

THE FUTURE IN MARINE OPERATIONS

Wärtsilä Lifecycle Solutions for Marine

KORMARINE 2019

LEADING THE WAY TOWARDS A SMART MARINE ECOSYSTEM

The marine industry is moving towards a future that is increasingly connected. By utilising real-time communication and digitalisation in all aspects of shipping and port operations we create long-term value for our customers and partners.

By applying smart technologies and performance optimisation services, we deliver higher safety, greater efficiencies and minimised climate impact.

WE ARE MOVING FROM PRODUCTS TO ECOSYSTEMS



Products

Solutions

Ship

Ecosystem

KEY TOPICS IN MARINE OPERATIONS

DRIVING PROFITABLE BUSINESS

- Asset availability and operational reliability to avoid unexpected downtime
- Optimised energy efficiency and long-term cost predictability
- Adopting new ways of working and business models

ADOPTING NEW TECHNOLOGIES

- Knowledge and application of new technologies and access to needed skills
- Securing a contemporary and competitive fleet
- Managing assets on system level and system updates

ENVIRONMENTAL COMPLIANCE

- Keeping up with new legislation and regulations
- Understanding the business impact of new regulations
- Financing new environmental technology and modernisations

IMPROVE YOUR BUSINESS PERFORMANCE AND COMPETITIVENESS

Increase earnings

Increase profitability

Minimise risks

IMPROVED ASSET AVAILABILITY

- Guaranteed operational efficiency and uptime
- Holistic and efficient fleet management
- Optimising vessel performance and installations on system level
- Managing new and old technology, helping to renew ageing fleet
- Leading with sustainable and digital technologies and innovations

OPTIMISED OPERATIONS AND MAINTENANCE

- Lifecycle management and long-term planning
- Guidance, trouble-shooting, tuning and expert support
- Real time asset optimisation and diagnostics through cloud connectivity
- Improved asset reliability with maintenance management

SUSTAINABLE AND PREDICTABLE OPERATIONS

- Risk and reward sharing financing models
- Guaranteed performance based on agreed target levels
- Safety and Cyber security, insurances
- Optimised engine fluids: engines, propulsion and emission monitoring
- Improved and maintained energy efficiency and lower fuel costs
- Compliance with new legislation and regulations and understanding of the business impact

IMPROVE YOUR BUSINESS PERFORMANCE AND COMPETITIVENESS

WÄRTSILÄ GUARANTEED **ASSET PERFORMANCE**

WÄRTSILÄ OPTIMISED **OPERATIONS**

WÄRTSILÄ OPTIMISED
MAINTENANCE

Lifecycle Solutions are delivered globally by experts in Wärtsilä Expertise Centres that help you to predict, operate and optimise your business through

- **Partnership management**, collaborating to improve your business performance
- **Performance management and optimisation**, bringing your assets to their full potential
- **Maintenance management and analytics**, ensuring efficient maintenance and operations

