

Your Partner for Clean Energy

ABO **WIND**



24 de agosto de 2017 – Salta

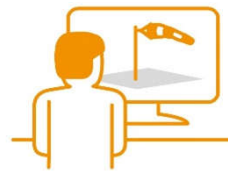


ABO Wind

- The company
- ABO Wind in Argentina
- Structure

Development

Service and contracts

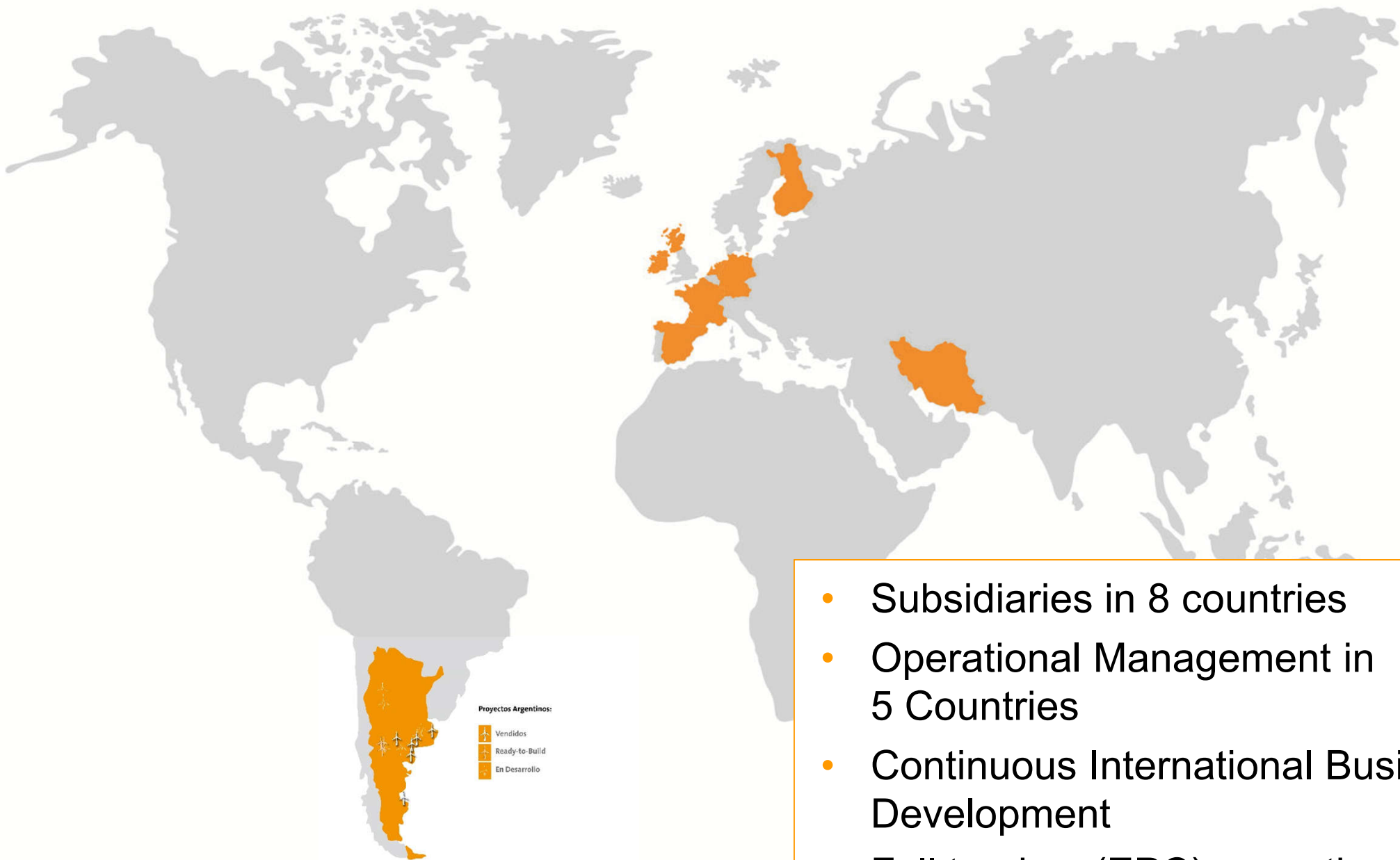


