



'Our strong competences and experience in the wind energy sector really brings value to our customers when we work closely with them from early on in the process.'

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## **ESVAGT strengthens focus on offshore wind**

**As new Head of Business Development, Core Business, Thomas Fauerby will work very closely with the needs of ESVAGT's customers.**

'We need to get to know our customers even better and gain a deep understanding of how we bring value to our customers. We need to be on their journey from the very beginning!'

This is the reason Søren Karas, CCO at ESVAGT, gives for its increased focus on business development of the offshore wind energy sector with the appointment of Thomas Fauerby as Head of Business Development, Core Business at ESVAGT:

‘Retaining and strengthening our position as market leader in the offshore wind energy sector requires dedicated focus’, says Søren Karas:

‘We have ambitions for growth. When we ensure the next long term SOV contracts, it will be by working on a deeper level with our customers and with a more profound understanding of their business’, says Søren Karas.

### **Foundation for innovation**

Thomas Fauerby starts his new position after almost six years outside the shipping company. He looks forward to working with long-term project development and in close dialogue with ESVAGT’s customers:

‘We have a unique knowledge and experience in the SOV area that we need to make sure our customers benefit from. We are highly competent at thinking radically innovatively and we have a solid foundation for developing and creating innovations. These are what I will be bringing into play. I will ensure that customers get the right solutions and make us the obvious choice of partner for innovative concepts and long-term SOV contracts’, says Thomas Fauerby.

Innovation suits him: He has, for example, worked on the concept development of the ‘Esvagt Froude’ and the ‘Esvagt Faraday’, which were two of the world’s first purpose-built designed SOV vessels, and during his time outside ESVAGT, he worked with innovative business development within the offshore wind industry with, amongst others, A2Sea and Ørsted:

‘The offshore wind energy industry is developing at a tremendous speed and customers expect ESVAGT to keep up. We also need to ensure that we remain one of the absolute leading suppliers and that requires a closeness with our customers and an understanding of their needs,’ says Thomas Fauerby.

ESVAGT is a dedicated provider of safety and support at sea and a market leader within offshore wind solutions.

We support the offshore Oil & Gas industries with a wide range of specialized services: Standby, Emergency Response and Rescue Vessels (ERRV), Oil spill response, Firefighting, Tanker assists, Rig moves, Supply services and Interfield transfer of cargo and personnel.

We service offshore wind farms and have a fleet of dedicated Service Operation Vessels (SOV), which ESVAGT pioneered in 2010. The SOVs provide accommodation for technicians, spare time facilities, offices and conference room, storage for small turbine parts, workshops, etc. The SOV offers flexible personnel and equipment transfer capabilities by either Walk-to-Work gangway system or Safe Transfer Boats.

ESVAGT was founded in 1981 and has a fleet of more than 40 vessels and approximately 900 employees on- and offshore.

## Contacts



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