- Slip Ring repair

Q/A Contact details

- Zapraszamy do dyskusji i zadawania pytań

Mirosław Wysocki



+48 506 831 259



miwys@vestas.com


Paweł Nowak



+48 664 993 496



plono@vestas.com



Wind. It means the world to us.™

Dziękujemy

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