

THE FUTURE IN MARINE OPERATIONS 海事运营的未来

WÄRTSILÄ MARINTEC 2019
SHANGHAI, CHINA
上海国际海事展 2019

WE ARE MOVING FROM PRODUCTS TO ECOSYSTEMS

从产品到智能海洋生态系统



KEY TOPICS IN MARINE OPERATIONS

海事运营的关键主题

DRIVING PROFITABLE BUSINESS 业务表现盈利

- Asset availability and operational reliability to avoid unexpected downtime 资产可用性和运营可靠性 避免意外停机
- Optimised energy efficiency and long-term cost predictability 优化能效和长期成本预测
- Adopting new ways of working and business models 采用全新工作方式和商业模式

ADOPTING NEW TECHNOLOGIES 最新技术引用

- Knowledge and application of new technologies and access to needed skills 全新技术的知识和采用, 所需技能的可得
- Securing a contemporary and competitive fleet 船队竞争力提高
- Managing assets on system level and system updates 系统性管理和更新资产状况

ENVIRONMENTAL COMPLIANCE 环境法规合规

- Keeping up with new legislation and regulations 紧跟最新法律法规
- Understanding the business impact of new regulations 了解最新法规的商业影响
- Financing new environmental technology and modernisations 环保型技术和现代化的融资

IMPROVE YOUR BUSINESS PERFORMANCE AND COMPETITIVENESS

提升业务表现和竞争优势

WÄRTSILÄ GUARANTEED ASSET PERFORMANCE 资产性能提升

WÄRTSILÄ OPTIMISED OPERATIONS 运营优化

WÄRTSILÄ OPTIMISED
MAINTENANCE 维护优化

Wärtsilä Lifecycle solutions are delivered globally by experts, in Wärtsilä Expertise centres, who support you to optimise your asset performance over the lifecycle

- **Partnership management** (合作伙伴模式) collaborating to improve your business performance
- **Performance management and optimisation** (性能管理和优化), bringing your assets to their full potential
- **Maintenance management and analytics**, (维护管理和分析) ensuring efficient maintenance and operations



WÄRTSILÄ GUARANTEED ASSET PERFORMANCE

资产性能提升

Ensure the availability of your fleet with smart, sustainable solutions and new collaboration models to increase your earnings

通过智能，持续性方案和全新的合作模式提高船队使用率，提升盈利。

With Wärtsilä Guaranteed asset performance, you ensure the operational reliability, performance and availability of your assets. Performance targets are determined based on business demands, and Wärtsilä guarantees that those targets are reached and the target levels maintained. The business model is based on agreed and quantifiable performance indicators.

**RISK AND REWARD
SHARING FINANCING
MODELS**

风险和盈利共享

**IMPROVED AND
MAINTAINED SHIP
EFFICIENCY**

能效提高和保持

**GUARANTEED
OPERATIONAL
EFFICIENCY AND UPTIME**

运营效率和运行时间保障

WÄRTSILÄ OPTIMISED OPERATIONS

运营优化

Improve your operational efficiency with optimised vessel performance

提高运营效率，优化船舶性能

Wärtsilä Optimised operations offers real-time monitoring and advisory services that maximise efficiency. You are provided with a ship energy efficiency management plan that follows the IMO guidelines. Onboard advisory services help identify areas in which performance can be enhanced. Ongoing performance evaluation and possible system efficiency upgrades lead to continuous improvement of operations.

**TRANSPARENCY TO FLEET
AND VESSEL OPERATIONS**

透明化

**REAL-TIME MONITORING
AND ADVISORY SERVICES**
实时监测

**PREDICTIVE ANALYTICS
FOR PROACTIVE ACTIONS
AND DECISIONS**

预测性分析 · 先发行动和决策

**ENERGY EFFICIENCY
OPTIMISATION**

能效优化

**ONGOING
PERFORMANCE
EVALUATION AND
IMPROVEMENT**

航行中性能评估和优化

**MANAGING
COMPLIANCE WITH
ENVIRONMENTAL
REGULATIONS**

环保法规的合规管理

WÄRTSILÄ OPTIMISED MAINTENANCE

维护优化

Improve the reliability and predictability of your operations

提高运营可靠性和可预测性

Wärtsilä Optimised maintenance involves planning and scheduling maintenance procedures to suit your business operations, improving long-term cost predictability and availability. Optimised maintenance provides remote operational and technical advisory services, whenever and wherever needed. It optimises maintenance intervals according to actual needs instead of having to rely on a fixed maintenance schedule.

**MAINTENANCE MATCHED
TO YOUR OPERATIONS**

维护保养与运营计划匹配

**ASSURED MAINTENANCE
COSTS AND SERVICE
LEVELS, SHARED GOALS**

保障性维护成本和服务水平
共享目标

**REAL-TIME OVERVIEW AND
INSIGHTS ON THE FLEET**船
队实时概观和洞察

**ASSET DIAGNOSTICS WITH
ACTIONABLE ADVICE**资产性
能诊断和行动建议

**DYNAMIC PLANNING AND
RESOURCING**动态计划和采购

**OPTIMISED MAINTENANCE
INTERVALS, SCHEDULED
WORK AND OEM PARTS**

维护周期优化 · 计划性工作

**REAL-TIME
OPERATIONAL SUPPORT
AND TECHNICAL ADVICE**

实时运营支持
和技术指导

IMPROVE YOUR BUSINESS PERFORMANCE AND COMPETITIVENESS

提升业务表现和竞争优势

OUR SHARED GOAL IS TO

Increase your earnings through improved asset availability

通过提高资产可用性提高收入

Improve your profitability through optimised operations and maintenance

通过优化运营和维护提升盈利

Mitigate your risks with sustainable and predictable operations

通过可持续性和可预测性的运营降低风险



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