

ENERGY  
ENVIRONMENT  
ECONOMY

## CASE: MAINTENANCE SUPPORT AGREEMENT WITH ROYAL CARIBBEAN CRUISES LTD.



Harri Kulovaara  
Executive Vice President, Maritime  
Royal Caribbean Cruises Ltd.

Wärtsilä and Royal Caribbean Cruises Ltd. signed a five-year ground breaking maintenance support agreement that covers many of the world's finest cruise ships. "The core of this agreement is that Wärtsilä will take care of the maintenance that needs to be done on the ship engines so that we can concentrate on our core business, which is looking after cruise guests," says **Harri Kulovaara**, Executive Vice President of Maritime, Royal Caribbean Cruises Ltd.

This agreement running over the years 2011-2016 is the most extensive maintenance and technical support partnership Wärtsilä has ever formed with a marine customer. This type of long-term maintenance support agreement has traditionally been more frequent in power plants, but is now also entering the marine side.

Royal Caribbean Cruises Ltd. is a global cruise vacation company that operates Royal Caribbean International, Celebrity Cruises, Pullmantur, Azamara Club Cruises and CDF

Croisieres de France. The company has a total of 40 ships in service. It also offers unique land tour vacations in Alaska, Asia, Australia, New Zealand, Canada, Europe and South America.

### AGREEMENT COVERING 29 CRUISE SHIPS

The maintenance support agreement covers 29 cruise ships owned by the RCL, including the largest and most advanced cruise ships anywhere in the world: the luxurious flagships Oasis of the Seas and Allure of the Seas which can each carry more than 5400 guests. ■ ■ ■





within both companies to facilitate streamlined scheduling and accurate budgeting by eliminating uncertainties.

Overall reliability is of utmost importance for a cruise company. Today, however, energy efficiency is becoming an increasingly important consideration in dealings between cruise firms and technical service providers.

– Fuel costs make up a huge part of our running costs. Therefore a closer collaboration on maintenance can help us find innovative new ways to reduce and optimise fuel consumption. Often with very rapid payback-on-investment times, says Kulovaara.

– The agreement in place between RCL and Wärtsilä is based on mutual trust and long-term commitment and helps us maintain a management and review role providing much needed relief to allow us to attend to other areas in Marine Operations, such as fuel savings projects throughout the ships. With the new structure, the equipment maintenance is supported collaboratively, freeing up resources in-house to concentrate on the demands of the rest of the power plants onboard, says Harri Kulovaara.

– We are extremely happy with our long-standing relationship with Wärtsilä. Our teams work in absolutely seamless collaboration, continuously focusing on learning, improving operating practices, and finding ways to shape technological developments. Our latest agreement captures the essence of this collaboration and forms the foundation for all this work, concludes Harri Kulovaara, Executive Vice President of Maritime, Royal Caribbean Cruises Ltd.

– Our co-operation with Wärtsilä goes back more than 40 years, but this agreement is something very in-depth, covering more vessels and involving much more detailed operational planning than our previous partnerships, explains Harri Kulovaara.

The agreement includes 118 Wärtsilä engines, mostly Wärtsilä 46 engines, with a total output of approximately 1400 MW.

### **PREDICTABILITY CRUCIAL FOR CRUISE OPERATORS**

Predictable maintenance schedules are vital for cruise operators.

– Maintenance schedules and engine component delivery logistics must be carefully and systematically planned years in advance, to ensure that our cruise ships can keep

sailing and generate income, says Harri Kulovaara.

Wärtsilä's Condition Based Maintenance (CBM) engine monitoring systems enable the performance of individual engines to be monitored online anywhere in the world. The agreement with RCL has taken monitoring and reporting procedures to the next level. Regular engine condition reports are sent automatically to Wärtsilä and to the customers' operational offices.

### **CLOSER COLLABORATION HIGHLY ADVANTAGEOUS**

Through the new agreement Wärtsilä's own personnel provide onboard supervision and training for RCL's own crews. The deal also involves harmonising and aligning procedures