The company

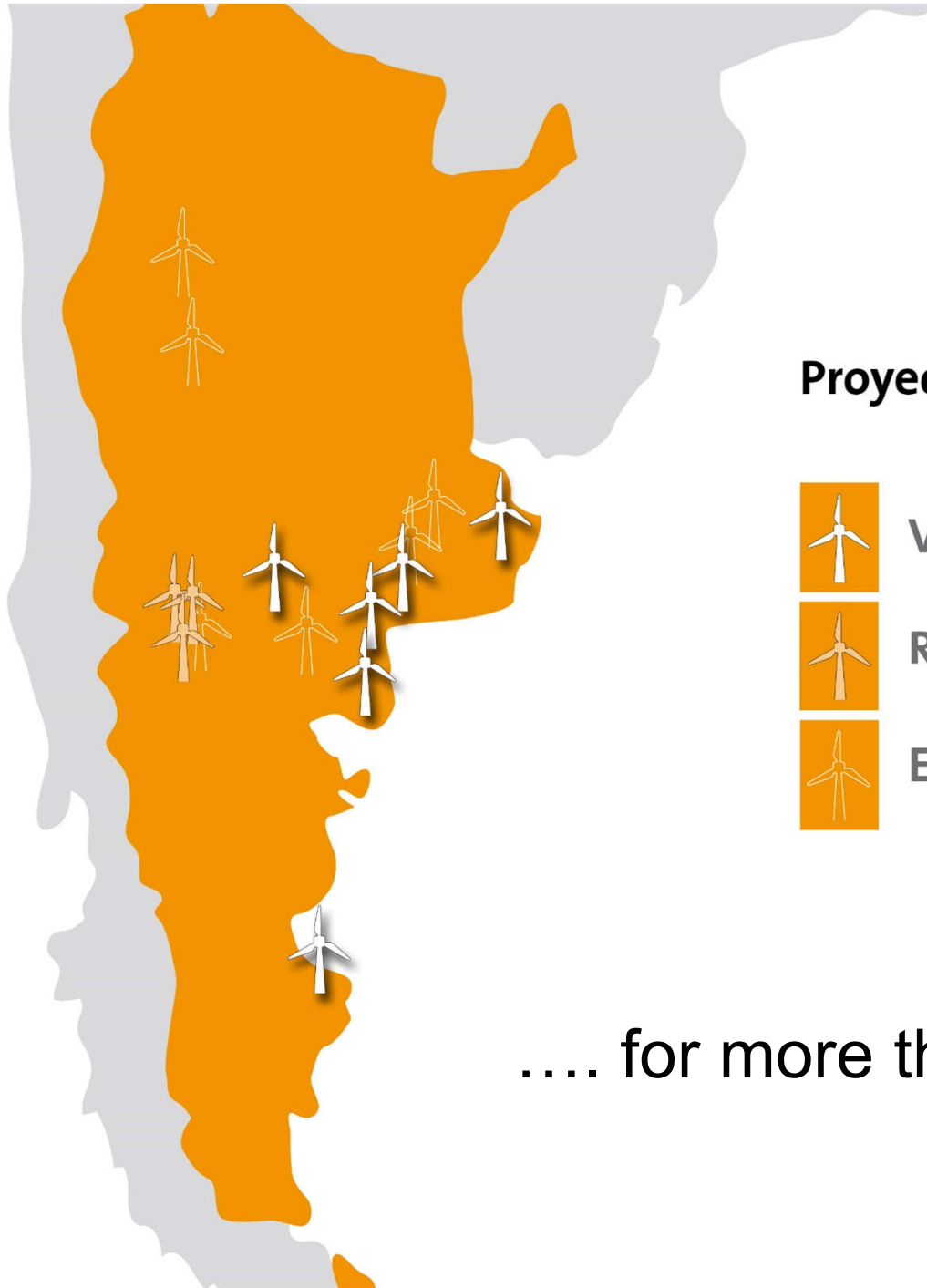
ABO
WIND



- Founded by Dr. Jochen Ahn and Matthias Bockholt in 1996
- Currently 500 employees in 8 countries,
- 1,300 megawatts commissioned
- Annual project volume of 400 million euros



