

# Consultancy



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# Introduction

In today's corporate landscape, applications related to electrical systems, automation, and maintenance are challenging. While companies may not need to be experts in all these domains, finding a partner who can translate technical complexities into clear and practical solutions is crucial.

Alewijnse, with a mature Research & Development department and extensive technological expertise, offers tailored design and consultancy solutions. Their independence allows them to access top-tier components from leading global manufacturers, making them an ideal collaborator for ship owners, shipyards, and design firms striving for excellence in electrical and automation design.

Alewijnse's approach prioritises a proactive exploration of customer requirements regarding functionality, usability, and performance. They initiate the design process only after thoroughly understanding these needs, working closely with owners' representatives, naval architects, and yard engineers.

Their collaborative approach spans from conceptual design to post-sales support, utilizing modern software tools for technical studies, simulations, and calculations aligned with industry standards and client needs. When you partner with Alewijnse, you gain the expertise and resources necessary for the successful execution of electrification and automation projects.



# Alewijnse consultancy: Enhancing technical solutions

**Alewijnse offers brand independent technical solutions rooted in decades of experience and cutting-edge data analysis tools. Our consultancy services are developed with a strong commercial focus on sustainable technology, with a particular emphasis on power conversion and hybrid solutions. Our key objectives at Alewijnse Consultancy encompass:**

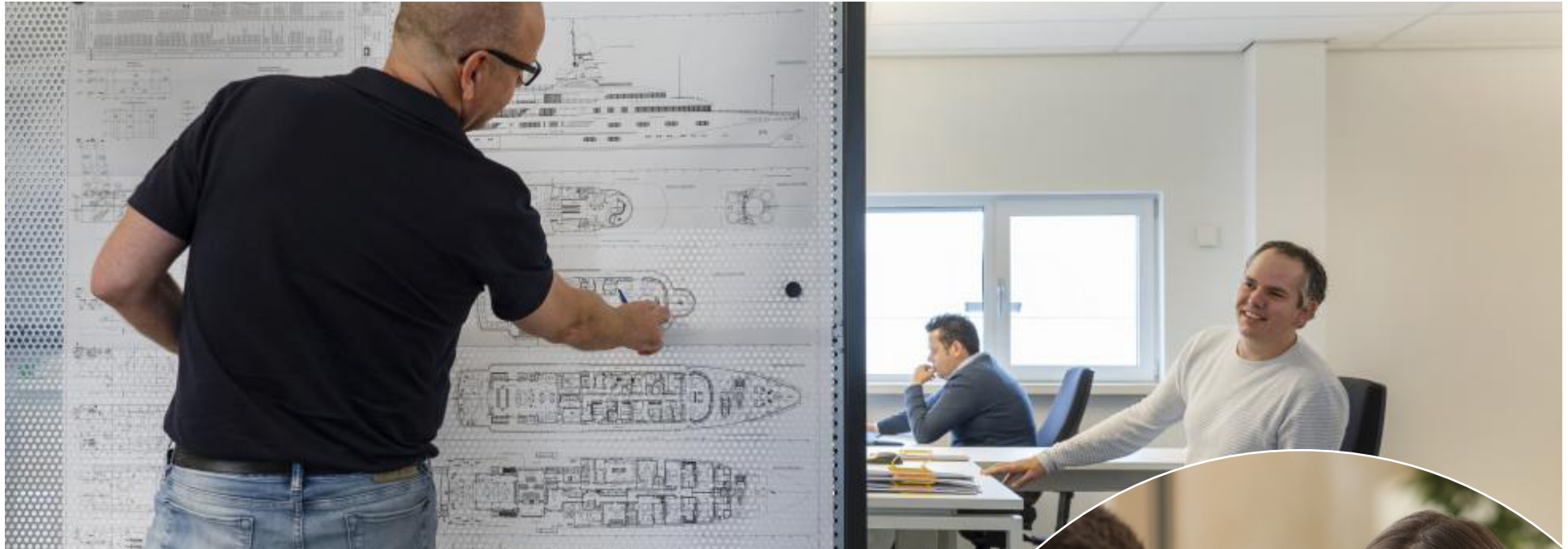
## **1. Early Involvement**

Ship design necessitates a multidisciplinary approach. To optimize System Architecture and Requirements Allocation Design (SARAD), early engagement in ship design is essential. Alewijnse design and consultancy with its mature R&D department is a strong partner for end clients, shipyards and design companies pursuing superior electrical and automation design. Early involvement in concurrent design embraces a multidisciplinary work methodology, leading to shorter lead times and more effective design outcomes.

