

Medium voltage solutions

As one of the world's leading manufacturers of medium-voltage switchgear and equipment, **Ormazabal** provides turnkey installations for onshore and offshore wind farms. Andoni Iturrizaga, area manager for Europe and South Africa, talks to *World Wind Technology* about the importance of adaptability in serving an ever-evolving market.

World Wind Technology: Could you provide an overview of Ormazabal's product range?

Andoni Iturrizaga: Ormazabal provides wind farm developers and turbine manufacturers with tailor-made solutions for electrical distribution networks based on high added-value products and services. We offer a complete range of products including primary distribution switchgear; secondary distribution switchgear; transformer sub-stations; distribution transformers; low voltage boards and products for protection; control and automation of distribution networks; and renewable energy applications.

What factors do you take into account when manufacturing medium-voltage switchgear for wind applications? How do you meet these needs?

Sometimes the type of product is requested through a technical specification, which we need to comply with. In other cases, because of the location of the installation, customers tend to enquire about the type of product that would match local technical specifications. In these cases we receive support from local organisations and partners worldwide.

The technical requirements can vary a lot, from an onshore installation in Inner Mongolia to an offshore equivalent in the North Sea. We meet this variety of demands through a flexible R&D department that is ready to operate independently or together with turbine manufacturer development teams, from the prototype stage through to the industrialisation of the product for a particular application, in order to improve the wind farm's efficiency through robust and reliable solutions designed to perform under extreme environmental conditions.

“ We have installed units for more than 12GW worldwide – 10.5GW in onshore applications and 2.3GW in offshore applications. ”

How are your R&D activities organised?

Our R&D department is very flexible, which means that we enjoy an excellent synergy with turbine manufacturers because the proposed solution has to be adapted to their specific needs.

The value proposal of Ormazabal is that we want to be considered by potential wind farm clients as a technological partner that fulfils the corresponding technical specification

and provides the best solution for each different necessity, customising it according to specific requirements.

You are a supplier to the world's main wind turbine manufacturers – what value-added services do you provide?

Our aim is no longer just to supply standard products, but also to provide solutions tailored to the customer's needs with regards to circumstance and application.

The scope of our services is broad. It includes technical consultancy; order definition; product customisation; factory acceptance testing; installation; commissioning; operations; and maintenance service.

Ormazabal already has a substantial global market share – are you planning to infiltrate any further markets?

Yes, we have a significant global presence. We have installed units for more than 12GW worldwide – 10.5GW in onshore applications and 2.3GW in offshore applications.

As of 2011, we have been involved in the installation of 300 wind farms found in over 25 countries. Currently, our biggest challenge is the US market. While pursuing this objective, we were recently awarded ETL certification for both the US and Canada.

Where will your future growth come from? Do you have any planned projects/investments?

There is no doubt that our future will run in parallel with the new developments of wind turbine manufacturers such as higher short circuit current and voltage levels. This implies adapting our existing products to different applications in which they have never been involved before. Our experience accrued so far will be the key factor to success.

We also place high value on innovation, which means that we are in the continuous process of making investments in technology and people; this is one of Ormazabal's fundamental pillars of success. Focusing on the client, we know that we must work as closely as possible with them in order to understand their needs and to provide specific solutions that make them remain competitive. ■

Further information
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