



SKF 9th Annual Wind Farm Management Conference

Harvest your investment in the future
of wind farm management





Welcome!

Dear Friends of Wind Energy,

Welcome to Berlin and to the ninth SKF wind farm management conference.

The theme for this year's conference, "Harvest your investments in the future of wind farm management" is focusing on how to best manage an aging range of wind turbines, ensuring optimal operations and maintenance procedures for increased revenues, extending productive lifetime on aging wind turbines, the value of certification, as well as gaining social acceptance for wind energy and the future of the offshore wind energy market.

Energy markets are in a stage of transition. Gradually reduction in support systems provides new challenges for the wind energy market where smart solutions for improved LCOE and reaching grid parity is needed for the longer term development of wind energy. It is our shared responsibility to develop new technology, reduce unnecessary costs from entire value chain, further develop smart and cost efficient O&M solutions, and to share industry knowledge in order to implement industry best practice.

One good example of this development is the introduction of the SKF wind industry quality standard, which will be presented during the conference.

This year's program committee with representatives from Dong Energy, E.ON, DMP, Gamesa Service and SKF have done a great job in finding key-focus areas, identifying speakers with high competence in their expert areas, and developed a highly interesting program for our conference. I hope you will enjoy the conference, gain new knowledge and insights from the program as well as make best usage from discussions and networking with industry colleagues in the conference to further strengthen the development of wind energy.

Kind regards,



Bernd Stephan

Director

SKF Renewable Energy Business Unit

SKF wind farm management conferences:

2006: Nieuwegein, The Netherlands	2011: Barcelona, Spain
2007: Gothenburg, Sweden	2012: Paris, France
2008: Hamburg, Germany	2013: Warsaw, Poland
2009: London, UK	2014: Berlin, Germany
2010: Copenhagen, Denmark	

* Fireside breakout sessions

Moderator

Refurbished gearbox vs. new gearbox?	Carsten Brinck, DMP
How to get value from your asset data?	Nicolaj Mensberg, DONG
Intelligent usage of condition monitoring data.	Hannes Leopoldseder, SKF
Why should suppliers and service providers go offshore?	Steen Broust Nielsen, MAKE
Optimizing blade maintenance.	Roland Flaig, E.ON
Spare part availability and offering.	Jerome Lacroix, ZF Wind Power
Independent Service Provider Strategy and offering.	Christina Aabo, DONG
Retrofitting or Repowering on aging wind farms.	Stefan Karlsson, SKF
How to make maintenance, reliability and operations functions be seen as an investment and not a cost?	Todd C. Snelgrove, SKF

Conference programme

Tuesday 3, June 2014

- 7.30–9.00 Registration at hospitality desk & coffee
- 9.00–9.05 Conference moderator
Mr. Stefan Karlsson
Head of Marketing & Strategic Development,
SKF Renewable Energy Business Unit
- 9.05–9.15 Welcome note
Mr. Bernd Stephan
Director SKF Renewable Energy Business Unit
- 9.15–9.25 Message from SKF Group top management
Mr. Rakesh Makhija
President SKF Industrial Market, Strategic Industries
- 9.25–9.55 **Key note speech**
- 9.55–10.00 Introduction to conference polling and media partner
Mr. Robert Clover RECharge Insight & Mr. Stefan Karlsson, SKF
- 10.00–10.30 Coffee break and networking
- How to improve turbine lifecycle revenues (intro 10.30)**
- 10.35–10.55 Spare part sourcing over turbine lifetime
Mr. Martin Cole
Technical operations manager, Energiekontor
- 10.55–11.15 Knowledge management on older turbines
Mr. Stefan Lammens
Head of Global Engineering, SKF Renewable Energy
- 11.15–11.35 Reverse engineering – learnings from Aerospace
Mr. Gunnar Andersson
Director SAS Technical Training, SAS
- 11.35–12.00 **Panel debate among speakers**
Moderator: Mr. Carsten Brinck
Executive Vice President, Commercial Relations, DMP Service
- 12.00–13.00 Lunch buffet
- Getting the most out of an aging fleet (intro 13.00)**
- 13.05–13.20 Repowering or replacement
Mr. Justin Wu
Head of Wind Energy Research, Bloomberg New Energy Finance
- 13.20–13.35 Technical approach to lifetime extension
Mr. Sergio Vélez
Fleet Life Extension Director, Gamesa
- 13.35–13.50 Managing aging turbines
Mr. Tommy Crowden,
Onshore Wind Asset Leader, E.ON Climate & Renewables
- 13.50–14.30 **Panel debate among speakers**
Moderator: Mr. Nicolaj Mensberg
Head of WTG Integrity Management, DONG Energy
- 14.30–15.00 Coffee break and networking
- OES business models for service & maintenance (intro 15.00)**
- 15.00–15.15 Vestas Services
Mr. Jan From
Vice President Service, Vestas Services / Central & Northern Europe
- 15.15–15.25 Siemens Wind Power
Mr. Torben Bang
CEO, Global Wind Service
- 15.25–15.35 Gamesa Services
Mr. Christian Jourdain
Head of the marketing & communication department for Services, Gamesa
- 15.35–15.45 Enercon Services
Mr. Hermann Bohlen
Head of Customer Relations Management, Enercon GmbH
- 15.45–16.15 **Panel debate among speakers**
Moderator: Mr. Roland Flaig
Head of Operations, E.ON Climate & Renewables Nordic
- 16.15–16.35 Coffee break and networking

