

## ■■■■ PROJECT &amp; HEAVY TRANSPORTATION ■■■■



## ELIMINATES RISKS with turnkey solutions



Ahmet Ümit Danışman

Being one of the biggest actors of Turkey's energy sector with its total 1,292 MW installed power as of 2015 year end, Akenerji never leaves to chance when it comes to logistics. Stating that they prefer working through turnkey model in their energy investments, Ahmet Ümit Danışman, Akenerji General Manager, says, "We minimize the risk factors thanks to turnkey solutions."



**W**ould you provide information about Akenerji and mention the company's current energy investments and future targets?

Akenerji has been active in the energy sector since 1989 with its over 25 years of experience as one of the first power generation companies established in the autoproducer group status in Turkey. The union of forces between Akkök Holding and Czech energy company ČEZ turned into a strategic partnership with equal participation in Akenerji through an agreement signed in October 2008. Akenerji intensified its production investments based on renewable energy resources as of 2005 in order to reach diversity of resources in its generation.

Our company has total 1,292 MW installed capacity with 8 hydroelectricity plants, 1 wind plant, and Erzin Natural Gas Combined Cycle plant as of 2015 year end. Akenerji that receives 388 MW section of its installed power capacity from renewable energy sources aims to

continue making use of the new investment and project opportunities in this field in 2016 as well. Our company keeps track of the developments especially in terms of small-scale solar energy projects. Our main objective is to fulfill the energy requirements of our customers in the most efficient manner through the cutting-edge technology we have and support the fulfillment of Turkey's increasing energy demand. Our basic strategy is established on the operation of our current plants at optimum levels with respect to the market prices and evaluation of the capacity increase opportunities in

our plants conducting renewable production. In this scope, the capacity increase process for the Ayyıldız Wind Plant we commissioned in 2009 is ongoing.

### EXPERIENCE IS A MUST How do you manage your logistics processes?

Even though our logistics process preferences vary according to the content of the contract within the scope of the project, we, as Akenerji, prefer working through the turnkey model in our energy investments. Thanks to this, we minimize the risk factors. We can exemplify Erzin



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Natural Gas Combined Cycle Plant for this model. We play effective part especially in the receipt of investment incentive certificate and customs processes. In the domestic and abroad shipments oriented to the investments within the scope of projects, our logistics processes are provided by various experienced firms in the energy sector according to the contents of the contracts. In addition, we stipulate the shipment processes in the contracts as "site delivery," the delivery to the yard of our plant, in order to minimize the risk factor.

#### What criteria you take into account in selecting your logistics partners?

As Akenerji, we are conducting our transport operations via air, sea, and land transport means. We are performing all the transport operations by receiving proposals from the logistics firms in the sector and by taking the price, timing, and service quality into account. In selecting our logistics partners, we first pay attention to the fact that it is to be a firm that is able to conduct the delivery of our equipment to the project site through accurate planning without damage and on time. In addition, we prefer working with the logistics firms with accurate equipment and trained workforce and in reliable price and service quality.

#### What method do you follow in reducing the logistics costs in your investments? What are your expectations from the logistics companies in this sense?

In our energy investments, we transfer all the risks in the shipment processes

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to the responsibility of the seller firm by including the condition of delivery of the machinery and equipment we purchase to our site. Therefore, the price amounts vary depending on the projects. We are trying to optimize the costs through the inclusion of logistics into the project from the beginning of the process in our investments. During the period of the project, we eliminate the additional and unforeseen costs by carrying out the logistics processes with fixed prices during the implementation of the project.

We are thinking that the sector in Turkey is in good point when it comes to project transport. Nevertheless, we are thinking that the logistics firms' improve-

ment of themselves in terms of project transport more and more has key importance regarding the efficiency of investments in the energy sector.

#### ENERGY LOGISTICS MUST BE PROMOTED

#### How would you evaluate the service quality of the Turkish logistics sector in energy logistics?

In parallel with the rapid development of the energy sector, energy logistics became important during the recent years and it is becoming more and more critical service every year. Hence, there has been an intense environment of competition among the firms within the sector. We observe that as a natural outcome of such competitive environment, quality in the logistics sector started to increase. As Akenerji, we prefer working with the logistics firms that are able to conduct the delivery of our equipment in an undamaged and timely manner and through accurate planning to the project and that have the price and service quality with the accurate equipment and trained workforce. There become interruptions in the services we receive on the basis of infrastructure problems of highways, deficiencies of ports, insufficiency of the vehicles of firms, and lack of equipment when it comes to project transport. Incentives and supports can be provided by the state in the field of energy logistics, just like in the energy sector, to be able to eliminate the discrepancies in question.

#### AKENERJİ RİSKLERİ ANAHTAR TESLİM ÇÖZÜMLERLE BERTARAF EDİYOR

2015 yılsonu itibarı ile toplam 1.292 MW kurulu gücüyle Türkiye enerji sektörünün en büyük oyuncularından biri olan Akenerji, lojistik süreçlerinde işi hiçbir şansa bırakmıyor. Enerji yatırımlarında anahtar teslim modeliyle çalışmayı tercih ettiklerini belirten Akenerji Genel Müdürü Ahmet Ümit Danişman, "Bu sayede risk unsurlarını en alt seviyeye indirmiş oluyoruz. Erzin Doğal Gaz Kombine Çevrim Santrali yatırımını bu modele örnek gösterebiliriz. Özellikle yatırım teşvik belgesinin alınması ve gümrük süreçlerinde etkin rol oynuyoruz. Proje kapsamındaki yatırımlara yönelik yurtiçi ve yurtdışı sevkiyatlarda, yapılan kontratın içeriğine göre lojistik süreçlerimiz enerji sektöründe tecrübeli çeşitli firmalar tarafından sağlanmaktadır. Ayrıca, sözleşmelerde nakliye süreçlerini yine risk unsurunu en aza indirmek amacıyla, 'saha teslim' yani santralimizin bahçesine kadar teslim olarak yapmaktayız" diyor. Taşıma operasyonlarında hava, deniz ve karayolu modlarını kullandıklarını vurgulayan Danişman, şunları ekliyor: "Tüm taşıma operasyonlarını sektördeki lojistik firmalarından teklifler alarak, fiyat, zamanlama ve hizmet kalitesini göz önünde bulundurarak yürütüyoruz. Lojistik partnerimizi seçerken öncelikle doğru planlama ile ekipmanlarımızın hasarsız ve zamanında proje sahasına teslimini yapabilen bir firma olmasını gözetiyoruz. Ayrıca, doğru ekipman ve yetişmiş insan gücüne sahip, güvenilir fiyat ve servis kalitesinde lojistik firmaları ile çalışmayı tercih ediyoruz."