

**Vestas**<sup>®</sup>

**5000**

**AOM**

**ACTIVE OUTPUT MANAGEMENT**<sup>®</sup>

**Wind.** It means the world to us.<sup>™</sup>


# Greater wind capture for ultimate business case certainty

## **Vestas Active Output Management® (AOM)**

At Vestas, we are relentlessly committed to wind. That's why we recognise that making the most of your wind farm is about more than engineering – it's about capturing the maximum available wind to ensure the highest energy output at the lowest costs. Our unique Active Output Management® (AOM) service concept, based on our three decades of industry experience, helps you achieve just that.

To realise the best possible return on your investment, an effective service infrastructure and operations and maintenance strategy is just as important as reliable turbines. As a proven service partner, our AOM 5000 premium service concept is designed to provide ultimate operational and financial peace of mind. It includes superior support in various key areas such as: people skills; intelligence and predictability; planning and scheduling capabilities and tools; parts optimisation and deliveries; partnership transparency and integration; and performance guarantees.

# Shared incentives for maximising output



**Wind.** It means the world to us.™  
Wind is all we do. We are relentlessly committed to the success of wind as a source of energy for the world, providing everything you need to succeed in your wind power ambitions.

# 18,000

– number of turbines monitored  
24/7 by Vestas Performance  
and Diagnostic Centres



# Linking the fortunes of you and Vestas

## **Maximising your cash flow**

Our formula for success is simple. A team of technicians is dedicated to ensuring your turbines produce the highest possible output. The Vestas Performance & Diagnostic Centre (VPDC) provides our technicians with data enabling them to predict and plan maintenance so minimum wind energy is lost. VPDC continuously monitors more than 18,000 turbines globally. Potential wear-and-tear issues are predicted with high accuracy. Combined with weather forecasting, this enables us to maintain and repair turbines during low wind periods.

With our global network of suppliers, we deliver premium quality parts and components on time, whenever you need them. Your distinct operational and financial business needs can also be tailored into your AOM 5000 agreement.

## **Enhanced planning and execution to minimise potential lost production**

Traditional time-based availability ensures the technical availability of your wind farm but provides no incentives for the service provider to plan maintenance during low wind periods.

In contrast, our AOM 5000 service concept takes this a step further by using energy-based availability. The core of this performance guarantee is that it provides strong financial incentives for ensuring that maintenance is planned and executed during low wind periods. This provides reassurance that your turbines will be operational for the maximum amount of time during the windiest periods. We can offer this service because of the confidence we have both in our turbines and in our global service organisation.



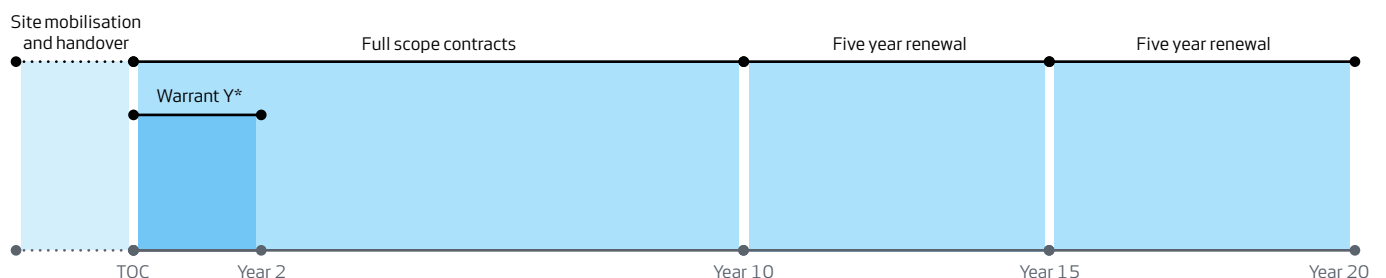
# Industry-leading guarantees that make budgeting easy

## Setting the bar high

The AOM 5000 is a full scope contract which means there will be no unforeseen or unbudgeted maintenance costs for items covered by the agreement. The energy-based availability performance guarantee ensures minimum lost production of the wind farm, and if the agreed threshold is not met, liquidated damages are paid to cover the lost production. Correspondingly, upside sharing can be included to further incentivise the service provider to perform beyond the threshold.

The initial AOM contract can run for up to ten years. Thereafter, you can renew for 2 x five-year periods, giving you greater flexibility over your financial commitment and scope of risk.

## Guarantee level fits with your life cycle needs



\* May vary from market to market.

Elements	AOM 1000	AOM 2000	AOM 3000	AOM 4000	AOM 5000
Energy based availability threshold	-	-	-	-	●
Time based availability threshold	-	-	-	●	-
Upside sharing	-	-	-	○	○
Preventive maintenance	●	●	●	●	●
Corrective maintenance	●	●	●	●	●
Work outside normal working hours	●	●	●	●	●
Dispatch outside normal working hours	-	-	●	●	●
Consumables	●	○	●	●	●
Spare parts	●	●	●	●	●
Main components	●	●	●	●	●
O&M documentation update	●	●	●	●	●
Monthly performance reporting	○	○	●	●	●
Vestas Customer Portal	○	○	○	●	●
Operational performance dialogue	○	○	○	●	●
VestasOnline® maintenance	○	○	○	●	●
VestasTurbineWatch®	○	○	○	●	●
Turbine control software updates	●	●	●	●	●
Advanced turbine inspection	●	●	●	●	●
Vestas Condition Monitoring	-	○	○	○	●
Vendor managed inventory	-	-	○	-	-
Turbine or software upgrades	●	●	●	●	●
Turbine and SCADA training	●	●	●	●	●

● included at a fixed price    ○ optional at a fixed price    ● event based according to quotation    - not an option

Vestas Wind Systems A/S  
Alsvej 21 . 8940 Randers SV . Denmark  
Tel: +45 9730 0000 . Fax: +45 9730 0001  
vestas@vestas.com  
**vestas.com**

**©Vestas 2011**

This document was created by Vestas Wind Systems A/S and contains copyrighted material, trademarks and other proprietary information. All rights reserved. No part of the document may be reproduced or copied in any form or by any means such as graphic, electronic or mechanical, including photocopying, taping or information storage and retrieval systems, without the prior written permission of Vestas Wind Systems A/S. All specifications are for information only and are subject to change without notice. Vestas does not make any representations or extend any warranties, expressed or implied, as to the adequacy or accuracy of this information.