- 16.40–16.50 **Certification, what's the point? (intro 16.35)**
Certifications from an operators point of view
Mr. Thomas Stalin
Senior Wind Technology Expert, Vattenfall Wind Power AB
- 16.50–17.00 Certification in relation to credit risk assessment
Mr. Albert Jochems,
Green Giraffe Energy Bankers
- 17.00–17.10 The certification body perspective
Mr. Mike Woebeking
Service Area Leader, Renewables Certification, DNV GL
- 17.10–17.30 **Panel debate among speakers**
Mr. Leopold Greipl
Managing Director VDMA WG Wind Industry, VDMA
- 17.30–17.40 Closing of the day
Mr. Stefan Karlsson
Head of Marketing & Strategic Development
SKF Renewable Energy Business Unit
- 19.30– Conference dinner, Radisson Blu, Berlin
Host: Mr. Manfred Neubert, President SKF GmbH, Schweinfurt

Wednesday 4, June 2014

- 8.00–8.30 Coffee and networking
- 8.30–8.35 Intro & Recap Day 1
Mr. Stefan Karlsson
Head of Marketing & Strategic Development
SKF Renewable Energy Business Unit
- 8.35–9.15 Value Management
Mr. Todd C. Snelgrove
Global Manager Value, SKF
- Creating the "TIMBY" effect (intro 9.15)**
- 9.30–9.45 "Act on facts"
Mrs. Mirella Vitale
Vice President Global Marketing, Vestas
- 9.45–10.00 Gaining acceptance for wind development
Mrs. Maria Röske
Managing Director, wpd Scandinavia AB
- 10.00–10.15 Wind energy & social acceptance
Phil Brogan
Head of Communications & Community Relations, RES
- 10.15–10.45 **Panel debate among speakers**
Moderator: Mrs. Lyn Harrison
Wind Market Strategist & Communications Adviser, InsightWind
- 10.45–11.15 Coffee & networking
- Is offshore wind long term sustainable? (intro 11.15)**
- 11.20–11.40 Market analysts view
Mr. Steen Broust Nielsen
Partner, MAKE Consulting
- 11.40–12.00 Perspective from turbine manufacturer
Mr. Uffe Vinther-Schou
Senior Vice President Sales, Vestas Offshore AS
- 12.00–12.20 Wind farm owners perspective
Mr. Lars Thaaning Pedersen
Senior Vice President, Market Development and Asset Management
DONG Energy
- 12.20–12.45 **Panel debate among speakers**
Moderator: Mrs. Christina Aabo
Head of Technology Development, Wind Power, DONG Energy
- 12.45–13.00 Closing and intro to breakout sessions and 2015 years conference
Conference moderator: Mr. Stefan Karlsson
Head of Marketing & Strategic Development,
SKF Renewable Energy Business Unit
- 13.00–14.00 Lunch buffet
- Fireside – Moderated breakout sessions ***
- 14.00–15.00 First fireside discussion
- 15.00–15.30 Coffee & networking
- 15.30–16.30 Second fireside discussion

Members of the programme committee:



Media partner:



Conference presentations

Tuesday 3, June 2014

Topic: Conference moderator
Time: 9:00–9:05
Presenter: Mr. Stefan Karlsson
Head of Marketing & Strategic Development
SKF Renewable Energy Business Unit

Topic: Welcome note
Time: 9:05–9:15
Presenter: Mr. Bernd Stephan
Director SKF Renewable Energy Business Unit

Topic: Message from SKF Group top management
Time: 9:15–9:25
Presenter: Mr. Rakesh Makhija
President SKF Industrial Market, Strategic Industries

Topic: Key note speech
Time: 9:25–9:55

Topic: Introduction to conference polling and media partner
Time: 9:55–10:00
Speaker: Mr. Robert Cover, REcharge Insight & Mr. Stefan Karlsson, SKF

How to improve turbine lifecycle revenues

Topic: Spare part sourcing over turbine lifetime
Time: 10:35–10:55
Presenter: Mr. Martin Cole
Technical operations manager, Energiekontor

Calculating life cycle repair costs for wind turbines has to be made at the planning stage of a wind farm project and is an integral part to ensure the financial viability of a project. The experience of Energiekontor has shown that in many cases, a shorter than predicted lifetime of major components, as well as prices offered for such work by turbine suppliers being higher than originally estimated, have negative effects on the planned financial viability of a wind farm. To overcome this, it is even more important that wind farm operators look to sourcing repairs, especially on major components, directly with non-OEM and independent service companies rather than simply contracting turbine suppliers for this work.

Topic: Knowledge management on older turbines
Time: 10:55–11:15
Presenter: Mr. Stefan Lammens
Head of Global Engineering,
SKF Renewable Energy Business Unit

Keeping older turbines operational at affordable cost and improving robustness is all based at having knowledge and know-how available and accessible. Gathering, growing, structuring, securing and possibly sharing of knowledge about turbine behaviour, ageing, risks, robustness increases, upgrade offerings, etc is key in order to be able to analyse and decide quickly and accurately as soon as production threatening events occur. The speaker will share his knowledge on the technological evolution of the turbine's mechanical drive train and on the importance of having complete and accurate knowledge whenever replacing components or introducing conceptual changes on older turbines.

Topic: Reverse engineering – learnings from Aerospace
Time: 11:15–11:35
Presenter: Mr. Gunnar Andersson
Director SAS Technical Training, SAS

The aviation industry and the wind power industry have the same cradle, to tame and make use of the aerodynamics. The modern aviation industry got a head start due to the massive developments during the World Wars. The incitements for the modern wind power industry did not arrive until the fuel crisis in the 1970ties. Thus the aviation industry has had a longer time to develop and have moved from an exclusive product into a commodity under extreme global price pressure. There are similarities between the industries as there are major costs involved to maintain the equipment, and we lose a lot of money when the equipment is out of service. Aircraft and wind turbines are produced in relative small series and many versions. One major issue is to source the spare parts effectively, especially for an aging fleet. Can the wind power community learn something from the development and sourcing strategies in the aviation industry?

