



Building the Wind Turbine Supply Chain Workshop 2009

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Acciona Windpower

How to Meet Energy Manufacturing
Requirements Panel Session
July 14, 2009, 2:00 PM

Supplier Approval Process

Perry J. Wozney
Director, Strategic Procurement



Pioneers In Development And Sustainability

Acciona Windpower North America, LLC.

- AWP's North American Business Unit created April 2007

- Nacelle Assembly Factory
- Supply Chain Management
 - Supplier Development
 - Procurement
 - Planning/Scheduling
 - Logistics
- WTG Erection and Commissioning
- Post-Sale Support
 - Operations and Maintenance
 - Warranty
 - Parts
- Business Development



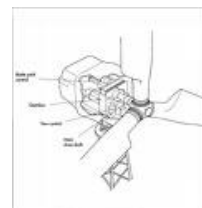
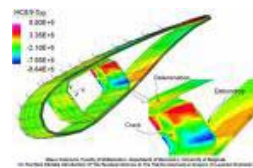
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Supplier Approval Process



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Technical Design or Co-Design



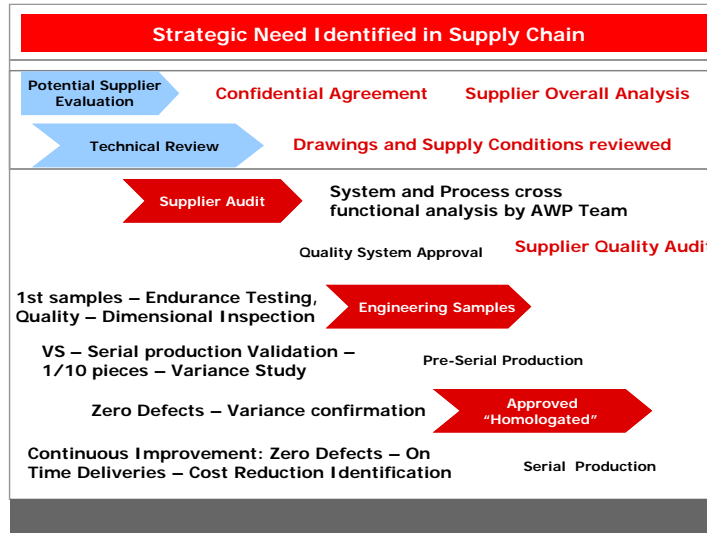
Engineering Drives Requirements- Power Curve, FEA, load transfer, etc.



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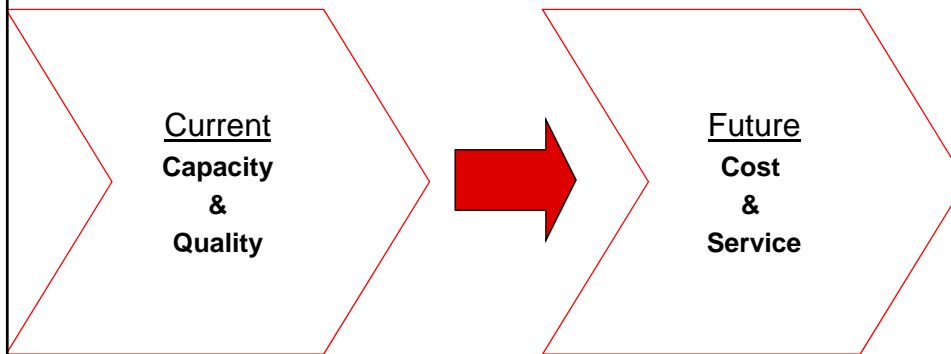
Supplier Approval Process – “Homologation”

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Supplier Evolution



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Supply Chain Flexibility

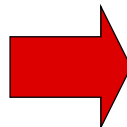
- **Volumes - Capacity**
- **Mix – Model Changes**
- **Location – Management of Logistic Costs**
- **Agreements – Duration, Penalties**
- **Supply Chain Management**
 - Inventory (seasonal issues of North America)
 - Lead Time (manage supply inputs)
 - Buffer Stock management
 - Scheduling adaptability to demand



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Supply Chain Evolution

Current
**Relationships
Strained
Due to
Growth
& Economy**



Future
**Relationships
Manage the
“Win – Win”
Growth in
Wind Power**



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Thank You

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