

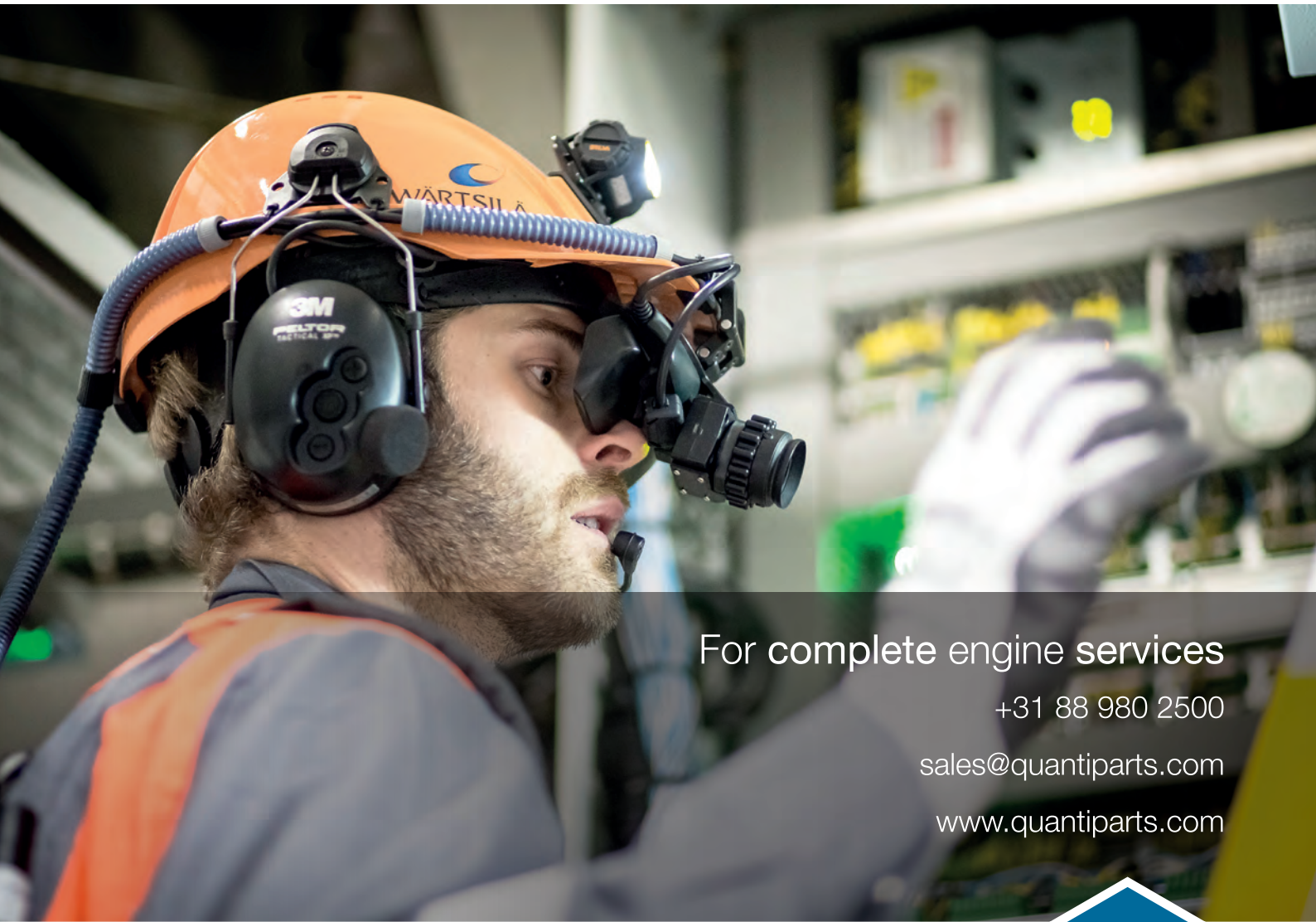
ORIGINAL SPARES AND SERVICE CAPABILITIES FOR YOUR DEUTZ/MWM ENGINE



QuantiParts offers you OEM parts for classic Wärtsilä engine brands

“NOTHING BEATS THE ORIGINAL”

Owners and operators are increasingly looking beyond the initial outlay of their installation and are searching for longer-lasting, safer and more reliable performance, compliance with environmental legislation, as well as lifecycle cost efficiency. Only high-quality spare parts from an Original Equipment Manufacturer (OEM) can ensure that these needs are met.



For complete engine services

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OEM

Your engine is the product of thousands and thousands of hours of engineering, designing and testing. When teams of engineers design and produce a new engine, all the individual parts of the final product work together with precision, having been designed specifically for that purpose, with the fit, quality and manufacturer's guarantee behind it.

QuantiParts (a Wärtsilä company), is the owner of intellectual property rights related to the design and all technical drawings for larger medium and high speed Deutz-MWM engines as a result of the acquisition of the Service and IP rights by Wärtsilä corporation from Deutz AG back in 2005.

Despite all free market claims on OEM, original and genuine, as the owner of all technical data we can truly support your operations and service your engine with a lot more knowledge and experience than any other 3rd party.

