



Siemens AG

Power Transmission, Distribution and Conversion

INP areas of activity

- Planning, parameterization and commissioning of protection settings of all kinds
- Commissioning of switch gears from 0.4kV to 440kV
- Commissioning management
- Commissioning of auxiliary transformers and battery systems
- Commissioning for start-up and excitation systems
- Testing and commissioning of transformers and generator protections systems
- Production of process, commissioning and test protocols
- Operator training courses

Systems

- Siemens SIPROTEC, DIGSI, DIGUREG, SINAMICS, SIMUREG
- ABB REG/RET
- Alstom/Areva Micom

GIS - Gas Insulated Switchgears and AIS - Air Insulated Switchgears

INP areas of activity

- Tendering support, concept engineering, plant design and calculation
- Detail engineering, scheduling and project management
- Mechanical and electrical installation supervision by trained personnel
- Installation management (project management, intercultural support and supervision of international personnel)
- Mechanical and electrical commissioning management and commissioning
- High voltage testing
- SF6 gasfilling
- GIS-plant maintenance, repairs and retrofit on site
- Training of operators

Systems

- Siemens: 8DN8, 8DQ
- ABB REC 316, ELK3-420, ELK14-300, ELK3-550, ELK14-245
- Alstom Grid (formerly Areva T&D): T155, B105

Monitoring and Supervising the Installation of Electrical Systems

INP areas of activity

- Production of assembly documentation
- Cable management, e. g. cable tray construction, cable pulling, connection of cables, cable management, cable testing, final inspection, material and quality control
- Erection of control cabinets and switch gears
- Assembly of instrumentation incl. impulse piping
- Cold commissioning, e. g. loop test, inspection of the direction of rotation
- Monitoring, guidance and direction of sub-contractors
- I&C Supervision for gas and steam turbines
- Supervision for electrical installation – power plants
- Supervision for electrical installation – steel rolling mills
- Supervision for electrical installation – ring motors



Power Plant Control Systems / DCS

INP - Provision of personnel in the area of

- Engineering of gas and steam turbine controller
- Commissioning of gas and steam turbine controller
- Commissioning of heat recovery and coal fired boilers
- Commissioning of balance-of-plant
- Commissioning of hydroelectric plants

Systems

- Siemens Simatic S5, S7, PCS7, Teleperm M, ME, Teleperm XP, T2000, T3000, WinCC, Protool
- ABB 800xA, AC800M, Melody, Harmony, Advant Master+Mod, Freelance, Maestro, Procontrol P13/P14, INFi90 (vorm. Elsag Bailey)
- Alstom P320
- Foxboro I/A Series
- Hima H51, H51q
- Honeywell TDC, DDC, FSC
- Mitsubishi MEL

Health, Safety and Environment

INP areas of activity

- Safety supervision corresponding to international safety regulations and BGV A2 (German standard)
- Coordination of the execution of corresponding industrial health and safety regulations on site (RAB30)
- Preparation, implementation and supervision of concepts and regulations for safety at work and fire protection as well as environmental protection
- Consulting and training of the staff on site regarding health, safety and environment according to the respective regulations
- Development of hazard areas design and hazard operation studies
- Securing the compliance with quality, health, safety and environmental protection regulations (QHSE) on site

Contacts and references at Siemens Germany I

	Department	Location
<u>Corporate Supply Chain Management:</u>		
Torsten Gerdes	CSCM IM GER	Erlangen
Eckhard Sander	CSCM GER	Munich
Markus Tiede	CSCM	Offenbach
Tobias Kraft	CSCM	Erlangen
<u>Purchasing Power Generation – Instrumentation + Electrical:</u>		
Rudolf Krill	PG IE SPR	Karlsruhe
Uwe Dienst	PG IE SPR	Karlsruhe
<u>Purchasing Energy Management – Transmission Systems:</u>		
Alexander Neubeck	E MTS SPR	Erlangen
Harald Perras	EM TS P SE	Erlangen
Torsten Soltek	EM TS P SE	Erlangen
<u>Purchasing Process + Drives – Oil & Gas:</u>		
Roman Panse	PD OM	Nuremberg
Tina Krause	PD OM	Erlangen
<u>Purchasing Mobility:</u>		
Dr. Naishun Guo	MO CS P2	Erlangen