Topic: Panel debate among speakers
Time: 11:35–12:00
Moderator: Mr. Carsten Brinck
Executive Vice President, Commercial Relations, DMP Service

Getting the most out of an aging fleet

Topic: Repowering or replacement
Time: 13:05–13:20
Presenter: Mr. Justin Wu
Head of Wind Energy Research,
Bloomberg New Energy Finance

When should a wind asset owner consider replacing aging turbines with new ones? Does it always make sense to buy the latest and most expensive turbines when a project expires? Or should a project be replaced with newer equipment even earlier? This presentation will examine the economics of repowering versus life extension for wind farms across Germany, Spain and Denmark. The analysis will take into account not only the physical costs of repowering, but also regulatory and financial considerations.

Topic: Technical approach to lifetime extension
Time: 13:20–13:35
Presenter: Mr. Sergio Vélez
Fleet Life Extension Director, Gamesa

Life extension is not only an alternative to repowering but also a must to face incentives scheme changes in Europe. The challenge lies in extending the operational life of wind assets as it requires operational experience and technological capabilities. Gamesa as part of the safe life project is developing the techniques that will guarantee the safety of people and assets operating beyond their original design lifetime. Which standards? What methodology for what results? What guarantees or certification will reduce owners or government's doubts?

Topic: Managing aging turbines
Time: 13:35–13:50
Presenter: Mr. Tommy Crowden
Onshore Wind Asset Leader, E.ON Climate & Renewables

This presentation gives a summary of the management of the aging turbines currently within the E.ON fleet. This process has been developed in house by a team from across the engineering businesses. A case study is also included of a wind farm which has recently been the subject of a life extension study, highlighting the approach taken and a summary of our findings.

Topic: [Panel debate among speakers](#)
Time: [13:50–14:30](#)
Moderator: [Mr. Nicolaj Mensberg](#)
[Head of WTG Integrity Management,](#)
[DONG Energy](#)

OES business models for service & maintenance

Topic: [Vestas Services](#)
Time: [15:00–15:15](#)
Presenter: [Mr. Jan From](#)
[Vice President Service, Vestas Services /](#)
[Central & Northern Europe](#)

The Service market is growing in size and changing fast. Customers, OEMs and 3rd party providers are positioning themselves and the strategies are not that clear. Customers are moving in several directions spanning from full in-sourcing strategies to full-outsourcing. This presentation will deliver some considerations from an OEM perspective – and what is being done to support customers in reaching their targets?

Topic: [Siemens Wind Power](#)
Time: [15:15–15:25](#)
Presenter: [Mr. Torben Bang](#)
[CEO, Global Wind Service](#)

Maximization of customers investment, how does that go hand in hand with strategy, business model, product portfolio and the diversity in the customer segment.

Topic: [Gamesa Services](#)
Time: [15:25–15:35](#)
Presenter: [Mr. Christian Jourdain](#)
[Head of the marketing & communication](#)
[department for Services, Gamesa](#)

It is very common to oppose systematically Manufacturers to Independent Service Providers (ISP) in Europe when it is not in the rest of the world. Gamesa went beyond this paradigm 19 years ago collaborating with ISP and customers to operate and upgrade multiple brands of wind turbines to the latest technologies, capitalizing on the value of local manpower suppliers. One strategy but different business models is what manufacturers must deliver: be flexible enough to propose not one unique global solution but as many as sites, turbines, age and customers' strategies require.

Topic: [Enercon Services](#)
Time: [15:35–15:45](#)
Presenter: [Mr. Hermann Bohlen](#)
[Head of Customer Relations Management,](#)
[Enercon GmbH](#)

ENERCON Service Center Company presentation gives a general overview of the ENERCON Service network and organization, scope of services and maintenance approaches for ENERCONs wind energy converters installed over the world.

Topic: [Panel debate among speakers](#)
Time: [15:45–16:15](#)
Moderator: [Mr. Roland Flaig](#)
[Head of Operations, E.ON Climate &](#)
[Renewables Nordic](#)

Certification, what's the point?

Topic: [Certifications from an operators point of view](#)
Time: [16:40–16:50](#)
Presenter: [Mr. Thomas Stalin](#)
[Senior Wind Technology Expert,](#)
[Vattenfall Wind Power AB](#)

Certifications of wind turbines warrants that the rotor will not fall off. The engineering work has been checked and approved. However it is not a guarantee that the main components will survive the intended 20 years of life. The problem with the gearboxes >1 MW had proven in black and white that these certification standards are without some unknown load cases ("pink elephants"). Standards take long time to work out and may be out-dated. Standardization work includes a lot of negotiation between different interests of the turbine manufacturer, the sub supplier and the end user. Certification does not include quality control of the production process.

Topic: [Certification in relation to credit risk assessment](#)
Time: [16:50–17:00](#)
Presenter: [Mr. Albert Jochems](#)
[Green Giraffe Energy Bankers](#)

Project finance and equity investors alike require detailed insight in the technology used in (offshore) wind projects. A due diligence processes is limited by nature of the time and cost constraints that always apply. In particular in the case of complex offshore wind projects, certification has taken an important role in providing a backbone for this process. The variety in national certification requirements in relation to the various project phases should be made more consistent to allow the international finance community to have a clear view on this.

Topic: [The Certification Body perspective](#)
Time: [17:00–17:10](#)
Presenter: [Mr. Mike Woebbeking](#)
[Service Area Leader, Renewables](#)
[Certification, DNV GL](#)

The presentation will cover the following subjects: Impact of certification on finance and due diligence; What is certification and what is it not; Where are misunderstandings and which is a joint industry project to participate in and why.

