

Presentation to:



21<sup>st</sup> September 2011

## Who We Are:

- ✓ Optinergy are an independent O & M provider based in Co. Cavan Ireland
- ✓ Formed as a result of principals frustrations with the service offered by OEM's and lack of strong independent O & M providers in the market
- ✓ Strive to fill the gap between OEM's and traditional "nuts & bolts" O & M providers



## Management Team

### Ian Durnin

Ian Durnin is a senior operations executive with extensive engineering, business and program management experiences. He worked for Airtricity with overall responsibility for operations including maintenance, safety, network compliance, etc. Prior to working in the wind industry Ian managed maintenance activities in the high tech sector, working with HP.

### Donald Sherry

Donald Sherry has been involved in the wind industry since 1998 as a wind farm project developer in Ireland, prior to that time Donald owned & operated a successful electric motor/generator rewinds business in Northern Ireland. He has extensive experience of both the wind industry & industrial maintenance systems.

## Management Team

### Herman Busschots

Herman Busschots has been involved in the wind industry since 1992 as wind farm project developer in the power sector for GE Energy and as independent developer with direct involvement in some 600 MW of successful wind project development.

Prior to working in the wind industry Herman was involved in the manufacture of electrical transformers.

### Darren Sherry

Darren Sherry has been involved in the wind industry since 1998 as a wind farm project developer in Ireland with an excellent track record. He has extensive expertise in development, construction and operations of wind energy projects.

# Background:



**Galetech Energy Developments**

International Wind Farm  
Developer & Consultant



## Galetech Energy Developments

- Galetech Energy Developments Ltd is an Irish wind energy development company. It has a portfolio in Ireland of some 400 MW in development in Ireland, with additional development JV's in other markets.
- Galetech is also providing consultancy services in France, Sweden, Poland, Romania, Bulgaria, Kenya & South Africa directly.
- Galetechs principals bring experience and expertise in project development, business development and project implementation over a diverse range of technologies



## Galetech Energy Developments

● Galetech is also providing consultancy services in Ireland through its sister company IWCM - Clients in Ireland include:



