



From left to right: Frode Kaland, VP Procurement, Kongsberg Maritime, and Roar Søvik, Director Marketing / Head of Process Industries and Drives Division, Siemens

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## Kongsberg Maritime: Variable Frequency Drives in Focus for new KONGSBERG and Siemens Partnership Agreement

- *Meeting global demand for energy management applications with a technology edge*
- *Partnership strengthens Kongsberg Maritime's 'Energy Solutions' and 'Integrated' vessel concept strategies*

**SMM 2016, Hamburg, 8 September 2016, Hall B6 Stand 104** – Kongsberg Maritime and Siemens have signed a partnership agreement based on delivery of components on Variable Frequency Drives systems for offshore and maritime vessels.

Siemens has been chosen as a partner for Kongsberg Maritime due to the synergies between both companies in terms of their complementary world class product and technology portfolios. The partnership strengthens Kongsberg Maritime's 'Energy Solutions' and 'Integrated' vessel concept strategies, which meet global demand for energy management applications with a technology edge.

Products that include Variable Frequency Drives are key to Kongsberg Maritime's expanding portfolio, making this partnership vital for provision of integrated life cycle management and solutions. Siemens and Kongsberg Maritime have already worked together in this field and the new partnership agreement enhances their existing global co-operation. The agreement will strengthen the partner value between Siemens and Kongsberg Maritime, enabling them to develop a larger footprint in the marine markets.

The partnership with Siemens helps Kongsberg Maritime to provide a wider scope of supply to its owner and yard customers through development of 'K-Power' products for Variable Frequency Drives. As part of the proposed partnership, Kongsberg Maritime shall use its own design for Variable Frequency Drives and Siemens components as part of the total energy solution.

*"Kongsberg Maritime is very committed to its position and the relationship it shares with owners and yards, and we consider Siemens as a strong strategic partner that will play an important role as a part of our growth strategies. We are taking a new step by expanding our delivery scope within EIT and the proposed partnership will complement and strengthen each other's position,"* said Stene Førsund, EVP Global Sales & Marketing, Kongsberg Maritime.

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## **About Kongsberg Maritime**

Kongsberg Maritime is a global marine technology company providing innovative and reliable technology solutions for all marine industry sectors including merchant, offshore, subsea and naval. Headquartered in Kongsberg, Norway, the company has manufacturing, sales and service facilities in 20 countries.

Kongsberg Maritime developed systems for vessels cover all aspects of marine automation, safety, manoeuvring, navigation, and dynamic positioning. Subsea solutions include single and multibeam echo sounders, sonars, AUV/Underwater Robotics, underwater navigation, communication and camera systems.

Marine and offshore training simulators, LNG solutions, information management, position reference systems and technology for seismic and drilling operations are also part of the company's diverse technology portfolio.

In parallel with its extensive technology portfolio, Kongsberg Maritime provides services within EIT (Electro, Instrument & Telecom) engineering and system integration, on an EPC (Engineering, Procurement & Construction)

basis.

Kongsberg Maritime delivers solutions that cover all aspects of technology underwater and on the water, aboard new build and retrofit vessels, and on offshore platforms and rigs, often under a single supplier strategy called The Full Picture.

Kongsberg Maritime is part of Kongsberg Gruppen (KONGSBERG), an international, knowledge-based group that celebrated 200 years in business during 2014. KONGSBERG supplies high-technology systems and solutions to customers in the oil and gas industry, the merchant marine, and the defence and aerospace industries.

*[www.km.kongsberg.com](http://www.km.kongsberg.com)*