- Subsidiaries in 8 countries
- Operational Management in 5 Countries
- Continuous International Business Development
- Full turnkey (EPC) execution



Proyectos Argentinos:



Vendidos

350 MW



Ready-to-Build

430 MW

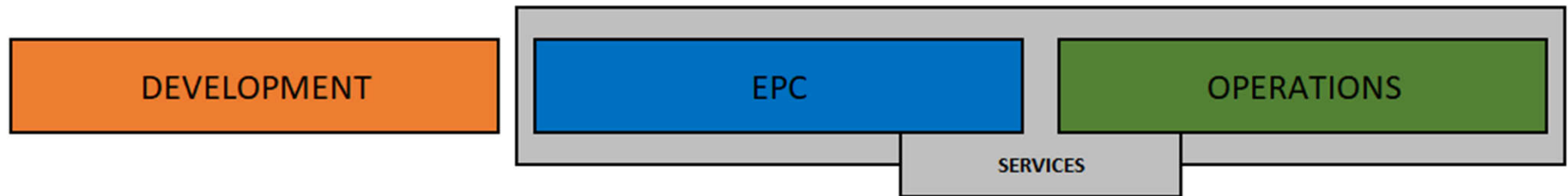


En Desarrollo

500 MW

.... for more than 10 years in Argentina

Departments:



Services Concepts

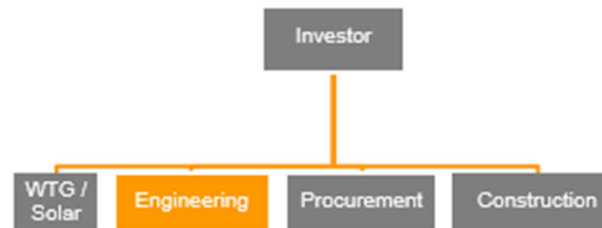
1. Turnkey



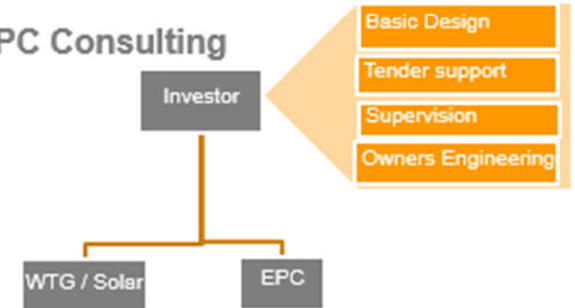
2. Turnkey excl. technology



3. EPC Engineering



4. EPC Consulting

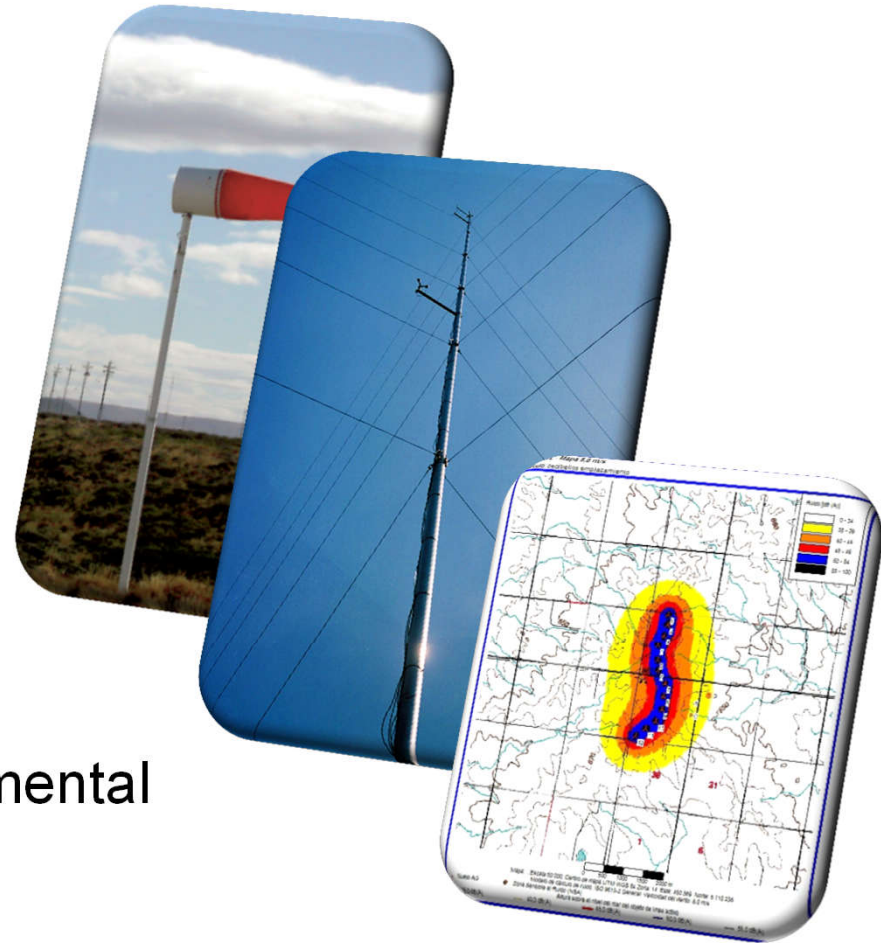


Acquisition of sites:

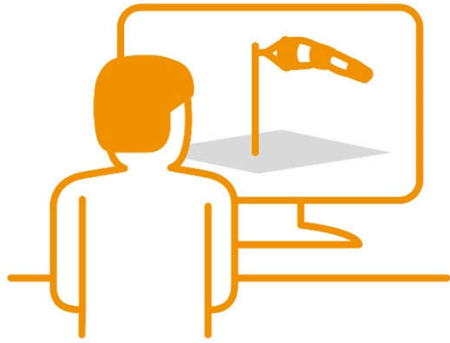
- Site appraisal
- Land lease contracts

Technical Planning:

- Wind Measurements
- Feasibility studies
- Layout
- Construction, electrical and environmental engineering
- Authorization Management
- Grid connection
- Selection of wind turbine
- Negotiation and preparation of relevant contracts at development







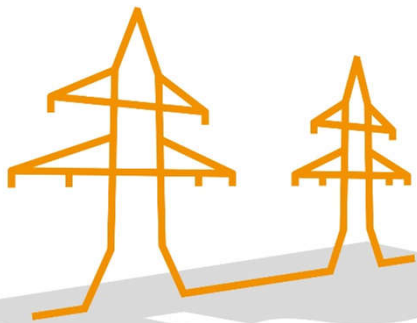
- Basic Engineering
- Owners Engineering
- Local Content Evaluation



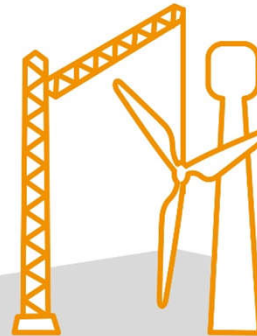
- Site Appraisal



- Tendering Documentation
- Financing & Contracts



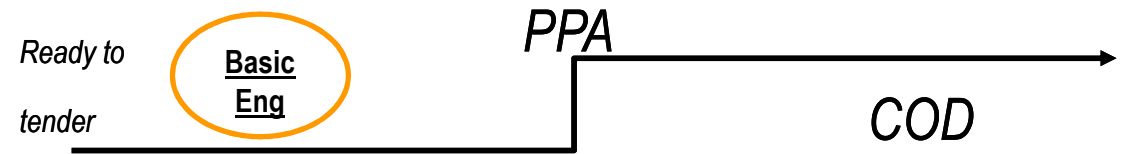
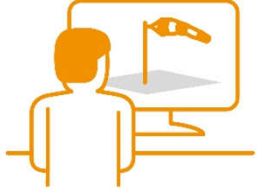
- Detail Engineering
- Supplier Audits