Contacts and references at Siemens Germany II

	Department	Location
<u>Power Generation:</u>		
Anja Ritter	GS SCM PG	Erlangen
Michaela Amtmann	GS SCM PG	Erlangen
Michael Leonhardt	PG EO IP PM	Erlangen
Jörg Hirmke	PG ES	Offenbach
Jörg Antonik	PG ES	Erfurt
Jochen Mittag	PG ES	Erfurt
Matthias Walter	PG ES	Erfurt
Dirk Wolfram	PG ES	Erlangen
Midhat Smajli	PG ES	Erlangen
Dr. Kai Schulz	PG ES	Erlangen
Holger Beissner	PG ES	Offenbach
Winfried Rehm	PG ES EC	Erlangen
Ulrich Hauke	PG ES EC	Erlangen
Carsten Henkel	PG ES EC BA	Erlangen
Christian Trott	PG ES EC CECO	Erlangen
Glenn Balster	PG ES EC COMM	Erlangen
Wolfgang Kastl	PG ES EC COMM	Erlangen
Marco Ubrig	PG ES EC COMM EIC 3	Erlangen

Contacts and references at Siemens Germany III

	Department	Location
<u>Power Generation:</u>		
Werner Bastijns	PG ES EC COMM EIC 4	Erlangen
Olaf Schönenborn	PG ES EC COMM Erl 1	Erlangen
Dirk Petersen	PG ES EC Construction	Erlangen
Werner Nagiller	PG ES EC EA	Erlangen
Klaus Kern	PG ES EC EA TFA	Erlangen
Roland Korn	PG ES EC EA TFA	Erlangen
Maik Sauer	PG ES EC EA TFA	Erlangen
Karsten Adebahr	PG ES EC ELEC	Erlangen
Heike Lebender	PG ES EC ELEC	Erlangen
Bernd Onuk	PG ES EC MEER	Erlangen
Holger Borchardt	PG ES EC MEER OU	Erlangen
Cigdem Cenk	PG ES EHS	Erlangen
Dirk Weinreich	PG ES EN GER ETEC	Offenbach
Frank Schwarzin	PG ES EN GER ETEC 1	Offenbach
Karl-Heinz Schwenk	PG ES EN GER ETEC 2	Offenbach
Harald Dichtl	PG ES IC	Erlangen
Alfred Pauer	PG ES IC NUC	Erlangen
Josef Reininger	PG ES OE QM	Erlangen

Contacts and references at Siemens Germany IV

	Department	Location
<u>Power Generation:</u>		
Peter Walch	PG ES P PEC	Erlangen
Nils Ahrens	PG ES P PEC EP	Erlangen
Markus Reismann	PG ES PM	Erlangen
Martin Höning	PG IC ICB	Erlangen
Per Friedrich	PG IC PB	Erlangen
Jürgen Brunner	PG IE	Erlangen
Manfred Sieger	PG IE	Essen
Friedrich Seeleitner	PG IE	Erlangen
Gerd Ruf	PG IE	Erlangen
Vladimir Ira	PG IE	Erlangen
Johannes Bentz	PG IE	Karlsruhe
Ute Redecker	PG ZA	South Africa

Contacts and references at Siemens Germany V

	Department	Location
<u>Energy Management:</u>		
Christian Gronert	EM TR LPT PN PM EC	Nuremberg
Carl-Friedrich Zimmermann	EM TS	Hamburg
Fritz Rademacher	EM TS CS	Erlangen
Bodo Ikinge	EM TS CS OP EN	Erlangen
Jens Gabel	EM TS CS OP FS	Erlangen
Christian Domke	EM TS CS OP FS GS	Berlin
Torsten Fröhlich	EM TS CS OP MH EC	Erlangen
Martin Helmes	EM TS CS OP MH EC	Erlangen
Dr. Stefan Perras	EM TS CS TS	Erlangen
Christian Knoblauch	EM TS LTS	Erlangen
Uwe Feinauer	EM TS LTS	Erlangen
Hermann Kirchberger	EM TS LTS ENEC-HVDC	Erlangen
Peter Bermel	EM TS LTS ENEC-HVDC EC	Erlangen
Hans Lammegger	EM TS LTS ENEC-HVDC EC 2	Erlangen
Jens Rüdrieh	EM TS LTS ENEC-HVDC EC 2	Erlangen
Thomas Loos	EM TS LTS ENEC-HVDC EC 2	Erlangen
Ingo Schneck	EM TS LTS ENEC-HVDC EC SE	Erlangen
Michael Hess	EM TS LTS ENEC-HVDC EC SE	Erlangen

