

1000-3000

AOM

ACTIVE OUTPUT MANAGEMENT[®]

Protecting your windfarm, safeguarding your **investment**

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 is 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.

As a proven service partner, our AOM 1000, 2000 and 3000 service concepts are designed to provide you with greater flexibility after your initial service contract. You can choose which of the service packages is right for you, based on the amount of risk you'd like to share.

Renewal offerings with a shared risk profile

Once your initial service contract has expired, our AOM 1000, 2000 and 3000 service concepts enable you to replace it with a service model based on greater risk sharing.

You choose the level of service commitment that best fits your risk profile. We provide the support you need to run a successful wind energy plant in key areas such as: people and skills; intelligence and predictability; planning and scheduling capabilities; parts optimisation and deliveries.



Service concepts constructed with care to match your **risk profile**

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.

Flexible solutions to fit **your needs**

Are you looking for maximum flexibility, fixed-price maintenance programme or a comprehensive field service package, one of our three service packages AOM 1000, AOM 2000 or AOM 3000 will fit your needs.

AOM 1000

Pay-as-you-go services on demand

AOM 1000 provides you with maximum flexibility for maintaining and servicing your windfarm. You buy services purely on a pay-as-you-go basis, ensuring you never spend any more than necessary. We provide troubleshooting and corrective maintenance with the benefits of OEM technicians, parts and tools.

A transparent approach to servicing and maintenance

An AOM 1000 agreement specifies terms and conditions for the services we provide. It includes everything from quotation procedures to labour rates for on-site work, helping you to cost your project more flexibly – with the reassurance that comes with Vestas' technological expertise and long-standing industry experience.

Monthly reporting, careful monitoring

As a forward-thinking investor, you'll want to be kept informed about your turbines' status and output levels. Subscribe to our monthly reporting service and you'll benefit from key data courtesy of the Vestas Performance and Diagnostics Centre and SCADA system. This knowledge arms you with the information you need to gain the most output from your wind energy projects.

You can also subscribe to our VestasOnline maintenance package, ensuring your valuable data is safely stored at all times and constantly accessible.

AOM 2000

Preventive maintenance, latest knowledge

The AOM 2000 builds on the benefits of AOM 1000, with the added advantage of a fixed-price preventive maintenance programme. You gain the reassurance of knowing that your turbines will be well maintained, but without the commitment – or cost - of a more comprehensive service package.

R&D shapes optimum maintenance strategy

With an AOM 2000 agreement in place, we carry out scheduled maintenance of your wind farm in accordance with our continuously updated operations and maintenance manuals. This means your turbines benefit from the very latest learning on preventative maintenance, assuring you of the best servicing strategy at all times. Consumables such as oil, grease and filters can be included in the contract. You simply pay for other parts and services as and when you use them – the choice is yours.

Putting the power in your hands

Optional subscription services include monthly reporting, condition monitoring (pre-installation required), VestasOnline Maintenance and Vestas Turbine Watch (remote surveillance). These extras allow you to flexibly structure a package to best suit your business needs.

AOM 3000

Full service, flat fee

For a comprehensive field service package that includes consumables and spare parts, AOM 3000 represents the value option for the risk-averse customer. It takes the benefits of the AOM 2000 agreement to the next level by including both fixed-price scheduled and unscheduled maintenance, maximising the reliability of your turbines. Only main components are excluded from the package, so by shifting the risk of repairs to Vestas, business case certainty is increased.

