

JORNADAS TÉCNICAS ABB, JULY 2019, SANTIAGO, CHILE

Increasing availability with ABB LTSA – Long Term Service Agreement

Presented by Carlos Miguez



Grinding is at the core of a mineral processing facility

Every hour of unplanned downtime counts



(1) Hamilton, Wainwright, Diering, "Lesson learned from recent failures of gear drives on mills in South Africa", SAG 2006 conference, (2) Dhillon, "Mining equipment reliability, maintainability and safety", 2008, Springer (3) AME Reseach



Concentrators are required to achieve typically 95% availability in order to meet business objectives (1)

Approximately 10% of production time is lost by unplanned maintenance (2)

Facts

New, large-scale Las Bambas, Cobre Panamá, Aktogay & Bozshakol mines have high capital intensities of > US\$6.6/lb of annual copper capacity (3)



ABB Gearless Mill Drive systems (GMD)

131 units installed and recently ordered

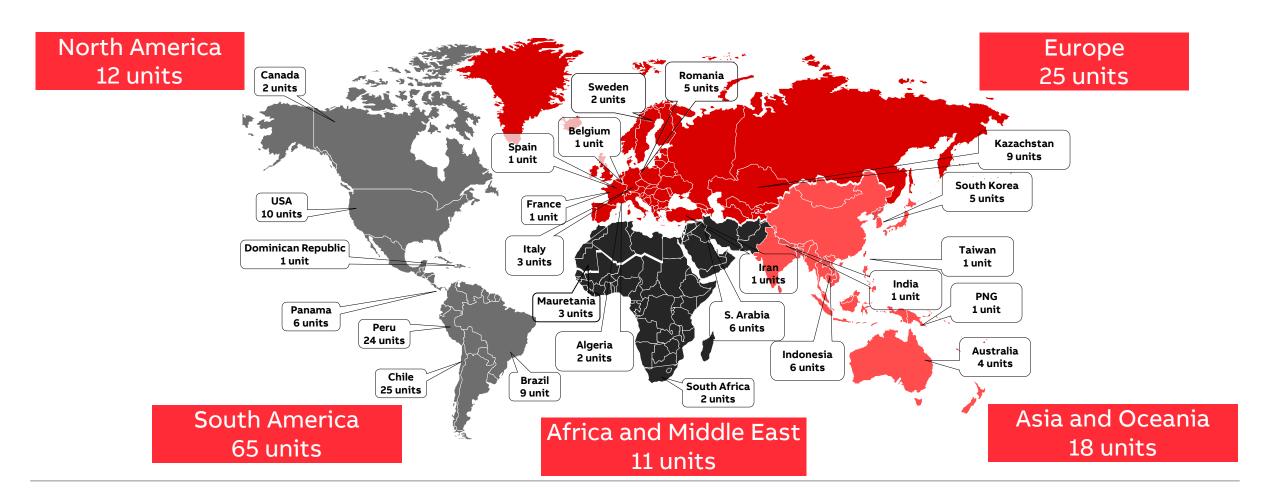




ABB LTSA

GMD Services



GMD field services

Expert on-site support



Field services include among others:

- On-demand site inspections
- Scheduled (6M, 12M, 36M) preventive maintenance inspections
- Emergency repairs
- Extended on-site support

Benefits:

- Reduces the risk of disruptive life cycles and overall cost of maintenance
- Optimized GMD asset performance
- Reduce your risk of performance problems and premature equipment failures

Improve your GMD equipment availability and reliability





ABB LTSA

GMD Services



Spares and consumables

Spare parts services from ABB ensure reliable and safe operation

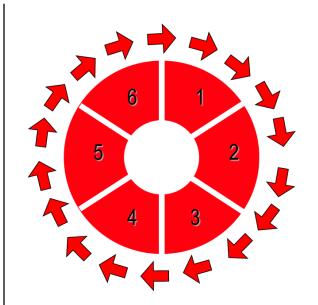
Spare parts

- Spare parts lists & kits
- On-demand spares
- Emergency spares
- Inventory audits

Benefits

Effective, preventive and predictive maintenance services maximize the reliability of your plant equipment.

Our service specialists utilize the most advanced diagnostic and repair practices to maximize equipment, performance and availability.



- 1 Request for Quotation
- 2 Proposal / Offer
- 3 Purchase Order
- 4 Order Confirmation
- 5 Order Fulfillment
- 6 Customer's Obligation and Feedback