Contacts and references at Siemens Germany VI

	Department	Location
<u>Energy Management:</u>		
Matthias Kaempf	EM TS LTS ENEC-HVDC EE	Erlangen
Till Roloff	EM TS LTS ENEC-HVDC HE	Erlangen
Oliver Venjakob	EM TS LTS ENEC-HVDC SE RTS	Erlangen
Michael Bär	EM TS LTS FACTS EN	Erlangen
Frank Grunert	EM TS LTS TP-HVDC	Erlangen
Jens Hofses	EM TS LTS TP-HVDC LCC	Erlangen
<u>Energy Management – Medium Voltage Systems:</u>		
Björn Junglas	EM MS	Erlangen
Matthias Holfeld	EM MS	Erlangen
Thomas Schlegel	EM MS P PPR	Erlangen
<u>Process Industries and Drives:</u>		
Andreas Strobel	PD SLN OEC	Erlangen
Charles Simpson	PD SLN OEC	Erlangen
Thomas Heimke	PD SLN OEC	Erlangen
Roland Spoerl	PD OM PPS EXE EE	Erlangen
Reinhold Guthier	PD OM PPS	Erlangen
Karlheinz Aigner	PD OM	Erlangen

Contacts and references at Siemens Germany VII

	Department	Location
<u>Process Industries and Drives:</u>		
Lutz Zschau	PD OM	Erlangen
Thorsten Kleinekampmann	PD OM	Nuremberg
Jürgen Keil	PD OM	Nuremberg
Martin Stiehl	PD LD OEC	Erlangen
Anke Winkler	PD LD AP S MEI OEM	Erlangen
Franz Kiefer	PD LD AP S MEI OEM	Erlangen
Daniela Gross	GS SCM PD	Erlangen
<u>Regional HQ Mannheim / Power Generation:</u>		
Harald Raff	GER PG IE	Mannheim
Joachim Rutschmann	GER PG IE	Mannheim
Klaus Leroux	GER PG IE	Mannheim
<u>Power Generation Services:</u>		
Bernhard Erhard	PS CD GOP	Erlangen
Eduard Höflinger	RC-DE PG S	Munich
Olaf Schmidt	PS PG REU FS 42	Berlin

Contacts and references at Siemens Germany VIII

	Department	Location
<u>Mobility:</u>		
Dieter Schultes	MO CS LS EH	Erlangen
Josef Frentz	MO TPE	Berlin
Ralf Boernicke	MO TPE	Erlangen
Mario Reissner	MO TPE P COM	Erlangen
Harald Hüttner	MO TPE P PPM RE	Erlangen
Otto Hermann	MO TPE PMO	Munich
Peter Papert	MO TPE PMO	Munich
Thomas Hofmann	MO TPE RS IE	Berlin

Contacts and references at Siemens USA

	Department	Location
<u>Siemens Energy:</u>		
Pieter Smuts	PG IE	Alpharetta
Joe Rastall	PG IE	Alpharetta
Edward Polley	PG IE	Alpharetta
<u>Siemens Industry:</u>		
Thomas N. Loner	Process Solutions	Alpharetta
Anita Nanda	Metals Technologies	Alpharetta
William S. Conway	Large Drives Industry	Alpharetta
Peter Treible	In. Channel Partners	Alpharetta

Contacts and references at Siemens Austria I

	Department	Location
<u>Power Generation:</u>		
Wolfgang Engl	PG ES	Vienna
Peter Preiss	PG ES	Vienna
Thomas Gerstenberger	PG ES	Vienna
Hussein Shoukry	PG ES	Vienna
Thomas Koller	PG ES	Vienna
Hartwig Alvermann	PG ES	Vienna
Franz Gross	PG ES	Vienna
Ulrich Fichter	PG ES	Vienna
Michael Lastro	PG ES	Vienna
Otwin Petautschnig	PG ES	Vienna
Roy Braun	PG ES	Vienna
Roman Foit	PG ES	Vienna
Andreas Ledermann	PG ES	Vienna