Latest knowledge helps shape maintenance strategy

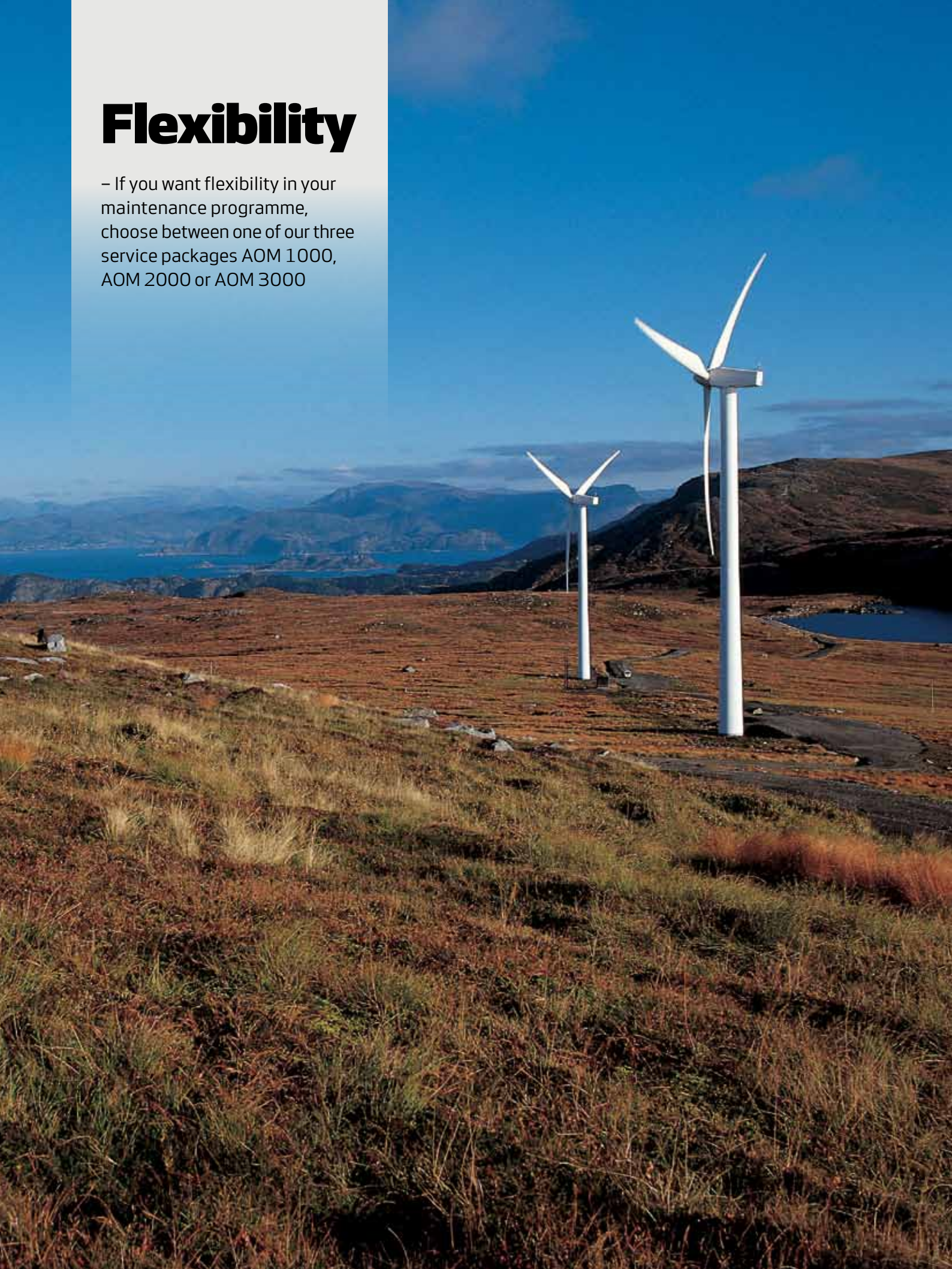
As with the AOM 2000 agreement, we carry out preventive maintenance of your wind farm in line with the latest versions of our operation and maintenance manuals, assuring that you benefit from the latest advances in research and development.

Tailor the right package for you

You can develop the AOM 3000 package to include a range of optional extras and further safeguard your investment. Extra services include VestasOnline Maintenance, Vestas Turbine Watch (remote surveillance), monthly reporting and condition monitoring (requires pre-installation).

Flexibility

– If you want flexibility in your maintenance programme, choose between one of our three service packages AOM 1000, AOM 2000 or AOM 3000



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

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