GE  
Energy

BORD NA MÓNA 

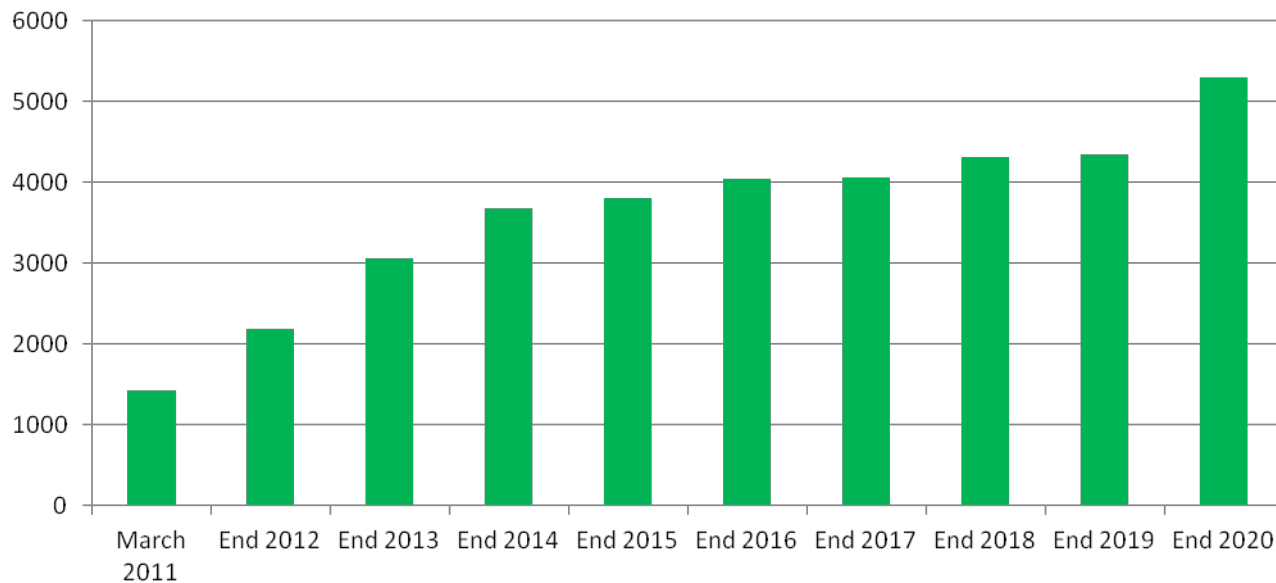


elementpower

# 2011 -2020 – Build Rate



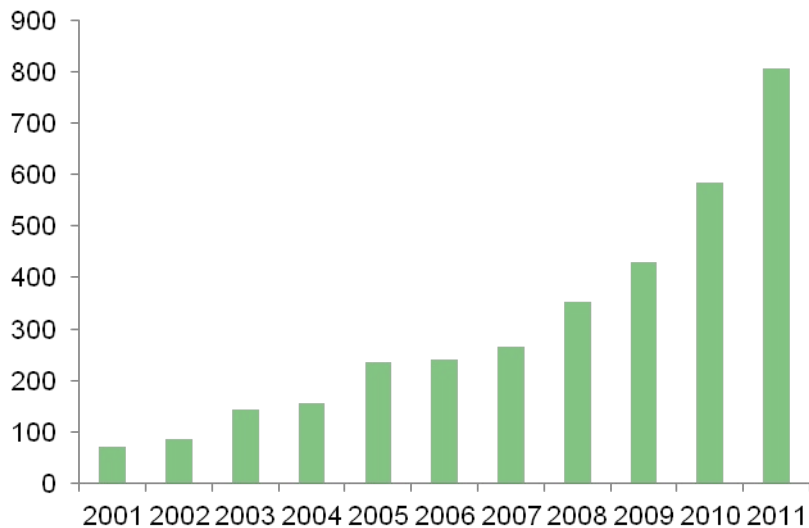
Ireland Projected Installed MW



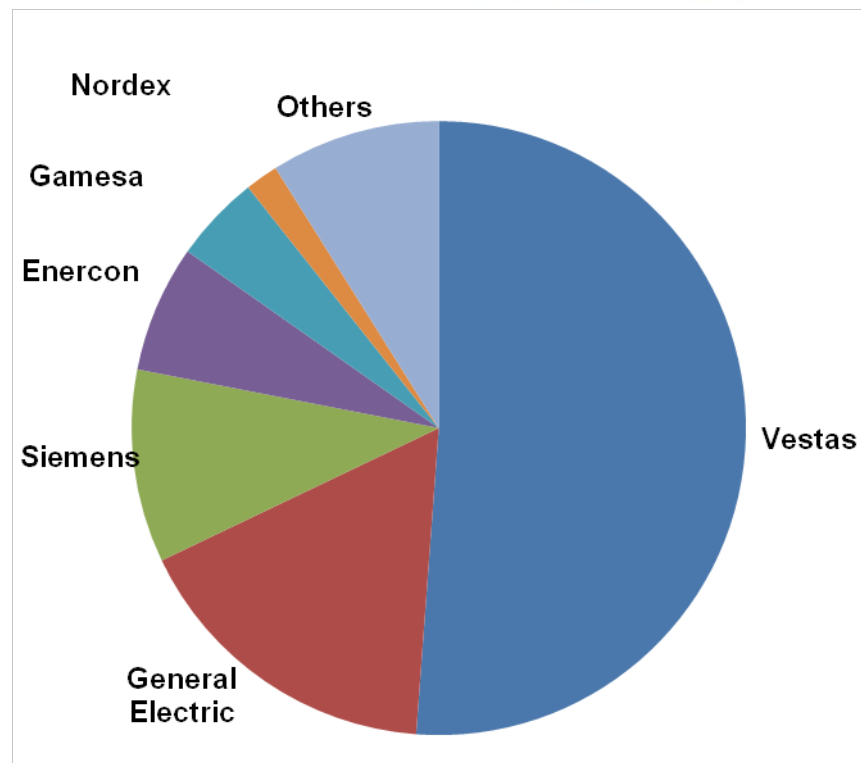
Increase of  
3875MW of Wind  
Power  
2011 - 2020

Investment of **€6.9bn** in Irish Wind Projects projected in the period 2011 – 2020