Contacts and references at Siemens Austria II

	Department	Location
<u>Process Industries and Drives:</u>		
Roland Strasser	PD LD	Vienna
Wolfgang Berl	PD LD	Vienna
Erich Kendl	PD LD	Vienna
Stefan Rohm	PD LD	Vienna
Emrah Üreyen	PD LD	Vienna

Contacts and references at Siemens France

	Department	Location
<u>Siemens France Purchasing:</u>		
Patrick Petit	CSCM IM H-FR	Paris, Saint Denis
<u>Siemens Transmission & Distribution SAS:</u>		
Aline Muller	EM TS	Grenoble
Jérôme Niel	EM TS	Grenoble
Thierry Canaguier	EM TS	Grenoble
<u>Mobility:</u>		
Thomas Draber		Châtillon

Frame Contracts & Cooperations I

Current Frame Contracts

- Preferred Supplier since February 2012 – Frame Contract Technical Engineering GER 2012 (Offenbach)
- Frame Contract with Siemens Russia since 6/9/2010
- Frame Contract Siemens SAS Saint Denis and T&D Grenoble, France since 2010
- Frame Contract Siemens Power Generation Anlagentechnik GmbH and INP Austria GmbH of 09/17/2007
- Frame Contract for IBS Services with Energy Power Transmission Division, Transformer / High Voltage Products, since March 2013
- Frame Contract with Siemens Energy Transmission for temporary employment, since October 2013
- Frame Contract with Siemens Canada Ltd. since 05/26/2014
- Service Agreement with Siemens Energy Management for Hub-Concept with Canada, the USA and further regions (GP1-2453) since June 2015
- Frame Contract between Siemens AG and INP Ägypten since January 2016

Types of Contract

- Contract for Work and Services
- Employment Contract
- Temporary Work Agreement (permanent permission to supply temporary workers since (8/2002)

Frame Contracts & Cooperations II

Cooperation with Siemens International

- Siemens Austria / Vienna, Linz
- Siemens France / Paris, Grenoble
- Siemens USA / Alpharetta
- Siemens Russia / Moscow
- Siemens South Africa / Johannesburg
- Siemens India / Mumbai
- Siemens S.A. Portugal
- Siemens Thailand / Bangkok
- Siemens Canada / Oakville
- Siemens Bangladesh / Dhaka
- Siemens Algeria / Algiers
- Siemens Egypt / Cairo

Turnover

Turnover INP Deutschland GmbH with Siemens

- 2012 approx. EUR 6.1 million
- 2013 approx. EUR 7.4 million
- 2014 approx. EUR 6 million
- 2015 approx. EUR 2.8 million
- 2016 approx. EUR 4.6 million

Turnover INP North America with Siemens

- 2012 approx. EUR 2.4 million
- 2013 approx. EUR 3.0 million
- 2014 approx. EUR 3.2 million
- 2015 approx. EUR 2.3 million
- 2016 approx. EUR 2.4 million

Turnover INP Austria with Siemens

- 2012 approx. EUR 400,000
- 2013 approx. EUR 160,000
- 2014 approx. EUR 1.3 million
- 2015 approx. EUR 700,000
- 2016 approx. EUR 950,000

Turnover INP Egypt with Siemens

- 2016 approx. EUR 2.5 million

Projects / References

Siemens Projects Worldwide 2010 - 2016



Projects / References

Siemens – HVDC Transmission Projects



Projects / References

Supplier rating – testimonials 2014*

Quality

- Documents and documentation provided are well composed and complete;
- the supplier is certified;
- smooth communication and flow of information (construction site & back office);
- Siemens processes are implemented and lived by the supplier.

Logistics

- Carrying out in due time;
- sufficient capacity of qualified and skilled staff available;
- flexibility regarding project requirements;
- necessary modifications of invoices are carried out immediately.

Technology

- The supplier can be reached at all times and also assists in urgent cases with quick responses and suggestions;
- proficient and experienced staff.

Projects / References

Supplier rating – testimonials 2014*

Purchasing

- High-priced segment;
- high quality standard of offers (technically & design);
- quick response to inquiries;
- short response times in general;
- readiness to negotiate is given;
- active cooperation and communication with purchasing department;
- C4s is updated regularly.

