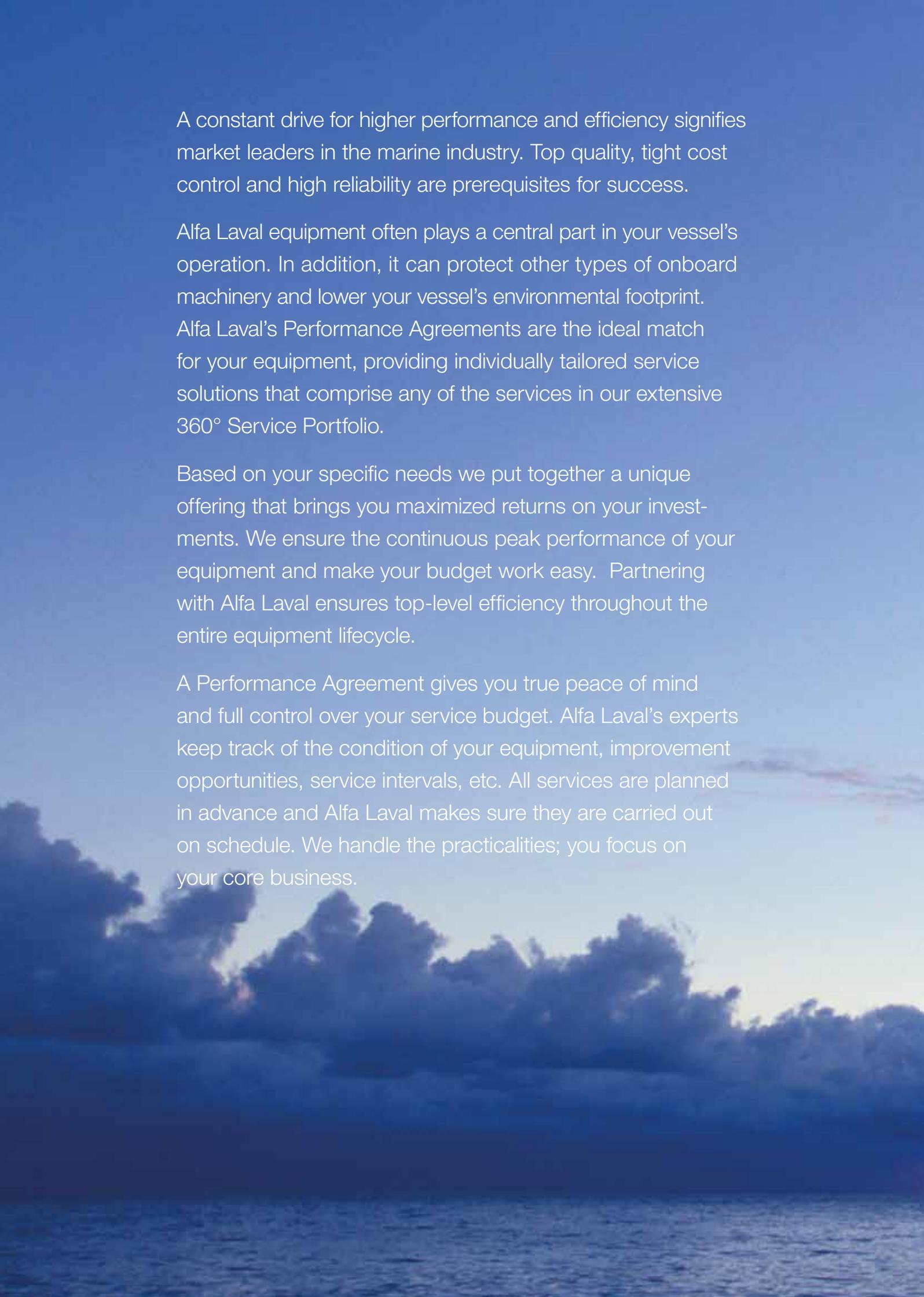




Top performance – now and in the future

Performance Agreements for the marine industry





A constant drive for higher performance and efficiency signifies market leaders in the marine industry. Top quality, tight cost control and high reliability are prerequisites for success.

Alfa Laval equipment often plays a central part in your vessel's operation. In addition, it can protect other types of onboard machinery and lower your vessel's environmental footprint. Alfa Laval's Performance Agreements are the ideal match for your equipment, providing individually tailored service solutions that comprise any of the services in our extensive 360° Service Portfolio.