- Construction
- EPC & Supervision
- Commissioning



- Operations & Maintenance

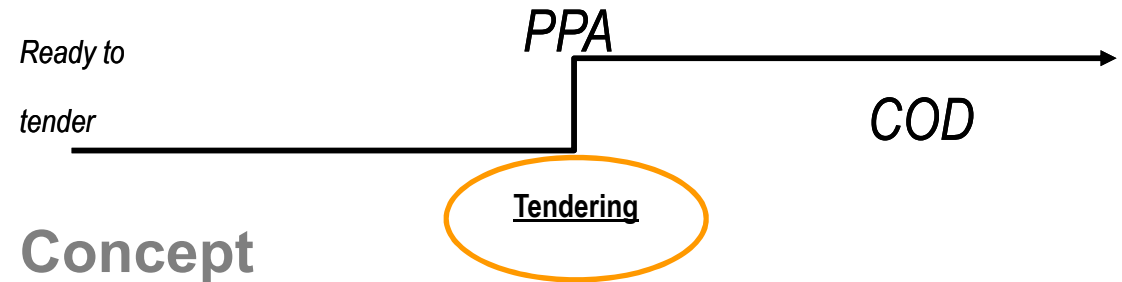


Concept

- The engineering required to prepare the request for quotations in order to minimize construction contingency
- Basic Engineering takes into account all the technical requirements to develop and design the civil and electrical infrastructure.

Deliverables

- BoQ
- Drawings
- Long Lead Equipment
- Topographic and soil studies



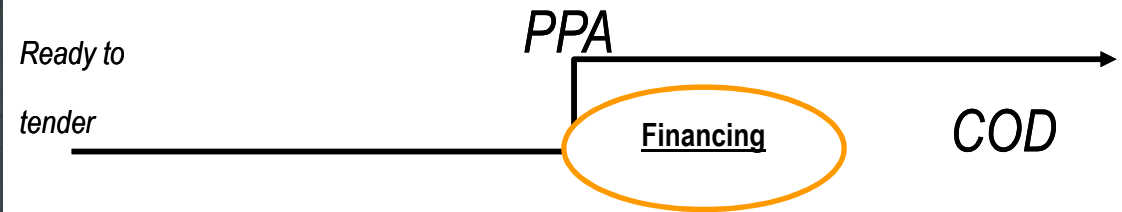
Concept

- Preparation of Request for Tender (RFQ).
- Analyse local market to identify possible local content supplier.
- Evaluate suppliers and their quotation.
- Prepare supplier audit plan for key supplier.

Deliverables

- RFQ's
- BoQ including local content evaluation in %
- Technical documentation specifying the tendered scope like drawings, specifications, diagrams, etc.
- Supplier Short List
- Supplier Audits and Quality plans

Contract Negotiation & Financing



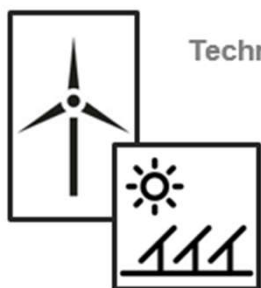
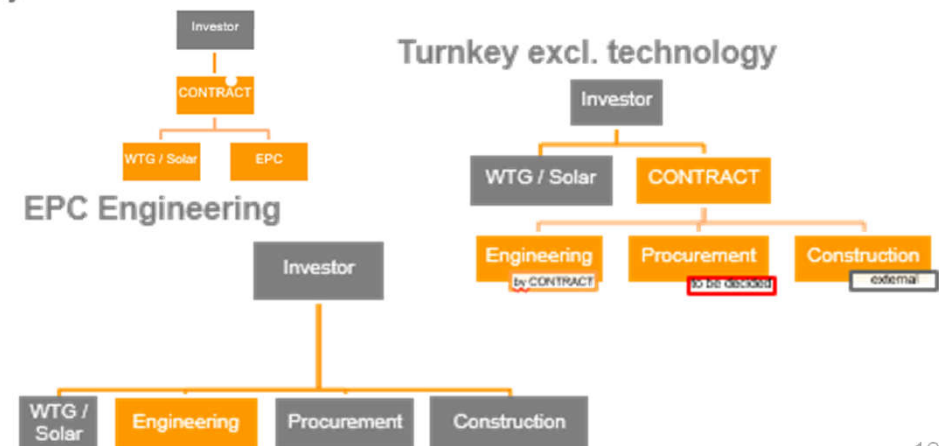
Concept

