

# »I'M CAPTURING NEW MARKETS AND INCLUDING... MY CMS«

How the long-standing customer relationship helps

ABO Wind with internationalization

ABO Wind was one of Bachmann's first customers to consistently pursue the implementation of Condition Monitoring Systems. Both companies are today working together on the internationalization of ABO Wind and are developing strategies for a CMS that is standard worldwide from Argentina to Iran.

ABO Wind demonstrates very well how the wind power sector has matured. The customer relationship developed from the very start, when both companies worked together on making further improvements to the first CMS at ABO in service operations. »Today, this is an established company, making successful steps towards internationalization. Any entry into global markets naturally requires good planning. I have the greatest respect for what they have achieved,« says Holger Fritsch, CEO of Bachmann Monitoring. The journey towards this includes CMS and

Bachmann expertise already integrated in the package. »This is a clear demonstration of trust by ABO Wind. We will make sure that it pays off for them,« says Fritsch. Future issues are discussed and CMS projects are developed in joint workshops. Particularly in countries where operators still have little experience with local logistical challenges, good early detection can save a lot of money and even more annoyance. A standard CMS also makes it easier for the company to set up its own service business in the target markets.



»If you are new to a country, it helps to know the CMS already. A reliable early fault detection system saves money and even more annoyance with overseas logistics.«

Matthias Bockholt  
Chairman at ABO Wind

## ABO WIND

ABO Wind is an international project developer and wind farm manager from Wiesbaden. Wind power has been the company's core business since 1996, and it already has 600 wind turbines connected to the grid. ABO Wind provides the long term operational management of wind farms, and offers service and maintenance as well as expert technical reports.

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