# Out of warranty - 2011

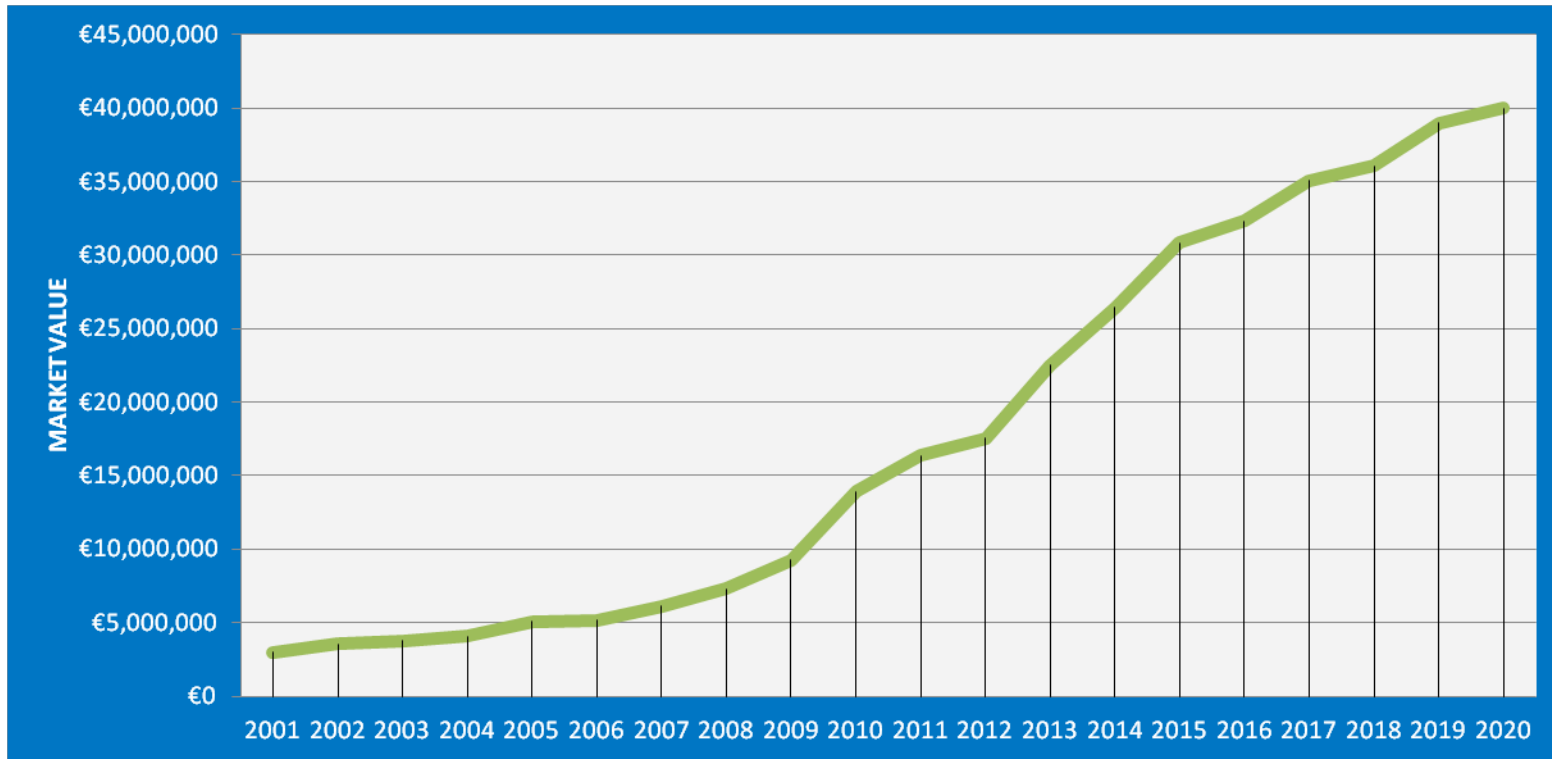


IRELAND: Total number of Turbines installed -  
With Expired OEM Warranty



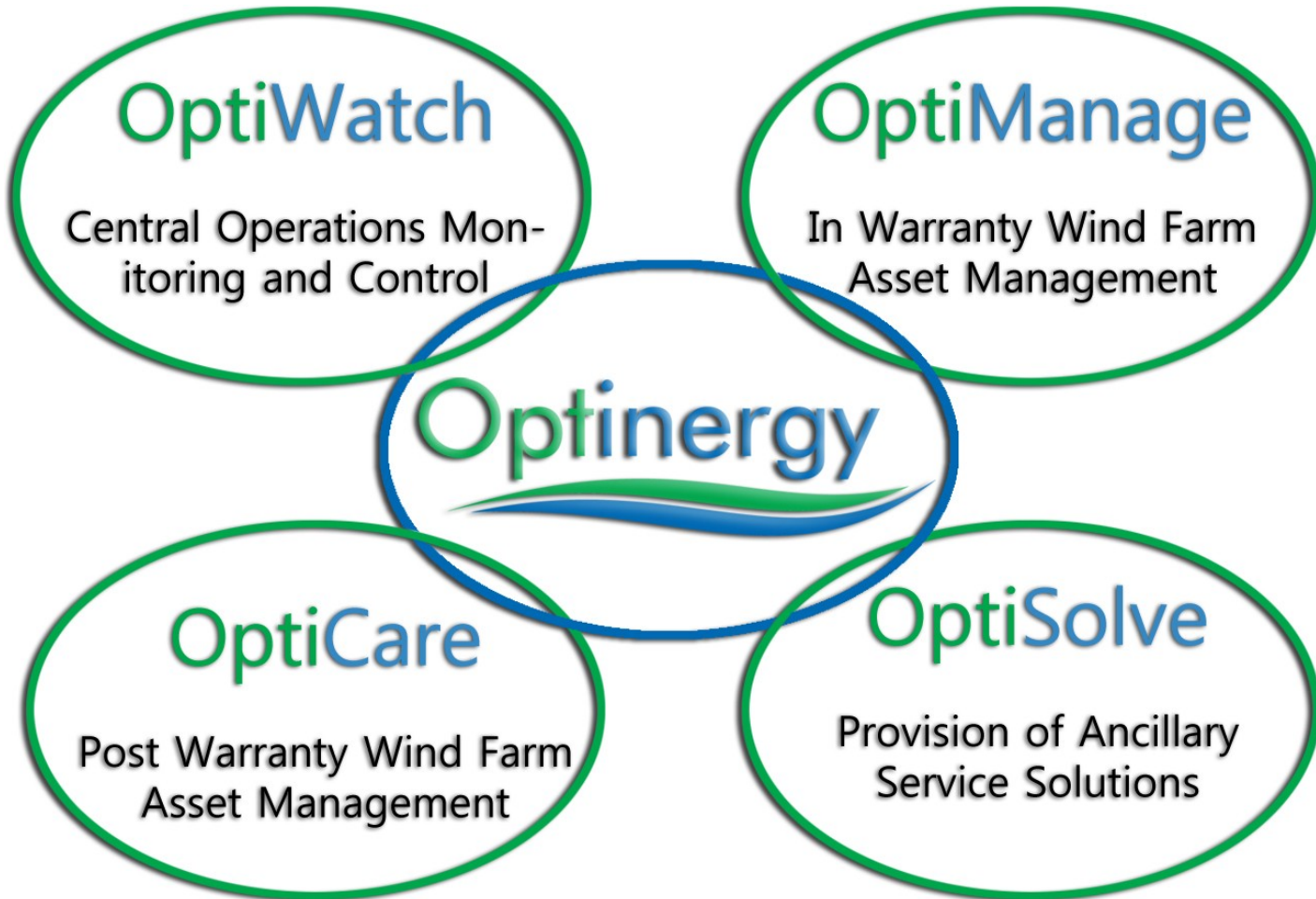
Irish Wind Turbine O&M market worth €16.5m in 2011

# 2012 -2020 – O & M



2020 Independent Irish Wind O & M Market valued at over €40m

# Our Services:



# Critical Success Factor



- Access to Wind Turbine Spares
- Expertise of Team
- Financial Strength
- Value proposition
- Export Strategy
- Maintenance Productivity System

# Current Contracts



- ✓ Operation, Scheduled & Unscheduled Maintenance GE1.5
- ✓ Scheduled and Unscheduled Maintenance V42s
- ✓ Operations, Scheduled & Unscheduled Maintenance V52s
- ✓ Scheduled and Unscheduled Maintenance V39s
- ✓ Insurance related testing Gamesa G52, V42s
- ✓ Troubleshooting Supporting multiple Vestas sites
- ✓ Various Pre-Warranty Completion Inspections
- ✓ Change-out of Major Components

# Other Work

- ✓ Spare Parts Provision
- ✓ Major Component Overhaul
- ✓ Site General Operations Support
- ✓ Staff have performed or managed O&M on sites with GE1.5, GE 3.6, V47, V52, V66, V80, V90, N80, Siemens 1.3 and 2.3
- ✓ Staff have participated in all aspects of field work, site assembly, commissioning, inspection, operations and maintenance
- ✓ Asset management /engineering /supply chain services available

# Spares Access

- ✓ Immediate availability:
  - ✓ Service consumables
  - ✓ Various electrical switches, fuses, brushes, capacitors
  - ✓ Controller Modules
  - ✓ Sensors
  
- ✓ 3 Major sources of Vestas & Siemens Spares
- ✓ 2 Major source of GE Spares
- ✓ 5+ Major components sources

# Safety Record

- ✓ Member of National Irish Safety Organisation
- ✓ Membership of Engineers Ireland
- ✓ Familiar with the use of AWP's
- ✓ Comprehensive Safety Statement in place
- ✓ No HSA notices ever received
- ✓ No accidents or lost days
- ✓ Incident reporting encouraged
- ✓ All field staff certified for Safepass, Work at Height, Fire Prevention, 1<sup>st</sup> aid, Slinger/signaler
- ✓ Perform the function of PSCS



## Planned milestones next 12 months

- Continue to build Track Record of Optinergy in Market
- Expand marketing effort to include extended customer base
- Work on procuring select Partnerships internationally



## Darren Sherry

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