ABB LTSA

GMD Services

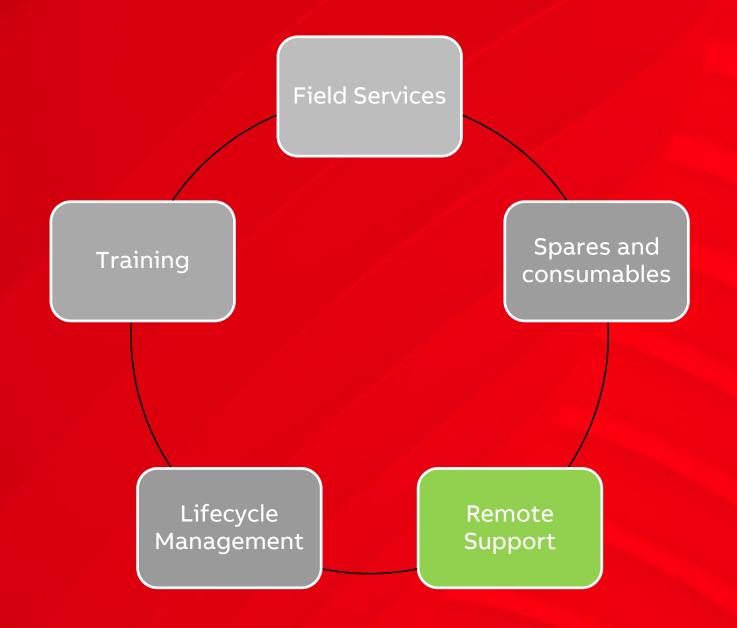
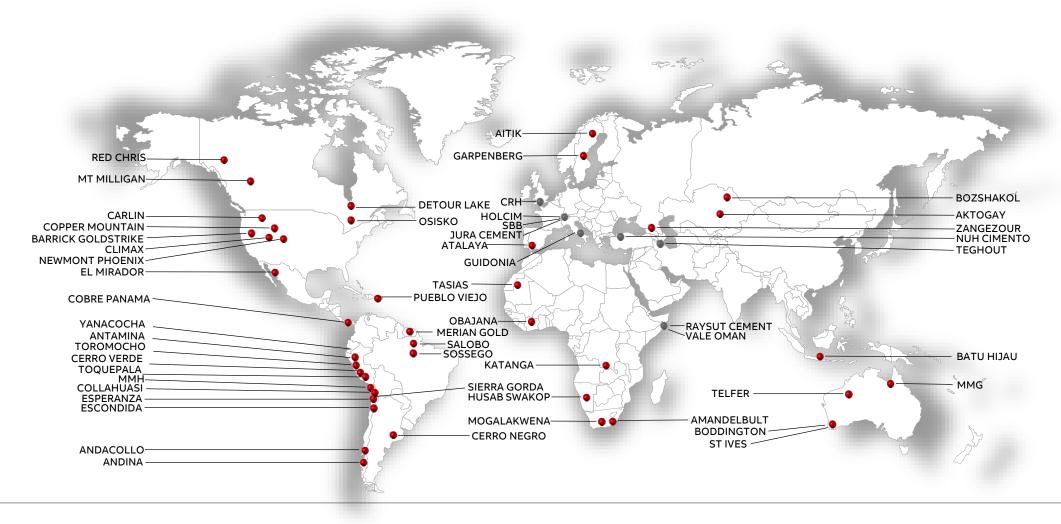


ABB Ability™ Remote Assistance for grinding

Remote Connection Worldwide



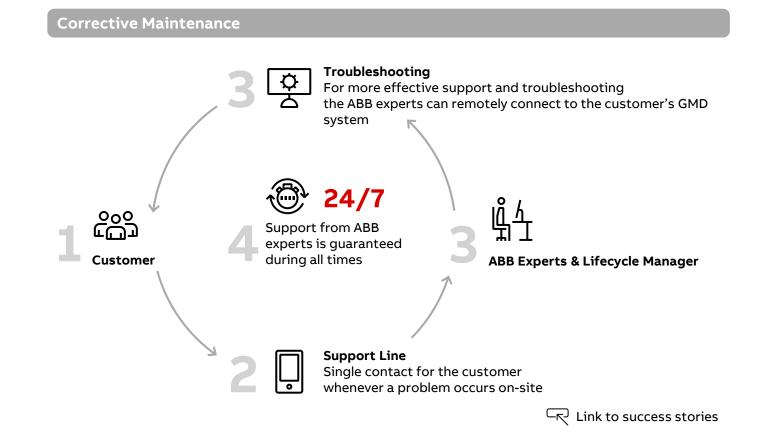


Remote assistance – 24 X 7 SupportLine & troubleshooting

Corrective maintenance service

- Telephone **SupportLine** with guaranteed response time
- 24/7 service gets the customer in immediate contact with our technical support engineers
- ABB experts are linked to the operators' HMI via a secure remote access connection to enable on-demand problem solving

- > 88 110 support line tickets per year, from across 44 different sites
- Average case resolution time 1.5 to 2 hours