Topic: [Panel debate among speakers](#)
Time: [17:10–17:30](#)
Moderator: [Mr. Leopold Greipl](#)
[Managing Director VDMA WG Wind Industry,](#)
[VDMA](#)

Topic: [Closing of the day](#)
Time: [17:30–17:40](#)
Presenter: [Mr. Stefan Karlsson](#)
[Head of Marketing & Strategic Development](#)
[SKF Renewable Energy Business Unit](#)

Wednesday 4, June 2014

Topic: [Intro & Recap Day 1](#)
Time: [8:30–8:35](#)
Presenter: [Mr. Stefan Karlsson](#)
[Head of Marketing & Strategic Development](#)
[SKF Renewable Energy Business Unit](#)

Topic: [Value Management](#)
Time: [8:35–9:15](#)
Presenter: [Mr. Todd C. Snelgrove](#)
[Global Manager Value, SKF](#)

Wind manufacturers and wind farm operators continually need to find ways to become sustainable profitable and reduce costs. The best method to do this, is to understand the Total Cost of Ownership of the company. Procurement, maintenance, operations and reliability teams need to be seen as an investment and not a cost. They need to work together to drive total profit to the companies bottom line. Learn about updated strategies, techniques, and methodologies, to reduce and understand your costs by measuring and negotiating on Total Cost of Ownership. See why and how industrial companies that buy based on best value are 35 % more profitable than ones that do not.

Creating the “TIMBY” effect

Topic: ["Act on facts"](#)
Time: [9:30–9:45](#)
Presenter: [Mrs. Mirella Vitale](#)
[Vice President Global Marketing,](#)
[Vestas Wind Systems A/S](#)

Wind energy's substantial potential is being put at risk by an increasingly organized and influential anti-wind movement, too often undermining incentive frameworks or delaying and even derailing wind energy projects based on factually flawed arguments and misinformation. If left unchecked, the anti-wind movement represents a growing business risk for customers and for Vestas. The Act on Facts initiative is designed to separate anti-wind rhetoric from reality and to channel public support toward actions that help wind energy. Via fact-based information, our goal is to turn the quiet majority of people who support wind energy into a visible and vocal force actively promoting wind power. Act on Facts, thus is based on the premise that facts are on our side. It's important to stress that Act on Facts is not only about increasing awareness; it's about acting on it. The operating principle, thus, is "Get Inspired; Get Updated; Get Going!

Topic: [Gaining acceptance for wind development](#)
Time: [9:45–10:00](#)
Presenter: [Mrs. Maria Röske](#)
[Managing Director, wpd Scandinavia AB](#)

The NIMBY-syndrome is a problem in most countries and in Sweden the public opinion is of particular importance as it can affect the municipality-veto. The presentation describes the different types of arguments/feelings that often create the NIMBY-feeling and discusses different ways to deal with them. The presentation also brings up questions about whose responsibility it is to create acceptance for wind power and if everyone really needs to agree.

Topic: [Wind energy & social acceptance](#)
Time: [10:00–10:15](#)
Presenter: [Phil Brogan](#)
[Head of Communications & Community](#)
[Relations, RES](#)

Renewable energy is consistently supported in national polling – so why do we need to talk about social acceptance? This presentation considers this question in a UK onshore wind context, exploring whether there is a difference between national polling and developers' on-the-ground experience, as well as looking at the role of national and local politicians in the wind debate. The presentation covers also how government and developers are

focussing on community engagement and community benefits in the UK, including the groundbreaking initiatives being pioneered by the onshore wind sector – including RES' own Local Electricity Discount Scheme (LEDS).

Topic: [Panel debate among speakers](#)
Time: [10:15–10:45](#)
Moderator: [Mrs. Lyn Harrison](#)
[Wind Market Strategist & Communications](#)
[Adviser, InsightWind](#)

Is offshore wind long term sustainable?

Topic: [Market analysts view](#)
Time: [11:20–11:40](#)
Presenter: [Mr. Steen Broust Nielsen](#)
[Partner, MAKE Consulting](#)

Onshore wind is increasingly competitive with new build fossil fuel and nuclear installations in key markets. Offshore wind still has a substantial cost gap to conventional power due to its more limited scale and lower degree of maturity in technology and supply chain. Offshore wind however shows large potential to both reduce LCOE through innovation and development of scale economies and delivers wider benefits to society. The presentation examines scenarios for the long term sustainability of offshore wind.

Topic: [Perspective from turbine manufacturer](#)
Time: [11:40–12:00](#)
Presenter: [Mr. Uffe Vinther-Schou](#)
[Senior Vice President Sales,](#)
[Vestas Offshore AS](#)

The presentation will provide a perspective on the global and European offshore market, while touching on the key industry issues around the cost of offshore energy and the market drivers and dynamics. The main focus will be to discuss the offshore supply chain, its maturity and the key success factors for sub-suppliers.

Topic: [Wind farm owners perspective](#)
Time: [12:00–12:20](#)
Presenter: [Mr. Lars Thaaing Pedersen](#)
[Senior Vice President, Market Development](#)
[and Asset Management, DONG Energy](#)

The presentation outlines DONG Energy view on the North European offshore wind energy market for the period until 2020 and how the challenges for the further offshore and deeper waters will be overcome. The roadmap for overcoming this as well as reducing cost of energy is presented briefly from a company perspective. When successfully implementing this roadmap in cooperation with the other wind power developers and the supply chain, the society cost of energy will be on par with the most competitive renewables sources and offshore wind power is truly sustainable.