GLOBAL SUPPORT

Superyachts are floating personal 5-star resorts. Our technicians are specially trained to fulfill the demands of this environment. Around-the-clock attendance and service is available globally, organized through Wärtsilä's worldwide network of service pools and maintenance facilities. This capability provides technical support at short notice, on-site or via remote connection.

Onboard service is executed by approx. 40 highly specialized experts/engineers with different competencies available worldwide. Operating from various locations in the world you are never far from one of our experienced Deutz experts when you need one.





EXPERT SERVICES HELP OPTIMISE OPERATIONS

The knowledge and expertise of the original equipment manufacturer is of utmost importance when looking for ways to optimise operations. Knowing which parts to use and how the installation has been modified over time is essential. We, as original equipment manufacturer can ensure compliance with regulations and the compatibility of parts with current product specifications and future upgrades, as well as provide services such as efficient troubleshooting, technical assistance, performance analysis, root cause analysis and component traceability in breakdown cases.

IN FOCUS

QuantiParts, as parts supplier, has its local representation in the form of a global network of hands on Deutz knowledge centers. A good example is Wärtsilä Deutschland GmbH that has a long history and enormous experience as an Original Equipment Manufacturer (OEM) supplier of parts, components and field service for Deutz Marine engines.

This is due to the acquisition of the Deutz Marine business and its experts in Germany.

Several experts proudly look back at up to 40 years of Deutz engine experience.

Workshop Service

With a workshop area of 4,000 m², Wärtsilä Germany offers an extensive range of high quality services.

Deutz 4-stroke services includes:

- Retrofits
- Maintenance
- Major overhauls
- Monitoring and control services
- Mechanical and structural repairs
- Installation adaption
- Performance evaluation

In Hamburg, the Technical Support and Spare Part Sales Team are at your disposal, as your local contact for your requirements.

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The lifecycle benefits achieved by sourcing spare parts from the original equipment manufacturer.

- **SAFETY** – Original equipment manufacturer parts ensure the safe and predictable performance of critical systems.
- **RELIABILITY** – Original equipment manufacturer parts are always of the latest revision, and built to tight tolerances and high standards to offer reliable performance.
- **AVAILABILITY** – Ensured availability of spare parts as well as easier identification and purchasing of the correct parts can mean considerable savings in time and money.
- **COST EFFICIENCY IN THE LONG RUN** – A cost-efficient spare parts agreement with the original engine manufacturer can offer considerable savings in fuel costs and overall lifecycle costs of the equipment.

SAFETY AND EMISSION COMPLIANCE

Original spare parts have passed through extensive laboratory and field tests in order to ensure that they comply with the required specifications, and are in accordance with emission regulations and legislation (EIAPP).

SAFETY IS A SUM OF MANY FACTORS

Even if only the best original components are used, unexpected failures can occur. These could pose a severe risk to the operation of a vessel – it could lose its maneuverability in a critical situation. It is therefore essential to have the necessary safety systems, including fire and gas detection and fire suppression as well as emergency shutdown solutions in place. Ultimately, it is the knowledge and skills of the crew that are the keys to correct decisions and form the basis for safe operations. Ensuring that the people taking care of operations are skilled and trained for safe operations according to regulatory requirements should be a priority.

Original QuantiParts spare parts meet strict demands

- Several quality certificates such as ISO and Bureau Veritas.
- Quality certificates are provided on demand. For parts with classification, the quality certificate is provided automatically.
- Quality management systems regularly audited by internal and external auditors.
- Components influencing NOx emissions qualified for Engine International Air Pollution Prevention (EIAPP).
- Class approval for the marine and naval business

RELIABILITY

Often all it takes for a major breakdown or a malfunction to happen, is the failure of a single part.

The risk for such breakdowns grows if non-original parts, or parts that are not of the latest revision, are used.

A LONGER LIFECYCLE WITH THE LATEST TECHNOLOGY

An installation should continue to deliver optimum performance throughout its entire lifecycle, running without problems day in and day out. That's why new and old installations should all be managed using parts that are of the latest applicable standards and specifications.

AVAILABILITY

Acquiring spare parts for complex installations can be a time consuming and frustrating task, as correct parts for different equipment need to be identified and delivery schedules coordinated in order to prevent downtime and unnecessary delays during maintenance breaks.

Good planning is essential for both the spare parts supplier and the customer. Coping with unexpected situations sets extra demands on the spare parts supplier's logistics process, but even with planned maintenance, the spare parts have to be promptly delivered to the right location, be it a big harbor or small marina.

We as original equipment manufacturer can offer one stop shopping for spare parts whenever they are needed, and provide reliable deliveries wherever needed. This considerably enhances routine maintenance processes and also eases coping with unexpected situations that require fast responses.



COST EFFICIENCY IN THE LONG RUN

All in all, spare part costs account for a relatively small part of the total operational expenditure of an installation.

In the marine sector, for example, the average share of spare parts is approximately 3-6%. However, from a lifecycle cost perspective, the use of original parts offers value far beyond the spare part costs.

The shorter service life and possible unreliability of non-original spare parts may lead to high repair costs over the installation's lifecycle, far exceeding the cost of spare parts. Due to possible revenue losses, the extra interruptions to operations quickly become extremely expensive. Also, using inferior spare parts instead of original parts may result in higher lube oil or fuel oil consumption, leading to a dramatic increase in total operating costs.





QuantiParts for Deutz parts and technical expertise

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