

# WÄRTSILÄ LIFECYCLE SOLUTIONS

Guaranteed performance to  
fulfil your business targets

## TOWARDS A SMART MARINE ECOSYSTEM

The marine industry has entered a new era of connectivity and innovation. At the same time, there is even greater pressure to stay competitive and meet tightening regulations.

Wärtsilä, a world leader in marine technology, creates long-term value for owners and operators by utilising real-time communication and digitalisation in all aspects of operations.

With our expertise, we can help you ensure that your assets operate in the safest, most efficient and environmentally sustainable way.

### FORCES RE-SHAPING THE INDUSTRY

- SHARED CAPACITY improving fill rates and reducing unit costs
- DATA ANALYTICS optimising operations and energy management
- INTELLIGENT VESSELS enabling automated, optimised processes
- DECARBONISATION driving the adoption of new technologies

# IMPROVE YOUR BUSINESS PERFORMANCE AND COMPETITIVENESS

Wärtsilä Lifecycle solutions improve the reliability of your assets and optimise vessel performance. Supported by generations' worth of knowledge combined with the power of AI and predictive analytics, we can guide you in finding a sustainable solution to suit your operations. Wärtsilä enables sustainable societies with smart technology.

## CHOOSE THE RIGHT LEVEL OF SUPPORT FOR YOUR MARINE ASSETS:

**WÄRTSILÄ GUARANTEED ASSET PERFORMANCE**

**ENSURED ASSET PERFORMANCE AND BETTER EARNINGS**

**WÄRTSILÄ OPTIMISED MAINTENANCE**

**IMPROVED OPERATIONAL RELIABILITY**

**WÄRTSILÄ ENHANCED SUPPORT**

**IMPROVED ACCESS TO DATA AND SUPPORT**

With a Lifecycle solution, experts in our Expertise Centres support you to optimise your asset performance over the lifecycle.

## YOUR BENEFITS

A Wärtsilä Lifecycle solutions agreement can help you increase the profitability and earnings of your operations while mitigating risks.

**IMPROVED ASSET AVAILABILITY**

**OPTIMISED OPERATIONS AND**



## **EACH SOLUTION IS CUSTOMISED TO FIT YOUR OPERATING PROFILE:**

### **PERFORMANCE GUARANTEES**

Guaranteeing fleet performance based on measured data and maintaining it throughout the duration of the partnership.

### **MAINTENANCE MODEL**

Defining the responsibility for scheduled and unscheduled maintenance matched with the operating profile.

### **EXPERTISE CENTRE SERVICE MODULE**

Agreeing the level of operational support and analytics provided by Wärtsilä Expertise Centre.

### **BUSINESS MODEL**

Agreeing on an incentive and risk sharing model as well as service fee structure.

**24/7 MAINTENANCE**

**SUSTAINABLE AND PREDICTABLE OPERATIONS**

## WHY WÄRTSILÄ LIFECYCLE SOLUTIONS?

We maintain and optimise the performance of your marine assets with comprehensive lifecycle solutions encompassing our technology, software and service expertise as well as our view and understanding of installations on a system level.

We believe in co-creation and co-operation to improve the performance, viability and profitability of your business in the long-term.

## PARTNERING FOR CARE-FREE LIFECYCLE OPERATIONS

### GUARANTEEING PERFORMANCE IS OUR SHARED PASSION

**10**

EXPERTISE CENTRES  
AROUND THE WORLD

Out of the operational support cases  
Wärtsilä Expertise Centres received in  
2018-2019

**11K**

WÄRTSILÄ SERVICE  
PROFESSIONALS

**90%**

WERE SOLVED  
REMOTELY

**~700**

SHIPS WORLDWIDE SUPPORTED BY  
A WÄRTSILÄ LIFECYCLE SOLUTION

**80%**

WERE SOLVED  
ON THE SAME DAY