- Support in contra negotiation for technology and EPC.
- Contractual back to back solutions for supplier interface.
- Consultancy in finance of projects

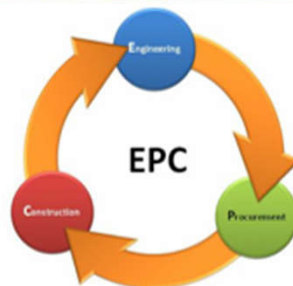
Deliverables

- Contract concept for full project

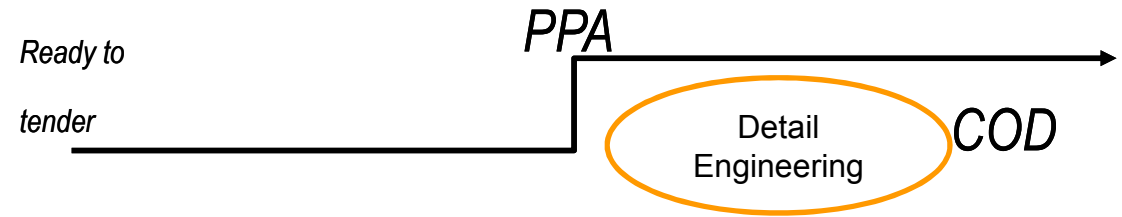
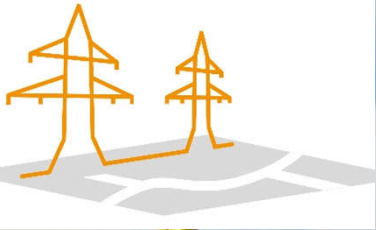
Turnkey



Technology



Engineering
Procurement
Construction

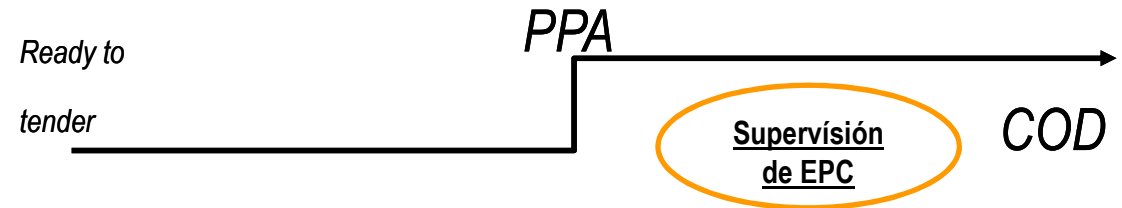


Concept

- Executive Engineering close to site construction allows to identify on early stage deviations between design and construction.
- Detail Design for construction may be improved to solve on site unforeseen problems.
- Review of As Build drawings

Deliverables

- Detailed specification of construction works, Interface drawings, statement of works, specification of equipment and working instructions and operation manuals.



Concept

- Supervision of Works during construction on site. Controlling and monitoring work progress and quality of execution
- Assure required quality at construction stage.

Deliverables

- Review and implementation of Quality Plan to assure timely completion of the Project.
- Claim management
- Reporting on work progress vs. planning to implement appropriate counter measures at early construction stage.



Maximising the potential of your asset

- Controlling of all service provides
- WTG assessment by expert inspection
 - Gearbox Endoscopy
 - Blade inspection with rope access
- Performance Monitoring
 - SCADA data based
 - Nacelle mounted LIDAR
- Performance Optimisation
- Monitoring of grid code compliance
- Health and Safety Management

Business Development Manager



MSc. Eng. Mariano Cervieri

Business Development Manager

+54 911 3045 5215

mariano.cervieri@abo-wind.com

Latin American Director – CEO Argentina



Dipl-Ing. Vanesa M. Revelli

Latin American Director

CEO Argentina

+54 911 3045 6312

Vanesa.reveli@abo-wind.de

Thank you for your interest – any questions?

ABO
WIND

