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ProfEC Ventus GmbH recently launched "ONE STOP WIND SHOP" for wind measurement systems, wind met masts and diverse accredited expert services. The ONE STOP WIND SHOP is the only one of its kind, which is operated by an accredited Measuring Institute and Test Laboratory with its own, accredited Calibration Laboratory.

Energetica India team catches up with the ProfEC Ventus Team to learn more about the company and its recent launch of online shop for wind measurement systems.

ENERGETICA INDIA: Please introduce Energetica India readers to ProfEC Ventus.

ProfEC VENTUS TEAM: ProfEC Ventus is an ISO/IEC 17025 Measurement Institute and acts as accredited Testing Laboratory and Calibration Laboratory (MEASNET), specialized for Anemometer and Wind Vane Calibrations, accredited wind measurements, wind measurement equipment & met masts (till 160m), LiDAR, SoDAR, power performance and verification measurements, site assessment and turbulence analyses, energy yield assessments and long-term prognoses, wind maps (meso- & micro scale), wind forecasts & CFD-calculations.

Our premise as accredited, independent

Experts is to increase the success of the projects, to assess and identify associated risks that our clients are facing, to minimize risks and to qualify and quantify remaining uncertainties at bankable level and to most precisely determine any potentially energy losses involved. This expertise yet was proven in more than 35 countries worldwide.

ProfEC Ventus GmbH recently has launched the "ONE STOP WIND SHOP" (<https://shop.profec-ventus.com>) for wind measurement systems, wind met masts and diverse accredited expert services. The ONE STOP WIND SHOP is the only one of its kind, which is operated by an accredited Measuring Institute and Test Laboratory with its own, accredited Calibration Laboratory.

Customers can find a large selection of proven measurement technology at <https://shop.profec-ventus.com>. If necessary, ProfEC Ventus also provides intensive advice and assistance for the appropriate selection of measurement technology. The offer ranges from individual sensors to fully calibrated, certified and bankable wind measurement systems with or without wind measurement towers, to the complete, accredited setup and data management support of entire wind measuring campaigns, using measurement masts, SoDAR or LiDAR technologies involved.

ENERGETICA INDIA: How did ProfEC Ventus come up with the idea of "One Stop Wind Shop"?

ProfEC VENTUS TEAM: Many times we used to invest a lot of efforts in sending a detailed quotation to the client, which had ample options for purchase of sensors and measurement systems. On the other hand, in many cases our clients precisely knew what they really needed and wanted and our quotations were just too ample for them, all the clients wanted was to check our attractive prices.

In addition, many sensors are available with multiple optional features and hence in different versions. If we were asked to offer an amount of anemometers, Clients in some case were not sure which anemometers they were looking for at that moment.

Remembering how we buy online at E-Commerce websites like Amazon, Ebay or any other established stores, we realised that we could bring our portfolio directly to the office desk of the potential clients.

The ONE STOP WIND SHOP enables the client a convenient and efficient ordering process and a directly apparent price offered. "The customer can immediately, at any moment, check our huge range of sensors with or without a cable and connector-plug, with or without calibration, and he can compare all the features of different sensors in order to find the most suitable sensor for his measurement system and his measurement campaign. And the client also can order any sensor or complete measurement systems right away", says Mathias Hölzer, Managing Director at ProfEC Ventus GmbH. This reduces the time and administrative effort as well as the delivery time.

ENERGETICA INDIA: What are the unique features of the "One Stop Wind Shop"?

ProfEC VENTUS TEAM: The ONE STOP WIND SHOP is the only one of its kind, which is operated by an accredited Measuring Institute and Test Laboratory, which has its own, accredited Calibration Laboratory. Customers can find a large selection of proven measurement technology at [https://shop.profec-](https://shop.profec-ventus.com)

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If necessary, ProfEC Ventus also provides intensive advice and assistance for the appropriate selection of measurement technology: online, by phone and personally.

"As an accredited Testing Laboratory and Calibration Laboratory, we offer wind measurement systems with an individual CERTIFICATE OF BANKABILITY, which verifies adherence to relevant standards and norms and thus is accepted by virtually all banks worldwide," says Managing Director Mathias Hölzer. In order to entirely comply with the requirements of the IEC Site Assessment Standard being published soon, only wind measurement stations and wind measurement campaigns have to be used as base for wind resource assessments and energy yield prognoses, which previously have been assessed and evaluated by an accredited Testing Laboratory. These expert opinion reports in turn are the prerequisite for banks and investors to finance a wind farm project. "Measuring systems from our ONE STOP WIND SHOP meet all the requirements of banks and investors around the world and are certified to comply with relevant and most recent standards of FGW, IEC and MEASNET" Hölzer adds.

In addition, ProfEC Ventus offers wind measurement masts in the ONE STOP WIND SHOP under observance of various building code regulations and static requirements, which is favourable for wind measurements all over the world. "We supply our customers worldwide with wind measurement towers that meet the prevailing national or local structural requirements, avoiding any problems during appraisal of the building permit or during the operating period", says Hölzer.