Based on your specific needs we put together a unique offering that brings you maximized returns on your investments. We ensure the continuous peak performance of your equipment and make your budget work easy. 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 operations throughout the equipment lifecycle. We help you to optimize your systems, adjust to new operating conditions and fulfil new regulations. Optimum performance from your Alfa Laval equipment often helps other onboard machinery to run as efficiently as possible.



Maximum uptime

Regular maintenance and condition monitoring ensures maximum uptime and safeguards the continuous performance of your systems according to specification. With an Alfa Laval Performance Agreement you know your onboard equipment receives the regular care it needs to perform at its best.



Budget service costs

With a 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

Total lifecycle cost is significantly reduced when your equipment is covered by a Performance Agreement. You benefit from improved operational efficiency, fewer standstills and increased equipment lifespan. Payback times for Performance Agreements are often very attractive.





A menu of possibilities

Every Alfa Laval 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 aboard your vessel, 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 your 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 reliability, reduced operating costs and fewer unplanned standstills lead to better performance and lower total cost of ownership. Adding up the benefits you will soon discover Performance Agreements are very good investments.

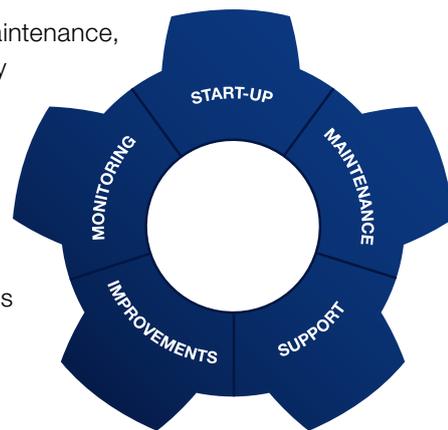
360° Service Portfolio

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 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 ensures uptime maintenance costs for Gr

Italian passenger and freight ferry company Grandi Navi Veloci (GNV) has a fleet of seven ferries and runs 13 different routes in the western Mediterranean Sea. Continuous operation is critical to its business, which depends on the on-time delivery of passengers and goods. In order to ensure uptime, minimize service disruption and extend the lifetime of its centrifugal separators, GNV has a Performance Agreement with Alfa Laval.

GNV and Alfa Laval have long enjoyed a business relationship. But when economic crisis put pressure on the shipping industry, GNV tried non-original parts and service as a cost-cutting measure for a number of years.

The result, however, was higher costs and increased challenges. That experience was one of the reasons for entrusting Alfa Laval with a Performance Agreement.

Under the agreement, Alfa Laval has full responsibility for the preventive maintenance of 49 Alfa Laval separators. This includes 23 Alfa Laval fuel oil separators, comprising eight Alfa Laval SU 600, nine Alfa Laval FOPX 613 and six Alfa Laval FOPX 611 units. It also includes 26 Alfa Laval lube oil separators, comprising eight Alfa Laval SU 600 and 18 Alfa Laval LOPX 707 units. All service intervals are included in the agreement, as well as spare parts and training.



- ✚ Preventive Maintenance
- ✚ Spare Parts
- ✚ Training

and reduces andi Navi Veloci

The Alfa Laval Preventive Maintenance service includes well-planned maintenance activities every 12 months or 8,000 operating hours on the FOPX and LOPX separators, and every 18 months or 12,000 hours on the S separators. The service involves the renewal of lubricating oil and all wear parts included in the service kits, such as friction elements, seals and bearings. Under the terms of the agreement, Alfa Laval engineers go on board to inspect and fine-tune each separator at each of the pre-determined intervals.

Alfa Laval ensures the maximum uptime of each separator by providing timely parts supply and replacement while monitoring the performance of the equipment. The Performance Agreement covers the required man-hours, service kits, genuine spare parts and, if necessary, emergency visits to keep the separators performing optimally without service interruption.

With this arrangement, GNV can count on exceptional separator performance and unmatched reliability. Yet its maintenance costs remain fixed.

“By entrusting Alfa Laval with responsibility for maintaining all 49 high-speed centrifugal separators in our fleet, we are able to count on maximum uptime and lower cost due to savings and a fixed annual maintenance budget.”

Marco Fasciolo, Head of Technical Office at GNV



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.