## **2. Total Cost of Ownership (TCO) Analyses**

Understanding the total cost of ownership is critical when making decisions about technical investments. Alewijnse offers a broad range of cost analyses in our solutions, resulting in an optimum proposition optimizing CAPEX and OPEX by iterating model simulation. This helps clients to see beyond initial expenditures and consider long-term operational and maintenance costs. Our TCO assessments for electrical solutions take into account combustion fuel costs and maintenance costs, derived from our electrical designs.





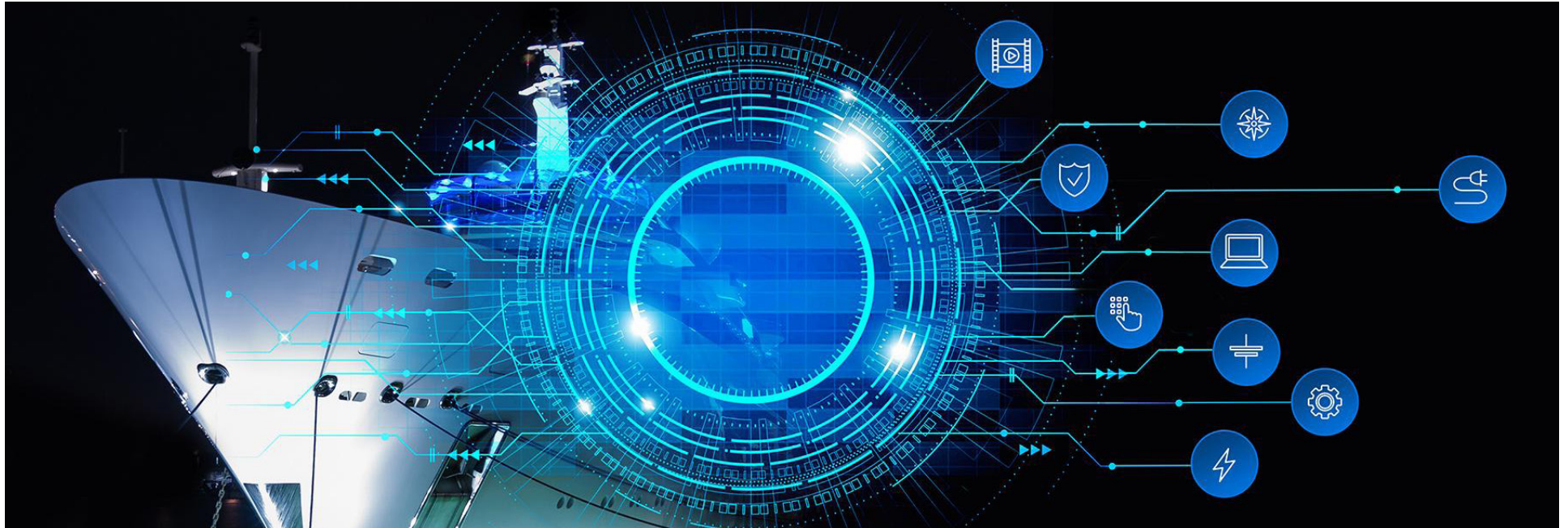
### 3. Data Analysis-Based Modeling

Alewijnse utilizes mathematical models to analyse trend reports, such as power management data and fuel consumption data in relation to operational profiles. This approach allows us to propose tailored technical solutions and provide return on investment (ROI) analyses and revenue projections. We collaborate with software tools like ETAP and MATLAB to ensure in-depth analyses in various domains of expertise.

### 4. Maintenance Analyses

Our consultancy services include maintenance cost analyses embedded in modeling and simulations. We identify opportunities to optimize maintenance strategies, for example, by reducing start-stop events on gensets through peak shaving battery banks or enhancing spinning reserve applications on DP2 vessels. Our technical solutions always incorporate maintenance effect prognoses based on manufacturing maintenance data.





### 5. Improvement in Overall Equipment Effectiveness (OEE)

Alewijnse's brand independent manufacturing modeling aims to maximize OEE in today's market. Our technical choices prioritize technology-driven solutions tailored to customer needs.

Alewijnse is confident in our ability to significantly enhance your OEE with our solutions, ultimately improving your vessel's performance. We believe our expertise and tools are an integral part of our engineering process, rendering additional consultancy costs unnecessary. Alewijnse Consultancy bridges the gap between basic design and commercial viability.

*“We are dedicated to enhancing your revenue through our solutions, and we have confidence in our capability to achieve this.”*



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Our goal is to co-create value with and for our customers and partners. We aim to develop and improve electrification and automation solutions which are innovative, sustainable and of the highest quality. We focus on making a valuable contribution to successful projects in the maritime and industrial sectors.

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