

4000

**AOM**

**ACTIVE OUTPUT MANAGEMENT**®

# Guaranteed availability offers safer risk management

## **Vestas Active Output Management® (AOM)**


At Vestas, we are relentlessly committed to wind. We understand that when people invest in our turbines, they expect availability to be a priority. A turbine in full working order generates more energy and returns more profits. Our unique AOM 4000 service concept is centred around a time-based availability guarantee, providing the assurance you need for increasing business case certainty.

## **Full-scope contract powered by industry expertise**

To realise the best possible return on your investment, an effective service infrastructure and operations and maintenance strategy is just as important as reliable turbines. Our formula for success is simple. AOM agreements include superior support in various key areas such as: people skills; intelligence and predictability; planning and scheduling capabilities; parts optimisation and deliveries; partnership transparency and integration; and performance guarantees.



# Working together to make your investment perform



**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.



# Day One

– from day one the AOM 4000  
provides you with confidence to  
invest in cutting-edge technology

# Guaranteeing the performance of your **investment**

## **Feel confident - we keep your turbines operational**

An increasing number of customers are relying on our three decades of industry experience to safeguard their investment. The AOM 4000 contract places the burden of keeping your turbines operational onto us, compensating you for any downtime below an agreed threshold of up to 97% (subject to site evaluation).

## **Cutting-edge technology backed by performance guarantees**

Available from day one of your wind farm's operation, or as a renewal contract further down the line, the AOM 4000 provides you with the confidence you need to invest in cutting-edge technology. It reflects the commitment and investment we put into supporting you, from outstanding component reliability, to smooth supply chain delivery and peerless troubleshooting capabilities.

## **Operational assurances put customer in charge**

If your turbine is out of action for any reason, the downtime is measured and compensation is calculated accordingly. To maximise turbine uptime, we are careful to plan maintenance effectively, bundling together necessary work to get your turbines up and running again as swiftly as possible.

With an AOM 4000 contract in place, you have an effective guarantee against problems such as long component lead time, critical component scarcity and inadequate equipment forecasting. By shifting responsibility to us, it puts you back in control of your investment.

# Protecting your investment is **our passion**

## **Bespoke solution for profitable results**

AOM 4000 is a full-scope contract, meaning no unforeseen or unbudgeted maintenance costs for items covered by the agreement. With a time-based availability guarantee, you can be sure of timely delivery of parts and a workforce kept up-to-date with latest technologies and research and development knowledge.

## **Industry-leading guarantees make budgeting easy**

The time-based guarantee incentivises us to maximise the technical uptime of your wind farm. If the agreed threshold is not met, liquidated damages are paid. Correspondingly, bonuses can be included to give the service provider incentives to perform beyond the threshold. The initial AOM contract can run for up to ten years. Thereafter, you can renew for three-to-five-year periods up to 20 years in total, giving you full lifecycle coverage and greater flexibility over your financial commitment and scope of risk.

## **Transparent partnership powers your investment**

As passionate advocates of wind energy, we want you to achieve the maximum return on your investment. We believe in open and honest commercial partnerships, keeping you informed about the performance of your wind farm with monthly reporting, regularly updated manuals and face-to-face performance dialogues.

## **Prediction and prevention – maximising uptime**

In the wind power industry, knowledge is crucial for performance. We use real-time data to constantly refine our predictive models. By carefully planning our maintenance and servicing as efficiently as possible, we can help to ensure that every turn of the blade means a return for you. To further minimise your risk, we of course correct any faults and replace or repair any components which fail to perform as expected.

## **Designing profitable energy production for the future**

We're experts at maximising the return for our investors. That is why we have such confidence in our products and servicing agreements. It's the only way we will achieve our aim of seeing wind power become as important for tomorrow's energy market as fossil fuels.

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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