



Top performance – now and in the future

Alfa Laval Performance Agreements



A constant drive for higher performance and efficiency signifies market leaders in all industries. Top quality, tight cost control and high productivity are prerequisites for success.

Alfa Laval Performance Agreements are individually tailored service solutions that help you maximize return on investments from your Alfa Laval equipment. They are fully flexible and can include everything from basic maintenance to upgrades, online monitoring, and process optimization.

Based on your requirements we put together a unique service agreement that brings you high performance and low operating costs. Partnering with Alfa Laval ensures top level efficiency throughout the entire equipment lifecycle.

A Performance Agreement gives you true peace of mind and full control over your service budget. Alfa Laval's experts keep track of the condition of your equipment, improvement opportunities, service intervals, etc. All services are planned in advance and Alfa Laval makes sure they are carried out on schedule. We handle the practicalities; you focus on your core business.





Improved performance

Our goal is to continuously improve your processes throughout the equipment lifecycle. We help you increase capacity, raise quality, lower energy or water consumption and much more by upgrading your equipment, or adjusting it to new operating conditions.



Maximum uptime

Regular maintenance and condition monitoring ensures maximum uptime. With an Alfa Laval Performance Agreement you know your equipment receives the regular care it needs to perform at its best.



Budget service costs

With an Alfa Laval Performance Agreement you have full control over your service budget and you know at the beginning of the year what your costs will be.



Short payback time

An Alfa Laval Performance Agreement significantly reduces your total equipment lifecycle costs. You benefit from improved process efficiency, fewer standstills, and increased equipment lifespan. Payback times for Performance Agreements are very attractive.





A menu of possibilities

Every Performance Agreement is fully customized. Based on your specific situation we advise you on suitable services and help you make a service plan.

A Performance Agreement can include all services offered by Alfa Laval. You can choose different services for different pieces of equipment in your plant, and change the content of the agreement when you like. At the end of each year you review the agreement with an Alfa Laval representative and make any necessary adjustments.

A Performance Agreement offers maximum flexibility and gives you the perfect service solution at a fixed, budgeted cost.

A profitable investment

With a Performance Agreement you ensure continuous top performance and predictable uptime from your equipment throughout its entire lifecycle.

Having a Performance Agreement means you have a solid plan for plant operations and full control over your service costs. We take the necessary service measures at the right time, minimizing the risk of unexpected breakdowns and making sure your equipment is operating at its best.

Higher output, reduced operating costs and fewer unplanned production stops lead to better profitability and lower total cost of ownership. Adding up the benefits you will soon discover Performance Agreements are very good investments.

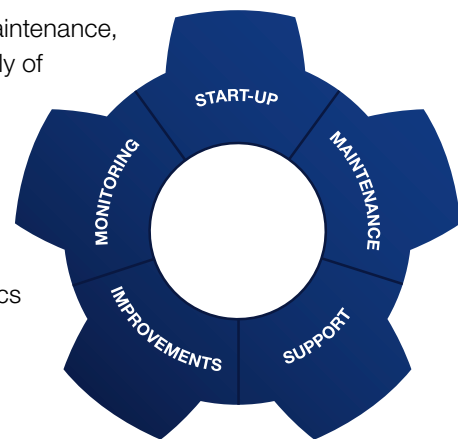
360° Service Portfolio

Alfa Laval's 360° Service Portfolio includes all the services you need to ensure high performance, uptime and operating efficiency over the entire lifecycle of your Alfa Laval equipment.

As well as supplying genuine spare parts and regular maintenance, we offer services that improve your equipment over time as technology and your operations develop. You can trust Alfa Laval for full support – all the way from initial planning to advice on the best replacement when service life comes to an end.

We can help with installation and commissioning, regular maintenance, condition monitoring, troubleshooting, and emergency supply of spare parts. Many of our services enhance your operations. These include training, equipment upgrades, and consultancy services where our process specialists advise you on plant or equipment optimization.

You achieve the highest reliability and return on investment by using genuine Alfa Laval spare parts. Our efficient logistics chain makes sure you get the parts you need on time.



Any of the services in the Alfa Laval 360° Service Portfolio can be included in a Performance Agreement. This allows you to create a unique service solution tailored to your specific needs.

Performance Agreement – your tailored service solution

Alfa Laval helps Cargill lower total cost of ownership

Cargill is an international producer of food, agricultural and industrial products. Four Alfa Laval PX115e separators with Alfa Laval Condition Monitoring systems were commissioned at the company's sunflower vegetable oil plant in Amsterdam, the Netherlands. Cargill also invested in a Performance Agreement to get maximum benefits from their new equipment.

The agreement makes Alfa Laval Service fully responsible for all maintenance work on the four separators over the coming ten years. The annual fee is fixed and covers all expenses for spare parts and labour, regardless of what is needed to keep operations running. The agreement also regulates the maximum time before machines must be up and running again in case of an unplanned stop.

Henk Vedder is Maintenance Manager at the plant and has long experience working with Alfa Laval separators. He also works for the Cargill Centre of Excellence in Europe, which is responsible for developing best practices within the company.

"I'm pleased that Alfa Laval makes this commitment. We have a fixed service budget and a guaranteed time before the machines are back online if something happens. Alfa Laval has full responsibility and I don't have to worry about a thing," he says.

The partnership between Alfa Laval and Cargill has a strong focus on actively lowering the total cost of ownership. Using preventive and conditions-based maintenance maximizes uptime and minimizes service costs.

The Alfa Laval Condition Monitoring services are an important part of this process. By logging and analyzing a number of variables, such as rotational speed, vibrations, bearing temperatures and feed rate, maintenance work can be optimized for performance, uptime and service cost. Problems are discovered before they become critical and optimum service intervals are established.

"I am looking forward to working in partnership with Alfa Laval to continuously improve our maintenance processes. This setup allows both companies to focus on their respective core competences," Henk Vedder concludes.

- Spare Parts
- Preventive Maintenance
- Condition Monitoring



Steady flow at Stockholm Vatten

Stockholm's municipal water company, Stockholm Vatten VA AB, handles waste water from Stockholm and seven other municipalities. The company has an agreement covering 15 decanters at three different sites.

Alfa Laval Service plans and performs all necessary maintenance, from simple tasks like cleaning and lubrication to advanced annual services performed at an Alfa Laval Service Centre. Alfa Laval's service engineers regularly monitor the condition of the decanters by measuring the vibrations. This allows them to take preventive action and optimize service intervals.

The advantages for Stockholm Vatten are many. Operations are more reliable, they have a fixed annual service cost, and a lower total cost of ownership. Alfa Laval handles all practical details and Stockholm Vatten focuses on their core operation.



Alfa Laval in brief

Alfa Laval is a leading global provider of specialized products and engineered solutions.

Our equipment, systems and services are dedicated to helping customers to optimize the performance of their processes. Time and time again.

We help our customers to heat, cool, separate and transport products such as oil, water, chemicals, beverages, foodstuffs, starch and pharmaceuticals.

Our worldwide organization works closely with customers in almost 100 countries to help them stay ahead.

How to contact Alfa Laval

Contact details for all countries are continually updated on our website. Please visit www.alfalaval.com to access the information.