Topic: [Panel debate among speakers](#)
Time: [12:20–12:45](#)
Moderator: [Mrs. Christina Aabo](#)
[Head of Technology Development, Wind](#)
[Power, DONG Energy](#)

Topic: [Closing and intro to breakout sessions](#)
[and 2015 years conference](#)
Time: [12:45–13:00](#)
Moderator: [Mr. Stefan Karlsson](#)
[Head of Marketing & Strategic Development,](#)
[SKF Renewable Energy Business Unit](#)

Conference presenters



Presenter: **Mrs. Christina Aabo**
Dong Energy

Christina Aabo has worked in the wind energy industry for 15 years. With a background as M.Sc. in civil engineering, she joined the R&D department in Danish turbine manufacturer NEG Micon 1998. From 2001 she was heading the product management function at NEG Micon through the merger with Vestas. In 2005 she left to lead internationalization and product launches at the Indian turbine manufacturer Suzlon until 2007. From 2007 to 2010 she was Vice President for Product Management in Vestas and by 2010 she joined DONG Energy and is presently heading the concept development programme after a period in asset management and operations.



Presenter: **Mr. Gunnar Andersson**
SAS

Gunnar Andersson, Technical Military background, EMBA Stockholm School of Economics 2007, has worked in the technical field of the aviation industry for more than 25 years. He has had various responsibilities, and has his main experience as head of the technical training and as member of the senior technical management team. From this position he has a broad understanding and experience of aircraft technology, quality systems, safety management systems, airline organizations, technical processes and maintenance strategy.



Presenter: **Mr. Torben Bang**
Siemens AG

Torben Bang, CEO Siemens Energy Wind Service, heading the global wind service organization of Siemens Wind Power. Torben Bang has worked in the wind industry for 18 years. Today Siemens Energy Wind Service delivers services to an installed base of globally 22GW cross 35 countries, with a customer range from single installed turbines to the world largest onshore and offshore wind farms.



Presenter: **Mr. Hermann Bohlen**
Enercon GmbH

Hermann Bohlen joined Enercon in 1989 as Field Service Engineer. In 1998 he was Technical Manager Service. Since January 2004 he is General Manager of ENERCON Support GmbH and since October 2004 also Head of Customer Relation in Enercon. In addition he is since 1998 Managing Director of several Enercon service companies all around the world.



Presenter: **Mr. Carsten Brinck**
DMP Service

Carsten Brinck, B. Sc. in Electrical Engineering, has worked in the wind industry since 2000. Working at DMP Service, a leading independent service provider in the Nordic countries, Carsten is responsible for the sales, marketing and service of the company's activities for the three business areas – operations and maintenance, wind turbine gear refurbishment, and sales of wind turbine spare parts. He has his past experience from NEG Micon, Vestas, Siemens and Suzlon. He has worked at different operational and strategic levels with sales and operations in the regions of Europe, USA, LATAM and APAC. Beside sales and execution of mid- and large scale wind farm projects with IPP's and Utilities' on a global scale, he has established and managed organizations in different countries around the world.





Presenter: **Mr. Phil Brogan**
RES

Over the last 15 years, Phil Brogan has provided community relations, political and media advice and support to a wide range of UK developers; from house builders and retailers through to institutional investors and international companies. Phil has been involved in some of the UK's most high profile infrastructure projects, including major energy, transport and housing schemes. At RES Phil heads a team responsible for all aspects of the company's UK and ROI community relations for onshore renewable energy projects, from initial public engagement at development stage through to construction and into operation.



Presenter: **Mr. Steen Broust Nielsen**
MAKE

Steen Broust Nielsen is a partner in MAKE, an industry-leading wind power consulting and market intelligence company. With over 15 years' experience in the wind power industry and extensive knowledge of global wind power markets, supply chain and M&A he is active in client engagement in Europe and leads MAKE's global sales and marketing. Prior to joining MAKE, Steen was a Director, responsible for strategy, communications and market intelligence for LM Wind Power. He also served on the Boards of the European Wind Energy Association and the Global Wind Energy Council for several years.



Presenter: **Mr. Martin Cole**
Energiekontor Management GmbH

Martin Cole was born in the UK in 1955. He studied Construction Economics at Aston University, Birmingham, UK and has worked as a Chartered Construction Cost Consultant in the UK and Germany. He also worked for a German telephone company as a project manager responsible for planning and realising mobile telephone installations. He entered the wind turbine industry in 1999 when he joined Energiekontor, one of the leading German developers and operators of on-shore wind farms. He is one of the senior technical managers for wind farms owned and operated by the company, and is responsible for the technical operations of wind farms located in Germany, Portugal and the UK.



Moderator: **Mr. Tommy Crowden**
E.ON

Tommy has worked in the Electricity Supply industry since joining E.ON as a graduate trainee in 2005. Throughout this time he has worked on projects mainly covering the operation and maintenance of large frame industrial gas turbines. Tommy also worked in projects such as calculation and optimisation of CCGT plant performance, new plant availability and performance forecasts. He joined the Renewables business in 2012 as a Regional Asset Leader, managing the operations of two wind farms in the UK. Tommy holds a Bachelor's degree in Mechanical Engineering and a Master's degree in Combustion and Energy.



Moderator: **Mr. Roland Flaig**
E.ON Climate & Renewables Nordic

Roland Flaig joined E.ON Climate & Renewables Nordic in 2009 and took on the responsibility for Operation & Maintenance in 2011, overseeing 154 wind turbines across 12 sites on- and offshore. His responsibilities included managing both warranty and post warranty service agreements and overseeing the buildup of a Nordic maintenance organization, first offshore and since 2012 also for the onshore fleet. He is currently managing the Nordic onshore O&M organization, responsible for implementing the O&M strategy and improvement program projects to both reduce costs and improve performance in the Nordic onshore fleet.