* GS SCM FSS



Projects / References

Supplier rating – testimonials 2014*

SIEMENS

Lieferanten Bewertung

COPYR27

Lieferantenbewertung INP Deutschland GmbH GJ2014																																			
Siemens AG Organisation: 1970, GS SCMFSS PuC/Pooling Category:			Firmenname: INP Deutschland GmbH KA: 0012180873 DUNS: 329368062 Materialfeld: UAH				Ansprechpartner: Doris Linzenmeyer +49 (9131) 18-2142 doris.linzenmeyer@siemens.com																												
1 - Einkauf			Gewichtung			Ergebnis			2 - Qualität			Gewichtung			Ergebnis			3 - Logistik			Gewichtung			Ergebnis			4 - Technologie			Gewichtung			Ergebnis		
			42.84			95%						42.84			95%						N/A			N/A						14.29			89%		
1.1 - Gesamterfordernisse und Preise						89%			2.1 - Qualitätssicherung						75%			3.1 - Logistikleistung						N/A			4.1 - Gegenwärtige Technologieposition						75%		
Gewichtung(%)			13.81						Gewichtung(%)			8.57						Gewichtung(%)			N/A						Gewichtung(%)			4.33					
1.2 - Initiativen zur Kostenreduzierung						N/A			2.2 - Qualitätssystem						100%			3.2 - Logistikstrategien und -systeme						N/A			4.2 - Erfüllung spezifischer Anforderungen						100%		
Gewichtung(%)			N/A						Gewichtung(%)			15.00						Gewichtung(%)			N/A						Gewichtung(%)			4.74					
1.3 - Erfüllung strategischer Anforderungen						100%			2.3 - Qualitätssicherungsvereinbarungen						N/A			3.3 - Umweltpunkte						N/A			4.3 - Innovations- und Technologie-Roadmap						N/A		
Gewichtung(%)			12.38						Gewichtung(%)			N/A						Gewichtung(%)			N/A						Gewichtung(%)			N/A					
1.4 - Kooperation, Service & Support						95%			2.4 - Kooperation, Service & Support						100%			3.4 - Kooperation, Service & Support						N/A			4.4 - Kooperation, Service & Support						100%		
Gewichtung(%)			14.47						Gewichtung(%)			19.29						Gewichtung(%)			N/A						Gewichtung(%)			3.17					
Datum der Freigabe: 18.12.2014									Gesamtergebnis: 94% Bewertungsklasse: Level 1 SE/PE: outstanding --- StrE: positive --- RE: low																		Bewerteter Zeitraum: 01.10.2013 - 30.09.2014								

Projects / References

Preferred Supplier

SIEMENS

Siemens AG, CSCM IM PS TS, St.-Martin-Str. 76, 81541 München

INP Deutschland GmbH
Herrn Knut Mertens
Werkstr. 5
67354 Römerberg

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Abteilung

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E-Mail

Datum

14. Februar 2012

Ausschreibung „Technical Engineering 2012“ der Siemens AG

Sehr geehrte Damen und Herren,

in der Anlage erhalten Sie ein Exemplar des von uns gegengezeichneten Rahmenvertrages „Ingenieurleistungen“ zum Verbleib bei Ihnen zurück. Damit sind Sie nach erfolgreicher Teilnahme am E-Bidding Rahmenvertragslieferant der Siemens AG, wozu wir Ihnen herzlich gratulieren. Der Vertrag ist in unserem Einkaufsverfahren eingestellt und somit sind dessen fixierte Inhalte Siemens-weit sichtbar und bestellbar.

Ihre DUNS Nr. lautet 329368062. Ihre IFA Nr. lautet 0012180873.

Im Purchasing Council „Technical Engineering“ wurde beschlossen, dass alle Lieferanten, die in mindestens einem Gebotslos im Bidding den Platz 10 oder besser erreicht haben, den Status „Vorzugslieferant“ erhalten.

Wir freuen uns, Ihnen mitzuteilen, dass Sie diesen Status erreicht haben und somit für die Laufzeit des Vertrages bis zum 30.9.2013 als Vorzugslieferant geführt werden. Kurzfristig wird Sie ein Mitglied des Purchasing Councils anrufen, um die nächsten gemeinsamen Maßnahmen mit Ihnen zu besprechen.

Wir freuen uns auf die Zusammenarbeit mit Ihnen und verbleiben

mit freundlichem Gruß



Dr. Udo Bochum
Chairman of Purchasing Council

