

# RENEWAL OF LONG-TERM O&M AGREEMENT WITH CEMEX



Jairo Guerrero,  
Energy Director from CEMEX Colombia

CEMEX Colombia, one of the major cement companies in Colombia, has renewed its Asset Management agreement with Wärtsilä. The agreement was renewed in the summer of 2014 and is valid for five years. This is a continuation of an earlier Asset Management agreement signed 15 years ago.

– We have had an O&M agreement with Wärtsilä since our power plant was new. The main goal for us with the renewal is to keep the plant in the same good condition as it has been for the last 15 years, says Jairo Guerrero, Energy Director from CEMEX Colombia.

CEMEX is a global building materials company providing high-quality products and reliable services to customers and communities in more than 50 countries. CEMEX stands on a solid base when it comes to improving the well-being of those it serves through innovative building solutions, efficiency advancements, and efforts to promote sustainability.

## A COMPREHENSIVE ASSET MANAGEMENT AGREEMENT

The power plant at CEMEX Colombia's cement factory is powered by five Wärtsilä

34SG engines, with a total capacity of 25 MW. The plant is located near Ibagué, the capital of the department of Tolima in Colombia.

– We wanted to ensure that the power plant will continue to supply power for our cement factory also for the next five years, says **Jairo Guerrero**.

With this new agreement, Wärtsilä continues to operate and maintain the power plant. The agreement covers, among other areas, day-to-day operation of the power plant and the natural gas station (city gate), preventive and predictive maintenance



# “I would say that our power plant is in good hands”



■ ■ ■ services, management of parts logistics and technical support services.

– This agreement is a continuation of a long-term operational partnership with a common goal to ensure a maximised lifetime, guaranteed performance and predictable life-cycle costs for the power plant, says Guerrero.

CEMEX invited tenders from five other companies for the O&M services. However, Wärtsilä was found to have the best economical agreement.

–Wärtsilä’s option was the best out of the offers we received. Wärtsilä is a good partner with knowledgeable people. We also wanted the same operators to continue taking care of our plant.

## WÄRTSILÄ SHOWING EXCELLENT PERFORMANCE

CEMEX Colombia is one of the major cement companies and leading suppliers of building materials in Colombia. By transferring the operative responsibility of the power plant to Wärtsilä, the agreement continues to provide CEMEX Colombia with the highest possible level of risk management. It also offers the company full peace of mind and the possibility to focus on their core business.

CEMEX has worked with Wärtsilä for 15 years already. During these years, Wärtsilä has performed excellently in terms of ensuring the reliability and availability of the power plant.

– Wärtsilä has a very good team operating at our plant. They are committed to our various goals regarding CEMEX environmental

Challenges	Solution	Benefits
<ul style="list-style-type: none"> <li>– Maintaining high plant availability</li> <li>– Ensuring a continuous and reliable power supply</li> </ul>	<ul style="list-style-type: none"> <li>– Renewal of existing Asset Management agreement covering, among other areas, day-to-day operation of the power plant and the natural gas station (city gate), preventive and predictive maintenance services, management of parts logistics and technical support services.</li> </ul>	<ul style="list-style-type: none"> <li>– High plant availability and reliability</li> <li>– High expertise level for the personnel</li> </ul>

requirements and overall policies, says Guerrero.

The plant in Ibagué has been running at base load mode almost since commissioning in 1998. During this time the operation has been virtually flawless. The challenges have been mostly related to the continuous development of plant functionality and performance.

– The high ambient temperature of the power plant has been an operational challenge in itself. Wärtsilä has introduced innovative upgrades which have further improved the performance and reliability of our power plant, says Jairo Guerrero.

## THE PEOPLE MAKE THE DIFFERENCE

Jairo Guerrero says that there are clear benefits when working with Wärtsilä, who is an OEM. Thanks to the technically-skilled personnel at Wärtsilä’s office in Colombia, CEMEX has received quick responses to inquiries.

– Wärtsilä gives us good technical support. In terms of availability and reliability it has really been good value for money.

Based on the fact that the CEMEX power plant has been operated and maintained by Wärtsilä for 15 years without any major technical or management problems, Jairo Guerrero has no hesitation recommending an O&M agreement with Wärtsilä to other power plant owners.

– I would say that our power plant is in good hands.

– I think it is the people who make the difference. And Wärtsilä have the right people, who know how to operate a plant and know our business and our concerns. I am very satisfied with our O&M agreement with Wärtsilä and I am happy to continue our long-term partnership with them, concludes Jairo Guerrero.