Presenter: **Mr. Jan From**
Vestas Services / Central & Northern Europe

Jan From (M.Sc.Eng IM) has worked in the wind service industry for more than 13 years – whereof 5 years have been spent in the Asia Pacific operations in Tokyo and Singapore, working with service sales. Since 2009 Jan has functioned as Vice President Service in Vestas Northern Europe and since 2013 also part of Central Europe, including Germany. Responsible for +10.000 MW under service contract.



Presenter: **Mr. Leopold Greipl**
VDMA WG Wind Industry

Since 2011 Leopold Greipl is responsible for grid connection issues as manager power grids at VDMA Power Systems, representing the interests of all manufacturers of energy generation technologies within VDMA. He is working since 2013 as managing director of VDMA WG Wind Industry, a Network and working Group within VDMA, which represents more than 100 manufacturers and suppliers along the entire industrial value chain in the wind energy sector.



Moderator: **Mrs. Lyn Harrison**
InsightWind

Lyn Harrison is a wind market strategist and communications adviser. She has played a thought-leadership role at the heart of the global wind power business for the best part of 30 years. A co-founder and past owner of Windpower Monthly, the wind sector's leading business title, she was its editor from 1986-2009. After sale of Windpower Monthly to Haymarket Media and three years with the new owner as Editorial Development Director, she founded InsightWind in 2012 as an independent and expert knowledge centre for information on wind power, the industry and its markets, with a focus on communications activity. She is a qualified journalist with 40 years experience in media and public relations and is an external consultant to Windpower Monthly.



Presenter: **Albert Jochems**
Green Giraffe Energy Bankers

Albert Jochems is Managing Director of Green Giraffe Energy Bankers (GGEB), a financial advisory boutique exclusively operating in the renewable energy sector. He has over 18 years of experience in the renewable energy sector and in finance, including project development, project finance, tax- and funding structuring. Albert is now part of the GGEB team that was able to close billion-euro financings for C-Power and Northwind in Belgium, Meerwind in Germany and Walney in the UK, and Gemini in the Netherlands involved in over 15 M&A advisory deals and has ongoing mandates in 10 countries. Before joining GGEB, Albert was active in several executive management positions at retail and wholesale units of Rabobank. Albert holds both a BSc degree in Electrical Engineering and an MBA from RSM/Erasmus in Rotterdam.



Presenter: **Christian Jourdain**
Gamesa

Christian Jourdain has got a master degree in civil engineering and an MBA from HEC Paris and ESADE. Christian has already 8 years of experience in the wind industry and carried out different top executive positions in Gamesa. He is currently the head of the marketing & communication department for Services.



Presenter: **Mr. Stefan Karlsson**
SKF Renewable Energy

Stefan Karlsson, with over 25 years experience from sales and marketing management positions within SKF, entered the wind energy business in 2002, as Manager of recently formed SKF Global Wind Energy Segment, with focus on driving and coordinating wind energy business development within SKF. As from 2012 Stefan holds a position as Head of Marketing and Strategic Development within SKF Renewable Business Unit. Stefan is since several years also active in Swedish Windenergy Association, from 2012 as Chairman of the Board.



Moderator: **Mr. Jérôme Lacroix**
ZF Wind Power Antwerpen NV

Jérôme Lacroix started his career in service of the automotive & heavy industry where he held a variety of service development positions and learned about the relevance of improved service concepts and its customer retention. In 2009 he brought this knowledge into the wind turbine industry as he joined Hansen Transmissions International. His assignment included the service development for the European post-warranty market. Since the acquisition of ZF, end of 2011, he became responsible for the sales support of the global ZF service wind centers and is based at the ZF Wind Power factory in Belgium.



Presenter: **Mr. Stefan Lammens**
SKF Renewable Energy

Stefan Lammens has a Master in Mechanical Engineering (1989) and a PhD (Validation of structural dynamics finite element models by comparison with experimental frequency response functions) done in 1995. From 1994 to 1997 he worked in Product development and technical marketing at LMS International. After that he joined Hansen Transmissions (later ZF Wind Power) and had different roles, lately as Chief Technology Officer and Chief Sales & Marketing Officer. He joined SKF in 2013 as Global Engineering Manager in the SKF Renewable Energy Business Unit.



Moderator: **Mr. Hannes Leopoldseder**
SKF Renewable Energy

Hannes Leopoldseder, based at SKF in Steyr, Austria, is responsible for the global wind energy aftermarket sales within SKF Renewable Energy Business Unit. Along his career within SKF, which started in 2001, he has held a number of managerial positions in business development including two international assignments, Germany and Sweden. Background in the wind industry is coming from his business development activities related to drive train solutions. He is in charge of developing the global SKF wind aftermarket sales as well as for the SKF wind aftermarket strategy implementation.



Presenter: **Mr. Rakesh Makhija**
SKF Industrial Market, Strategic Industries

Rakesh Makhija was appointed President of Industrial Market, Strategic Industries, with effect from 1 May 2013. Rakesh joined SKF in 2002 as Managing Director, SKF India Limited and successfully led SKF India to a path of high growth and market leadership. In January 2010 he was appointed as President of SKF Asia and a member of the SKF Group Management. Prior to joining SKF, Rakesh has had an extensive top management career with industrial and technology companies such as Honeywell International, Tata Honeywell and Kinetics Technology International where he held leading positions, both in India and the Netherlands. Rakesh is a Chemical Engineer from the Indian Institute of Technology, New Delhi, India.



