

Examples of Past LTSA Projects:

IEM Energy Consultants has been involved with long term type service agreements with most gas turbine OEMs, and we have performed various roles from lead negotiator, to technical advisor, to financial advisor, to contract drafter. We have been very successful over the years, and have saved our clients millions of dollars over the life of these contracts. A sampling of our projects is shown below:

- *One MHI501F – combined cycle – Caribbean*
- *Two GE 7FA.05 – combined cycle – US*
- *Two GE 7FA.04 – combined cycle – US*
- *Two MHI701F – combined cycle – Argentina*
- *Four Siemens 8000H – combined cycle – Middle East*
- *Two Siemens 8000H – combined cycle – Middle East*
- *Two Siemens V94 – combined cycle – Argentina*
- *One Siemens V94 – combined cycle - UK*
- *Evaluation of Siemens LTP in light of multiple unit failures in support of pending litigation*
- *Three 501F, two simple cycle, one combined cycle – US*
- *Two Siemens 501FC – combined cycle - Central America*
- *Two Siemens 501F – combined cycle – Caribbean*
- *Two MHI 501GAC – Canada*
- *Eight GE LM6000 – US*
- *One Siemens 501F – simple cycle – Peru*
- *One GE 9FA – combined cycle – Italy*
- *One Siemens V94.3 - combined cycle - Europe*
- *Four GE LM6000 – Canada*
- *Two MHI 501GAC – combined cycle – US*
- *One GE 6F.03 – combined cycle – MX*
- *Three GE 9FA – Nigeria*
- *Two MHI 501GAC – combined cycle – US*
- *Two Siemens 501F – combined cycle – MX*
- *One Siemens D5A – combined cycle – Caribbean*
- *One MHI 501F – combined cycle – Caribbean*
- *Two Siemens 8000H - combined cycle – Middle East*
- *Eight Siemens 8000H – combined cycle – undisclosed international location*
- *Two Siemens V94.3A – combined cycle – Argentina*
- *Two MHI 701F – combined cycle – Argentina*
- *Two GE 7FA.04 – combined cycle – US*
- *Four GE LM2500+ - simple cycle – US*
- *One Siemens V84.3A2 – combined cycle - US*
- *One Siemens 501F, three V84.3A2 and one 501D5A – all simple cycle – US*
- *Two Siemens 501F – operating in combined cycle – US*
- *Two Siemens 501F – combined cycle, developed RFP – Mexico*
- *Two Siemens 501F – combined cycle – Canada*
- *Four GE 7EA and one 6FA – simple cycle – Mexico*
- *Two Siemens 501F – combined cycle – US (non-OEM)*

IEM LTSA Experience

- *One GE 7FA and GE steam turbine – combined cycle – Canada*
- *Two GE 7FA – combined cycle – US*
- *Two Siemens 501F and one steam turbine –combined cycle – US*
- *One MHI 501G – combined cycle – US*
- *Two GE 7FA and one D11 steam turbine – combined cycle – US*
- *Sixteen steam turbines, competitive bidding process – thermal plants - US*
- *Twenty-four GE 7FA – combined cycle – various sites - US*
- *Four GE LM6000 – combined cycle – Canada*
- *One GE 7EA – combined cycle Canada*
- *Four GE 7FA – combined cycle – US*
- *Two Siemens 501F – combined cycle – US*
- *Two GE 7FA, one Toshiba steam turbine – combined cycle – US*
- *Sixteen GE 7FA, six steam turbines at six different sites - combined cycle – US*

Customers:

Over the past decade, we have served clients worldwide, representing investor owned utilities, municipal power authorities and Independent Power Producers. References are available upon request.

Presentations:

As a recognized expert in the area of LTSA type agreements, we are often invited to present at industry conferences worldwide. Following is just a sampling of some of our typical presentations:

- *“Questions to Ask Before Renegotiating your LTSA”, Gas Turbine O&M Expo, London, UK - 2007*
- *Panelist - Electric Power 2007 Conference, Baltimore, US - 2007*
- *Panelist - GE 7FA User’s Group Annual Conference, Atlanta, US - 2005*
- *Panelist - International PowerGen, Las Vegas, US - 2005*
- *“Successful LTSA’s”, Electric Power, Baltimore, US – 2003*
- *“LTSA” International Gas Turbine Institute, US - 2003*
- *“LTSA’s” - Combustion Turbine Operations Task Force, CTOTF, Savannah, US - 2003*
- *“LTSA’s” - Gas Turbine O&M Council, US - 20002*

Not only have we been recognized as experts by Owners, gas turbine manufacturers have also recognized our expertise.

- *Mitsubishi Heavy Industries, Orlando, US – 2001: We conducted a full day training session for MHI senior executives responsible for overseeing the LTSA organization.*
- *Alstom, Baden Switzerland – 2009: Conducted in house training program for Alstom international sales organization to help them understand what customers are looking for in an LTSA type agreement.*

Publications:

Following is just a sampling of some of our publications:

- *“Mitigation of Technical and Market Risks in Combustion Turbine-Based Projects: Long-Term Maintenance Contracts, Insurance, Electricity and Natural Gas Contracts”, EPRI, - November 2001*

- *“Long-Term Service Agreements: Understanding ‘fine print’ can mean the difference between between financial success, failure” – Combined Cycle Journal 2003*