At the same time, clients at the ONE STOP WIND SHOP can also access and investigate numerous accredited consulting services. "Here, however, we offer a more detailed consultation and advice already during the quotation phase, in order to first of all precisely

assess the individual requirements and database existing, based on which we then can provide a tailor-made, cost-efficient offer to our Client, meeting his needs and in most cases exceeding his expectations", says Kodishwaran Suriyanarayanan, CEO for the Indian ProfEC Ventus branch in Chennai. In carrying out a wind measurement campaign with subsequent wind resource assessment and accredited energy yield forecasting, the accredited processes should go hand in hand. For example: the accredited installation reports for wind measurement technology from ProfEC Ventus Measurement Institute often include more than 120 pages, in order to address all questions and points regarding compliance with relevant national and international standards and guidelines in a most comprehensive and precise manner. "If the process breaks the chain of the work done by accredited Testing Laboratories, then in the worst case processes have to be repeated," warns Kodishwaran. "This can involve substantial costs, e.g. for new site visits, data validation and verification with respect to data integrity and authenticity, and therefore slows down the process of producing expert opinions reports. Such requirements are obsolete on the basis of our installation reports and individual CERTIFICATE OF BANKABILITY for compliance with all relevant standards, norms and guidelines, since every accredited Testing Laboratory in the world can rely on our accredited appraisals, certificates and (building) reports", adds Kodishwaran.

ENERGETICA INDIA: What is "Certificate of Bankability" and how does ProfEC Ventus assist here?

ProfEC VENTUS TEAM: Our Laboratory is an ilac-MRA (NABL compliant) accredited service provider in compliance to the following norms and standards:

- MEASNET Cup Anemometer Calibration Procedure Version 2, October 2009
- MEASNET Power Performance

Measurement Procedure Version 5, December 2009

- FGW Technical Guideline for Wind Turbines, Part 6 Rev. 9: Determination of Wind Potential and Energy Production, September 2014
- IEC 61400-12-1; Wind turbines - Part 12-1: Power performance measurements of electricity producing wind turbines, December 2005
- FGW Technical Guideline for Wind Turbines, Part 2 Rev. 16: Determination of Power Curves and Standardized Energy Yields, May 2008
- IEC 61400-1, Ed.2: Wind turbine generator systems - Part 1: Safety requirements, February 1999
- IEC 61400-1, Ed.3: Wind turbines - Part 1: Design requirements, April 2014
- IEC 61400-12-1 Ed.2; Wind turbines - Part 12-1: Power performance measurements of electricity producing wind turbines; March 2017

ProfEC Ventus is a Measurement Institute that is accredited by DAkkS (German Accreditation Body) in accordance to ilac-MRA rules as Testing Laboratory and Calibration Laboratory company following ISO 17025. By that our services also are accepted and acknowledged by the Indian National Accreditation Board for Testing & Calibration Laboratories (NABL).

The scope of our ilac-MRA (NABL conform) accredited services is:

- Measurement of Wind Turbine Power Performance and Power Curve Verification
- Wind Resource and Energy Yield Assessment of Wind Turbines and Wind Farms (incl. Assessment of Losses).
- Installation and Technical Due Diligence of Wind Measurements.
- Site Classification of Wind Turbines
- Wind Vane Calibration
- Anemometer Calibration

Therefore any measurement system that leaves our Laboratory is tested,

calibrated and forms as such an accredited product that is bankable in terms of IEC, MEASNET and FGW. This compliance we certify by an accredited CERTIFICATE OF BANKABILITY, which has global validity and is accepted by virtually any banks, investors and turbine manufacturers all over the world, based on our ilac-MRA accreditations and MEASNET membership.

As an example also the NIWE (NATIONAL INSTITUTE OF WIND ENERGY-Ministry of New and Renewable Energy, Government of India) relies on our accredited services.

ENERGETICA INDIA: **What kind of growth do you see in the Indian wind industry?**

ProfEC VENTUS TEAM: We are very much positive about India and we do like the country, culture and people a lot. Since two years we employ Indian staff and are enthusiastic about our branch office to be opening shortly in Chennai.

We signed several contracts in India and started offering our accredited consulting services very successfully. We are in contact with all leading project developers and banks in India, which welcome our services with open arms due to our high quality of work that is worldwide acknowledged and due to our fair pricing schemes we offer. Currently we are negotiating diverse contracts for energy yield assessments and power performance verifications. We are convinced that we can strengthen and increase our market share in India rapidly.

Once we will have proven the high quality and wide scope of our work and expertise to more and more clients in India, they will never contract another company any more, since they will become convinced that our outstanding work and commitment is what they won't receive from our competitors.

And if the feedback from the local banks towards the project developing companies is that they recommend ProfEC Ventus as owners engineer and as consultant for the Energy Yield Prognoses and accredited expert opinion

reports, clients will require more of our high-quality work, since it offers to them reduced uncertainties and more attractive financing and loan conditions and lower risks.

"For that same reason we will offer a Capacity Building Seminar on Bankability Subjects and the new IEC 61400-12-1 Ed.2 in December 2017. The workshop will be held in parallel to the "Global RE-INVEST 2017" taking place from 7 - 9 December 2017 in Delhi and we hereby invite project developers, banks & investors as well as wind turbine manufacturers to attend this seminar venue that we sponsor. Our objective is to increase the understanding among the audience about improvements of bankable project aspects and the recently launched IEC 61400-12-1 Ed.2 (03-2017). Persons interested to attend please can contact us for registration at shop@profec-ventus.com", highlights Kodishwaran.

ENERGETICA INDIA: **What potential do you see for the "One Stop Wind Shop" in India?**

ProfEC VENTUS TEAM: The ONE STOP WIND SHOP is offering sensors and measurement systems that are at very high quality and at a fair price. Since many of our Indian customers recognise this, they simply want to save money and rely on a good quality and short delivery terms. We are convinced that the ONE STOP WIND SHOP will attract attention from many more Indian Clients, since any client buying from us only can win by saving money and time.

Therefore we see a high potential for ONE STOP WIND SHOP being even more successful in India in future, the more of our future Indian Clients will visit the shop and recognize the clear benefits.

Contact ProfEC Ventus Testing and Calibration Laboratory: www.profec-ventus.com

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