

Grid connection solutions

SIEMENS


“One stop shop”

for Turnkey Wind Power Plants



We are facing major challenges ...

Growing demand for electricity



Dwindling resources



Climate change



... but we have the
right answers.

Siemens has answers – Four Sectors close to the customer

Energy

Divisions

- Fossil Power Generation
- Wind Power
- Hydro&Ocean
- Oil & Gas
- Energy Service
- Power Transmission



Healthcare

Divisions

- Imaging & Therapy Systems
- Clinical Products
- Diagnostics
- Customer Solutions



Industry

Divisions

- Industry Automation
- Drive Technologies
- Customer Services and Metals Technologies



Infrastructure & Cities

Divisions

- Rail Systems
- Mobility and Logistics
- Low and Medium Voltage
- Smart Grid
- Building Technologies
- OSRAM ¹⁾



1) In fiscal 2011, Siemens announced its intention to publicly list OSRAM and, as an anchor shareholder, to hold a minority stake in OSRAM AG over the long term

Siemens in Romania: at a glance

History

Founded: 1905

Siemens is present in Romania since more than 100 years, founded as „Societatea Romana de Electricitate Siemens Schuckert“ in 1905.

Locations

Locations: Bucharest, Cluj, Timișoara, Târgu Mureș, Ploiesti, Iași, Constanta, Oradea, Brasov, Galati, Craiova, Sibiu

Manufactures: Sibiu, Buzias

Software-Development: Bucharest, Brașov, Cluj

Present

	2012
Sales in Mil. €	330
Siemens companies	11
Production facilities	4

Siemens SRL: at a glance

Siemens S.R.L.

Leading and representing all Siemens activities in Romania.

698 employees

6 regional offices in the country.

Business activities

Sales, service and engineering in :
four sectors:

- Infrastructure & Cities
- Energy
- Industry
- Healthcare

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Siemens S.R.L. Headquarters

Siemens Energy Transmission

Global and local business

SIEMENS

We are the preferred supplier of products, systems and solutions for efficient grid connection projects.

We innovate for our customers by developing, producing and delivering valuable products, systems and solutions for power utilities and power-intensive industries.

Managing locally as general contractor on HV projects since 2005

References in all types of customers and voltage levels

Installed Base: >400 bays in >100 high voltage substations in RO



Siemens Wind Power Facts at a glance

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Siemens Wind Power facts

One of the world's leading suppliers of wind power solutions since 1980

Siemens acquired Danish wind turbine manufacturer Bonus Energy in 2004

Installed Base: > 12,300 turbines with 20,000 MW capacity¹⁾

Installed in 2012: > 3,000 MW

Installed in Romania: 275 MW

Top tier supplier, high reliability company and machines



INTEGRATING SOLUTION

Why does it make sense?

SIEMENS

- One Contractor
 - AAA rating
- Less interfaces, less risk
- More accountability, more responsibility
- One overall warranty
- Typical scope extended
- A functional power plant instead of components



c-BoP

Peace of mind

Typical Clients



e-BoP

Extensions of scope in turnkey projects compared to typical setup

- Project management Taking care of the project interfaces for you
- Studies: Dimensioning and power compensation, Reactive power capability, Dynamic study, Harmonics as per norm 51
- Cables Route design, size checking, supply, installation, testing
- Project warranty Versus individual warranties
- Civil works Roads, foundations, crane pads

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Customer benefit

Responsibility for power factor at PCC



AUTORITATEA NAȚIONALĂ DE REGLEMENTARE
ÎN DOMENIUL ENERGIEI

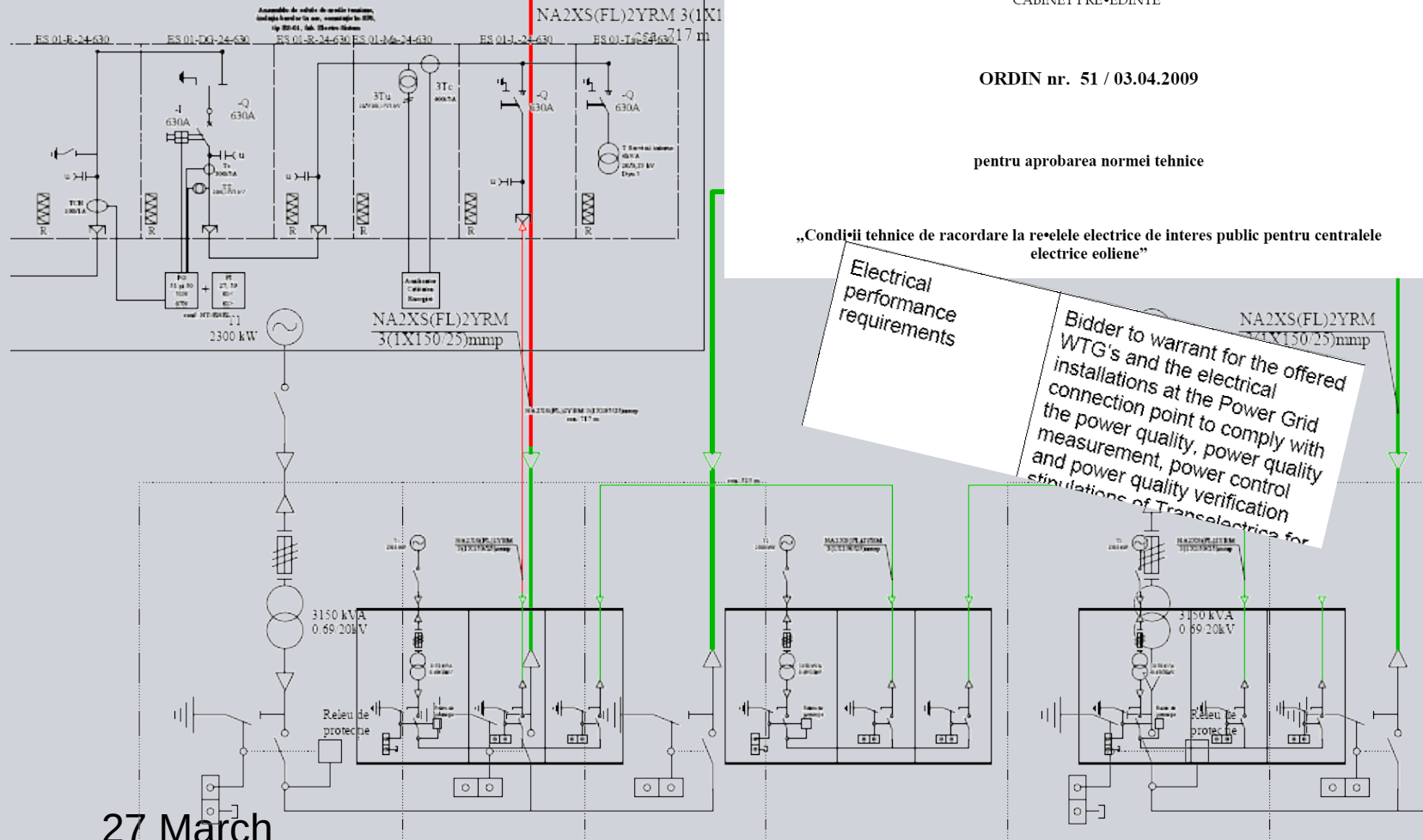


CABINET PRE-EDINTE

ORDIN nr. 51 / 03.04.2009

pentru aprobarea normei tehnice

„Condiții tehnice de racordare la rețelele electrice de interes public pentru centralele electrice eoliene”



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Because one answer is not enough!



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