

# Consolidated expertise

For the past 3 years, ALL NRG has combined the strengths of several leading Danish energy service providers, to create a solid base for further development. PES went to find out how this has been achieved and why there is optimism in the air.





Collecting industry know-how from its individual business segments, such as high voltage, mechanical wind, and inspection and advisory services has given ALL NRG the strength to develop their business in the right direction to respond to the latest market conditions.

Until recently, the market consisted of smaller service providers offering fragmented solutions to manufacturers and developers in the wind-power industry. Now companies are gathering their forces as the market demands a turn towards large tender processes and full scope projects. In addition, the increasing demands for higher Health, Safety, Environment, and Quality (HSEQ) levels has made it difficult for smaller companies to compete.

#### First mover

Even though the ALL NRG name is still fairly new to the industry, the companies behind it are far from newcomers to the business. The integrated ALL NRG has a list of references with which it is hard to compete. Having worked on more than 90% of the world's installed offshore wind turbines, the numbers speak for themselves.

Being one of the first movers in consolidation, ALL NRG has now acquired the efficiency, volume, and portfolio to set the pace for their further growth. Their future expansion will largely come from developing new business areas and technical concepts. The volume that ALL NRG has today will make it much easier, going forward, to support their customers with the solutions that they need.

#### Engineering solutions

One of the newer areas of business for ALL NRG is engineering. Already, their high voltage and mechanical engineering departments are fully engaged in developing solutions for original equipment manufacturers (OEMs) and utilities across the entire sector. Combining the internal hands-on experience, from hundreds of technicians working in the turbines every day, with the deep knowledge of engineers and specialists who have extensive insights into those turbines gives ALL NRG the competitive edge over other solution providers in the industry. ALL NRG's technicians, who know the exact causes of their daily challenges, have easy internal

company input access, allowing them to take a more holistic approach to coming up with the right, easy-to-apply solutions. They can then execute projects much more smoothly and with less down time in the implementation phase.

#### On site PPE service

Another new business area that has emerged from the creation of ALL NRG is that of PPE (Personal Protective Equipment). From being an internal expense related to manpower hire out, it has become a business segment on the rise. Today leading industry companies buy from and have their PPE serviced and maintained by ALL NRG.

The latest extension of this segment is the PPE Service car, which enables them to support customers on site. Previously, for proper servicing, PPE often had to be shipped to a service centre far from the worksite. Now ALL NRG can go directly to the customers at their own site. This new concept helps customers reduce time and costs related to PPE Service and has been very well-received.



**Inspection enters a new phase**

When it comes to its inspection services, ALL NRG also see increased opportunities for being a larger player. New technologies required to maintain a leading market position are becoming increasingly expensive and an expanded market has opened up new, previously unseen, business opportunities. Drones are now taking over a large part of the job of externally inspecting turbines. It will be interesting to follow the evolution of the demand for new, alternative ways of processing and storing images and collected findings. ALL NRG is also exploring exciting new options that could affect prices in the coming years.

**Experience matters**

Even though new business areas and concepts are always on the drawing board and being developed, the backbone of the company is still high voltage and mechanical technician hire-out.

Large pre-assembly sites in Denmark have for years worked as bases for projects not only in Denmark, but also in Germany, Holland and the UK. Hundreds of ALL NRG technicians have, over the years, supported large manufacturers in the pre-assembly and load-out of offshore turbines. Some of this work is now moving to other locations in the UK and Germany and ALL NRG is following its customers to these new pre-assembly sites. The extensive experience and know-how that they have built-up over the years is and still will be in the future, very critical for pre-assembly sites, where time is of the utmost importance.

With an increasing industry demand for lowering the overall price of offshore wind, accomplishing pre-assembly in a timely

fashion is also a very important factor. Future projects cannot afford the learning curves that earlier offshore projects had in the past. They need to run smoothly from day one, and this can only be done with experienced foremen and the back-office project managers to support them. ALL NRG combines this setup with skilled local technicians to create the optimal combination for securing pre-assembly deadlines.

**Price reduction using expertise**

Working closely with world-leading turbine manufacturers and being based in a country that has played a major role in the

development of offshore wind power has given ALL NRG the expertise to develop the company.

This knowledge will become even more important in a future market very fixated on lowering prices. As in many other parts of life, the lowest price is not necessarily the ultimately cheapest solution, especially in an industry where keeping to schedules and deadlines, as well as maintaining safety and quality, are key factors. Only industry knowledge and expertise can lower your overall costs in the long run.

[www.allnrg.com](http://www.allnrg.com)

**About ALL NRG A/S:**

ALL NRG A/S has been created over the last years by the acquisition of several prominent Danish energy-related companies. With an exceptional track-record of successful international projects, ALL NRG has worked on more than 90% of the world's installed offshore wind turbines.

ALL NRG holds a leading global position as a full-scope provider delivering highly qualified solutions to the onshore and offshore energy sector. For more than 20 years the company has been the Preferred Partner to the world's leading OEM's, owners and operators.

**Services:**

Engineering and Development  
 Project Management and Consulting  
 Resources and Solutions  
 Installation and Commissioning  
 Operation Support

Maintenance and Service  
 Inspection and Advisory  
 Upgrades and Life-time extension  
 Customer specific Turn-key solutions

**Offices:**

Denmark: Aarhus, Skive, Grenaa, Esbjerg and Fredericia  
 UK: Grimsby  
 Germany: Hamburg  
 Norway: Bergen  
 Poland: Bydgoszcz  
 Spain: Morella

Employees: +600

Owner: Private equity fund Via Equity.

CEO: Hans Schneider

**Contact information:**

ALL NRG A/S

Tel.: +45 7010 1022

Mail: [contact@allnrg.com](mailto:contact@allnrg.com)