Presenter: **Mr. Nicolaj Mensberg**
DONG Energy Wind

Nicolaj Mensberg holds a B. Sc. in Electrical Engineering and a degree in Business Administration. He has worked in wind since 1999 for several leading wind turbine suppliers such as NEG Micon, Vestas, Suzlon and Clipper Windpower. During this time the work have involved many aspects of the of wind business including product development, product management, sales, project development and execution. In 2012 Nicolaj joined DONG Energy Wind where he now Heads up WTG Integrity Management which is a multi-disciplined function in Operations with the main responsibility of ensuring the asset integrity of all DONG Energy wind turbines under DONG operations.



Presenter: **Mr. Manfred Neubert**
SKF GmbH

Manfred E. Neubert was born in 1953 and has a master in Economics. Manfred started his career in 1979 at HOECHST GROUP where he held different positions in Sales, Marketing, Distribution and General Management in Germany, Europe and USA. In 1996 he became Member of the Management Board of Willy Vogel AG and became Chairman in 1998. Since July 2007 he is President of SKF GmbH, Schweinfurt.



Presenter: **Mrs. Maria Röske**
wpd Scandinavia

Maria Röske is the Managing director of wpd Scandinavia. She has spent the last 12 years working with the development of wind power projects. When she joined wpd in 2002, she was the first employee outside Germany. She started off working as a project manager and later became the Managing Director. She has extensive experience from hearings with the public and understands the challenges of the NIMBY-syndrome. She holds a Master of Law degree.



Presenter: **Mr. Todd C. Snelgrove**
SKF Value Selling

Todd has over 10 years' experience in understanding, presenting, calculating, pricing, and purchasing on Total Cost of Ownership (TCO) and is considered a leading global subject matter expert. Todd has developed and implemented his leading insight into strategies for sales and marketing programs, strategic account management, customer value partnership agreements, TCO procurement strategies, and numerous programs that help customers increase profitability by measuring and reducing acquisition, operation, and disposal costs. Todd has demonstrated successful customer partnership agreements with Fortune 1000 companies, in numerous industries and segments, in all geographies of the world. His work has been featured in articles in numerous publications and referenced in articles from leading business schools and scholarly reviews. Todd has also led sessions on value at Executive MBA courses all over the world.



Presenter: **Mr. Thomas Stalin**
Vattenfall Wind Power AB

Thomas Stalin is a Mechanical Engineer and Business Economist. He has worked with wind power since 1999 being involved in various topics starting with Utgrunden Offshore Windfarm in Kalmarsund. Since 2005 he has worked for Vattenfall with R&D related topics related to offshore foundations, wind turbines on high towers in the forest and drive train related problems in a operational perspective. He is known for "pink Elephants in the Drive Train".



Presenter: **Mr. Bernd Stephan**
SKF Renewable Energy

Bernd Stephan was born in Germany in 1956. He has a background as Mechanical Engineer and started his career at Goetze AG, which was acquired by SKF in 1994. In 1996 Bernd Stephan became Managing Director of CR Elastomere GmbH, a position he held until 2009. In 1999 he got promoted to Director Automotive Business Unit CR Europe (SKF Seals Division) and became the Director of the Business Unit Trucks in 2001. In February 2014 he was appointed Director of the Business Unit Renewable.



Presenter: **Mr. Lars Thaaning Pedersen**
DONG Energy A/S

Lars Thaaning Pedersen is Senior Vice President in DONG Energy A/S and is Head of Market Development & Asset Management in the Wind Power Division. He joined DONG Energy A/S in 2004 and has throughout the years held a number of managerial positions in Business Development, Operations and Asset Management. In 2012 he became Head of Market Development & Asset Management where he is responsible for two parts of the Wind Power business: Project development and Regulatory Affairs and all operating assets. He is also a member of the Executive Committee in Wind Power.



Presenter: **Mr. Sergio Vélez**
Gamesa

Sergio Vélez has a MSc Engineering, MBA and Business Innovation Master. Sergio has 21 years of experience in different Industrial and Technological Director positions at European multinationals companies in Automotive (6 years) and Wind Energy (15 years) sectors. Management achievements are: 3 Wind turbine platforms technology transfer internalization and externalization. Construction and ramp up of 5 new factories within Spain, USA and China, Development of key competitive supply chain in China, Long term global supply agreements, Global quality integration. Non-Quality costs reductions, Development and certification of several blade models, product and process. O&M Services; Wind turbine aging management business development.



Presenter: **Mr. Uffe Vinther Schou**
MHI Vestas Offshore A/S

Uffe Vinther-Schou is the CSO for the newly established MHI Vestas Offshore Joint Venture. Since 2008, he has been heading the global offshore sales operations in Vestas Offshore and been vital to developing and implementing the strategic journey that led to the Joint Venture with MHI. As an executive management team member, Uffe can share a wealth of his 6 years of offshore wind experience and how the future will shape the direction of the industry.



Presenter: **Mrs. Mirella Amalia Vitale**
Vestas Wind Systems A/S

Mirella Amalia Vitale joined Vestas in March 2000 as Business Advisor to the Mediterranean President. Today Mirella is the Global Vice President of Marketing for Vestas Wind systems A/S responsible for Product Marketing, Campaigns, Digital Marketing, Social Media and the Vestas Brand. Since Mirella A. Vitale joined Vestas she has worked in three different countries, starting her career in Italy, then Spain when she was promoted to Senior Director of Marketing for that region and most recently in Denmark at the Global Headquarters. Mirella has worked closely with the Sales organization and was part of the business development team that led to the opening of the Vestas office in Turkey. Prior to joining Vestas she worked with Shell Offshore company for nine years, based in Italy, on the construction projects of the tension leg platforms, Auger, Mars, Ram Powell and Ursa for the Gulf of Mexico. Mirella is also a board member of Windmade, the first ever consumer label for a single renewable energy source designed to unlock the potential of wind energy among global consumer brands – endorsed by the United Nations.