WÄRTSILÄ GUARANTEED ASSET PERFORMANCE

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

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**

**IMPROVED AND MAINTAINED
SHIP EFFICIENCY**

**GUARANTEED
OPERATIONAL EFFICIENCY
AND UPTIME**

WÄRTSILÄ OPTIMISED OPERATIONS

Improve your operational efficiency with optimised vessel performance

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**

**REAL-TIME MONITORING
AND ADVISORY SERVICES**

**PREDICTIVE ANALYTICS
FOR PROACTIVE
ACTIONS AND DECISIONS**

**ENERGY EFFICIENCY
OPTIMISATION**

**ONGOING PERFORMANCE
EVALUATION AND
IMPROVEMENT**

**MANAGING COMPLIANCE
WITH ENVIRONMENTAL
REGULATIONS**

WÄRTSILÄ OPTIMISED MAINTENANCE

Improve the reliability and predictability of your operations

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

ASSURED MAINTENANCE
COSTS AND SERVICE
LEVELS, SHARED GOALS

REAL-TIME OVERVIEW AND
INSIGHTS ON THE FLEET

ASSET DIAGNOSTICS WITH
ACTIONABLE ADVICE

DYNAMIC PLANNING AND
RESOURCING

OPTIMISED MAINTENANCE
INTERVALS, SCHEDULED
WORK AND OEM PARTS

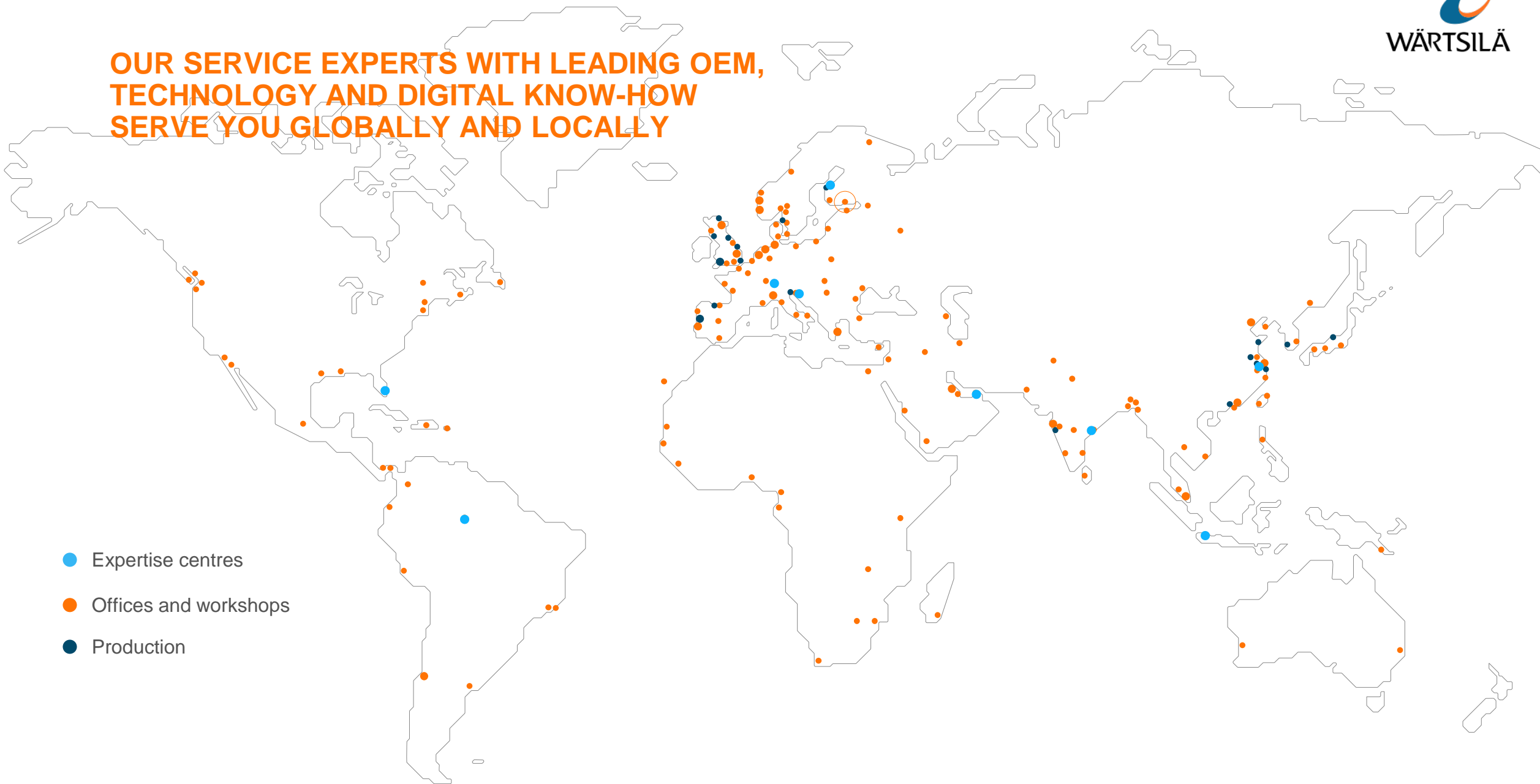
REAL-TIME OPERATIONAL
SUPPORT AND TECHNICAL
ADVICE



WÄRTSILÄ

**OUR SERVICE EXPERTS WITH LEADING OEM,
TECHNOLOGY AND DIGITAL KNOW-HOW
SERVE YOU GLOBALLY AND LOCALLY**

- Expertise centres
- Offices and workshops
- Production



THANK YOU!