



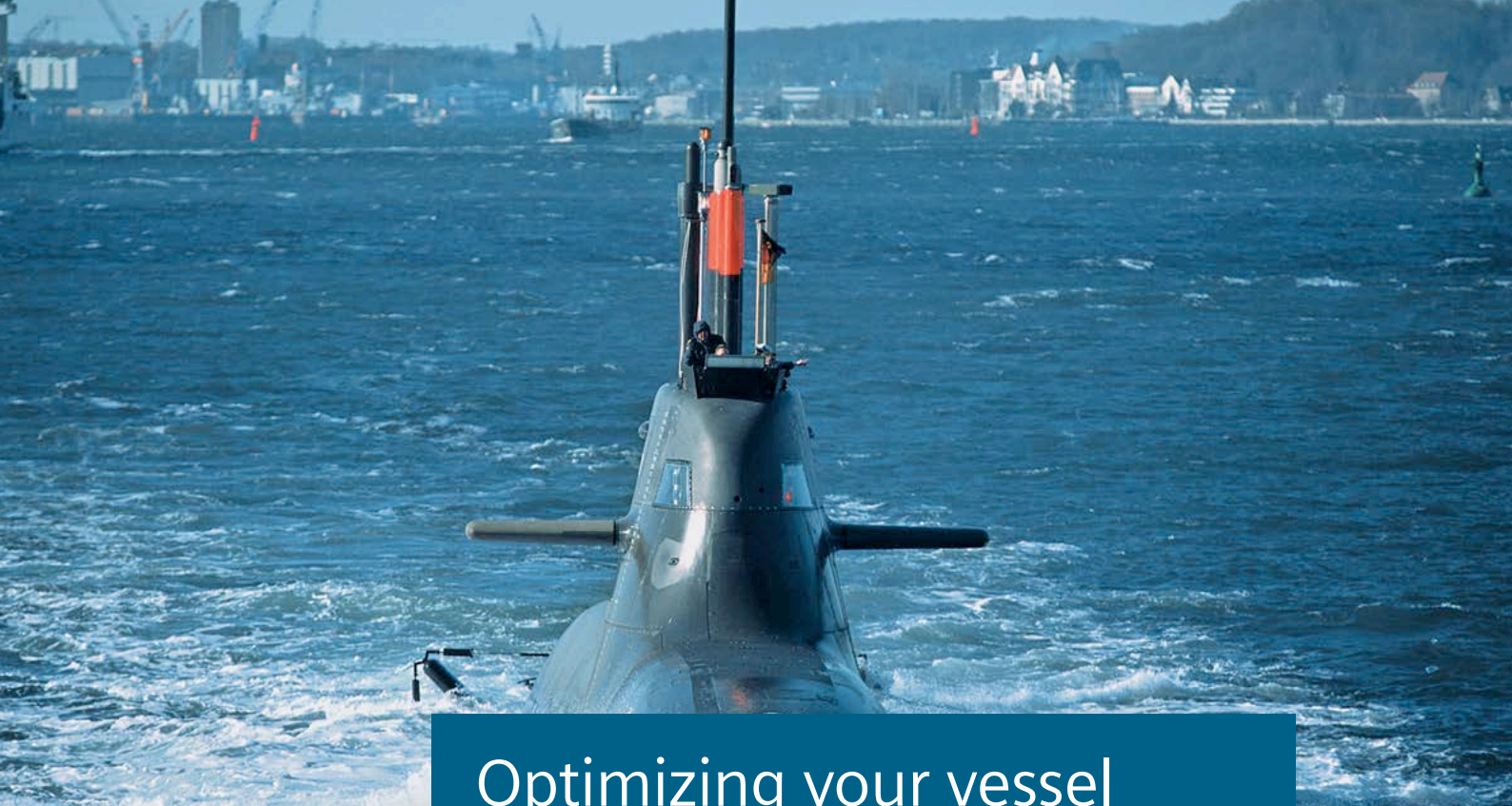
**SIEMENS**

*Ingenuity for life*

## SINAVY Life-Cycle Management

Supporting you through  
life's operational challenges

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# Optimizing your vessel operability for a lifetime



In today's marine industry, ship owners and operators face a wide range of daily challenges. Invariably, they all share the same goal – keeping their vessels operating safely and reliably. High-level operability is always uppermost on their minds. After all, only a working vessel generates revenues. That's what SINAVY Life-Cycle Management modules and services are all about – optimizing the operability of your vessel over the long term.

### Time losses always cost

The loss of even one day of vessel deployment due to a breakdown or failure can significantly impact your balance sheet. Incurred cost can vary, all depending on the size, type and function of the vessel. Frequently, there are also other, more difficult-to-quantify cost that need to be factored in: daily operating cost, unscheduled docking or even towing charges. This is not to mention the safety-related issues that a failure might raise.

### Engaging your challenges with you

Like ship owners and operators, Siemens is well aware of these challenges and addresses them with an extensive portfolio. Numerous vessels in operation today incorporate Siemens technologies – from integrated alarm monitoring and control systems to integrated power generation, distribution and electric propulsion systems.



## SINAVY Life-Cycle Management overview

### Standby service and maintenance support

Annually renewable service contract covers:

- 24/7 service and support hotline
- Fast, qualified assistance by on-call engineers
- On-site assistance upon request
- Routine service and maintenance visits

### Remote support

SINAVY EcoMAIN, our secure remote support services, provide real-time system monitoring and analysis – for faster failure detection, reduced downtime and minimized on-site visits. SINAVY EcoMAIN can provide data access for analysis regardless of the supplier of the original systems.

### Spares management

To secure essential spare parts availability, this offering includes:

- Critical spares identification and configuration support
- Obsolescence and legacy management
- Spares storage logistics

### Modernizations and upgrades

Along with the wide-ranging Siemens modernization and upgrade portfolio, our experienced engineers work closely with customers to determine and implement needed modernizations and upgrades.

### Keeping your crew up to speed

Although crew training is often viewed as an extra expense, it is money well spent. For one, employers are legally obligated to adequately train employees for the job. Familiarizing crew members with how to properly operate and maintain onboard systems is not only crucial for safeguarding their health and well-being. Professional trainings also positively impact the bottom line, as experience has shown. They help minimize the need for on-site service and maintenance visits, even prevent costly damage to critical equipment. Siemens offers various technical trainings to satisfy your needs.

### Upholding your operability around the globe

Marine vessels are essentially moving platforms that can be located anywhere around the world at any given time. They must be able to fully rely on the operability of their onboard equipment and systems – over the complete lifetime of the vessel. That's precisely what SINAVY Life-Cycle Management is designed to do. With these services and its network of support experts, Siemens successfully supports customers and their vessels around the globe. In some cases, already for more than 30 years.

### The SINAVY Life-Cycle Management approach

Drawing on its extensive experience, Siemens developed a structured, long-term service approach for supporting ship owners and operators around the world: SINAVY Life-Cycle Management. Designed as a proactive partnership, Life-Cycle Management comprises individually tailored service contracts that cover all key elements of through-life support:

- 24/7 standby service and maintenance
- Remote support
- Comprehensive spares and proactive obsolescence management
- Planned modernizations, retrofits and upgrades
- Professional trainings for crews



Siemens modernized the integrated platform management system (IPMS) and retrofitted a battle damage control system (BDCS) as well as an integrated bridge system (IBS) to the two New Zealand frigates out of the in total 10 MEKO-200 ANZAC frigates.

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