SKF 9th Annual Wind Farm Management Conference

Harvest your investment in the future of wind farm management
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

Welcome!

SKF wind farm management conferences:

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

* Fireside breakout sessions

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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 Mathija
           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 Lammers
             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
13.05–13.20  Getting the most out of an aging fleet (intro 13.00)
             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. Nikolaj Mønberg
             Head of WTG Integrity Management, DONG Energy
14.30–15.00  Coffee break and networking
15.00–15.15  OES business models for service & maintenance
             (intro 15.00)
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 Bohnen
             Head of Customer Relations Management, Enercon GmbH
15.45–16.15  Panel debate among speakers
             Moderator: Mr. Roland Flag
             Head of Operations, E.ON Climate & Renewables Nordic
16.15–16.35  Coffee break and networking

15.40–16.50  Certifications from an operators point of view
             Mr. Thomas Stolin
             Senior Wind Technology Expert, Vattenfall Wind Power AB
16.50–17.00  Certification in relation to credit risk assessment
             Mr. Albert Jochems,
             Green Gراف Energy Bankers
17.00–17.10  The certification body perspective
             Mr. Mike Woebeke
             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. Sneguro
           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
11.20–11.40  Perspective from turbine manufacturer
              Mr. Uffe Vinther-Schou
              Senior Vice President Sales, Vestas Offshore AS
11.40–12.00  Wind farm owners perspective
              Mr. Lars Thanning Pedersen
              Senior Vice President, Market Development and Asset Management
              DONG Energy
12.00–12.20  Is offshore wind long term sustainable? (intro 11.15)
              Mr. Lars Thanning Pedersen
              Senior Vice President Sales, Vestas Offshore AS
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
13.00–13.45  Lunch buffet
14.00–15.00  First fireside discussion
15.00–15.30  Coffee & networking
15.30–16.30  Second fireside discussion
Conference presentations

Tuesday 3, June 2014

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.

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
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.
**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 where 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 outdated. 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
Creating the “TIMBY” effect

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 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

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 those that do not.

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

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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 Energineer. 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.
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.

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.

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.

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.

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 programs projects to both reduce costs and improve performance in the Nordic onshore fleet.

Jan From (M.Sc.Eng IM) has worked in the wind service industry for more than 13 years – whereof 5 years have been spend 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.

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.

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.

Albert Jochems is Managing Director of Green Giraffe Energy Bankers (G Geb), 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 G Geb team that was able to close billion-euro financings for C-Power and Northwind in Belgium, Merewind 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 G Geb, 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.

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.
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.

Hannes Leopoldseder, based at SKF in Steyr, Austria, is responsible for the aftermarket sales as well as for the SKF wind aftermarket strategy implementation.

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 Chief Technology Officer and Chief Sales & Marketing Officer. He joined SKF in 2013 as Global Engineering Manager in the SKF Renewable Energy Business Unit.

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.

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.

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.

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.

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 an operational perspective. He is known for “pink Elephants in the Drive Train”.

Mr. Rakesh Makhija
SKF Industrial Market, Strategic Industries

Mr. Todd C. Snelgrove
SKF Value Selling

Mr. Thomas Stalin
Vattenfall Wind Power AB

Mr. Manfred Neubert
SKF GmbH
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 lead 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 Southeast 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.
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