Presenter: **Mr. Mike Woebbeking**
DNV GL

Mike Woebbeking started in 2001 as an expert for towers, foundations, machinery components and periodic monitoring at Germanischer Lloyd WindEnergie GmbH. After being a project manager for international customers he was from 2004 to 2010 Head of Machinery Components and Safety Department. Since 2011 Mike is Vice President and Head of Certification Body for Component, Type and Project Certification of Wind and Marine Energy as well as other Renewables. Additionally he is since 2011 Chairman of German Technical Committee "Wind Turbines" DKE K383 and Chairman of European Technical Committee "Wind Turbines" CLC / TC 88 as well as Secretary to "Wind and Marine Energy Committee" of Germanischer Lloyd. Since 2012 he is an Authorised Representative of Germanischer Lloyd Industrial Services GmbH and since 2013 Service Area Leader to DNV GL Renewables Certification for all services related to certification.



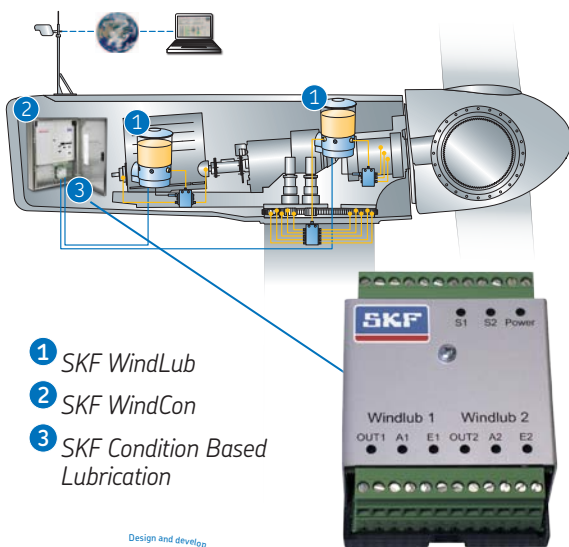
Presenter: **Mr. Justin Wu**
Bloomberg New Energy Finance

Justin Wu is Head of Wind Industry Research at Bloomberg New Energy Finance (BNEF), the world's leading provider of industry information and analysis to investors, corporations and governments in clean energy. He leads a global team of analysts responsible for producing and communicating research and analysis on the economics, policy, and strategic dynamics of the wind industry. Based in Hong Kong, Justin joined the company in 2007 and previously produced market research and consulting projects for the wind energy sector in China, Korea, Japan and South-east Asia. He is a specialist in Chinese wind policy, the turbine manufacturing industry and US-China clean energy trade issues. Justin holds a BS in International Politics and Economics from Georgetown University's Edmund A. Walsh School of Foreign Service.



SKF Condition Based Lubrication

Remotely activated lubrication for optimum bearing life



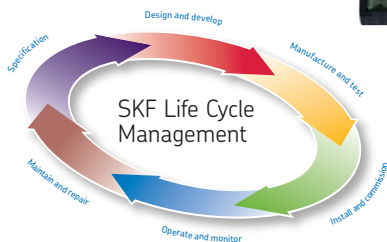
At wind farms worldwide, SKF WindCon and SKF Windlub are improving turbine reliability and wind farm profitability. Now we've linked these two systems to enable remotely activated lubrication when needed, effectively turning time-based lubrication into a more functional condition-based system.

If SKF WindCon measures vibration levels above a certain limit, it alerts the SKF Condition Based Lubrication interface. This automatically activates the lubrication pump, supplying extra lubricant to a specific bearing. Additionally, the SKF WindCon system triggers a warning signal at the monitoring centre.

SKF Condition Based Lubrication helps optimize the life cycle of main shaft and generator bearings and:

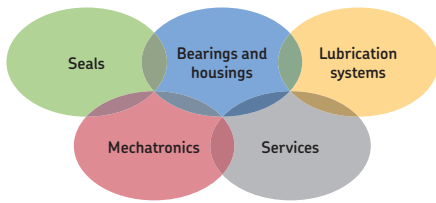
- Increases wind turbine availability and output
- Reduces risk of unplanned shutdowns
- Cuts operating costs and costs per kWh produced
- Extends maintenance intervals and reduces up-tower costs

To learn more, visit skf.com/wind



The Power of Knowledge Engineering

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The Power of Knowledge Engineering

Combining products, people, and application-specific knowledge, SKF delivers innovative solutions to equipment manufacturers and production facilities in every major industry worldwide. Having expertise in multiple competence areas supports SKF Life Cycle Management, a proven approach to improving equipment reliability, optimizing operational and energy efficiency and reducing total cost of ownership.

These competence areas include bearings and units, seals, lubrication systems, mechatronics, and a wide range of services, from 3-D computer modelling to cloud-based condition monitoring and asset management services.

SKF's global footprint provides SKF customers with uniform quality standards and worldwide product availability. Our local presence provides direct access to the experience, knowledge and ingenuity of SKF people.



SKF BeyondZero is more than our climate strategy for a sustainable environment: it is our mantra; a way of thinking, innovating and acting.

For us, SKF BeyondZero means that we will reduce the negative environmental impact from our own operations and at the same time, increase the positive environmental contribution by offering

our customers the SKF BeyondZero portfolio of products and services with enhanced environmental performance characteristics.

For inclusion in the SKF BeyondZero portfolio, a product, service or solution must deliver significant environmental benefits without serious environmental trade-offs.

All our solutions for the renewable energy sector have been selected for inclusion in the SKF BeyondZero portfolio, which includes products and solutions with significant environmental benefits, such as improved energy efficiency and the enabling of increased renewable energy generation.

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