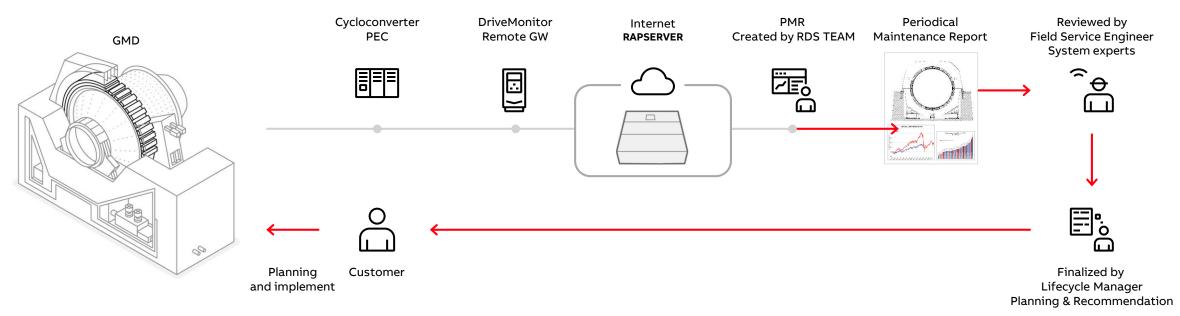




Asset health - Periodic Maintenance Report (PMR)

Preventive maintenance service - Reliable analysis to avoid unexpected shutdowns

Periodic maintenance reports are a set of regular health checks, which provide valuable inputs to the customers preventive maintenance routine



- Faster identification and resolutions of problems
- Better insight into the problem when troubleshooting on site



ABB Ability™ Predictive Maintenance Platform for Grinding Power Train

The new user experience

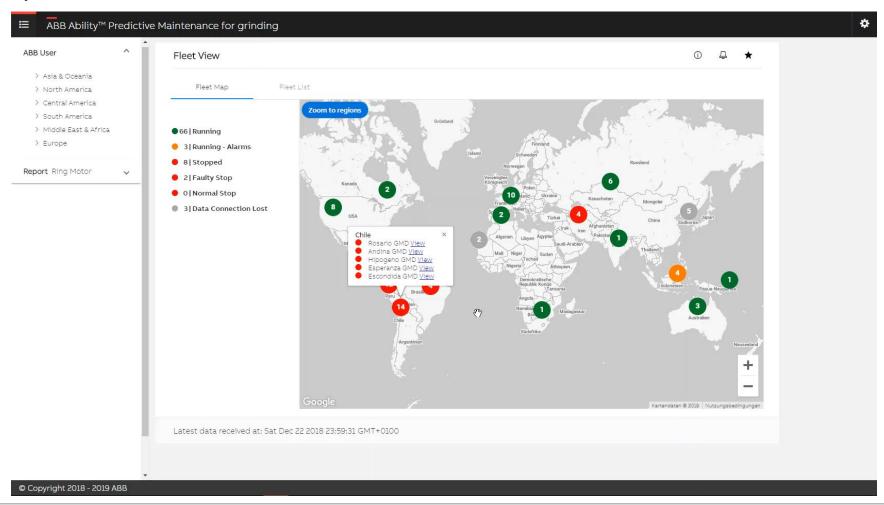
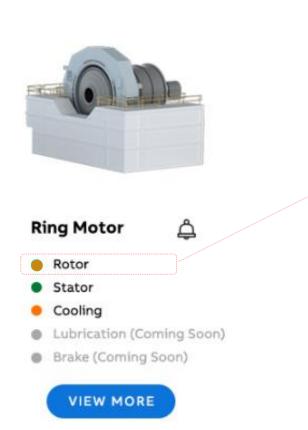
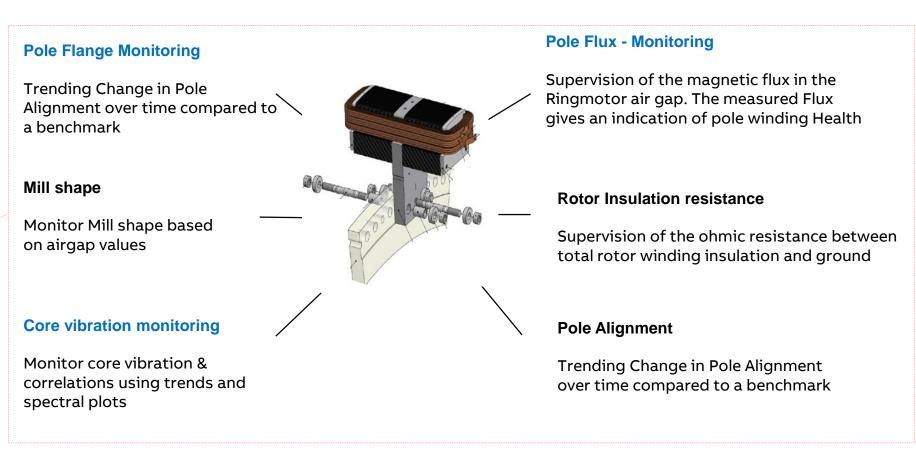




ABB Ability™ Predictive Maintenance Platform for Grinding Power Train

Delivery of services using the digital platform





The power of choice



ABB Ability predictive maintenance & remote assistance for Grinding

Avoid mill downtime



→ Top 3 cases yielded an estimated 32 Hrs. reduction in downtime

→ Top 5 cases yielded an estimated 60 Hrs. reduction in downtime

→ Top 5 cases yielded an estimated 146 Hrs. reduction in downtime

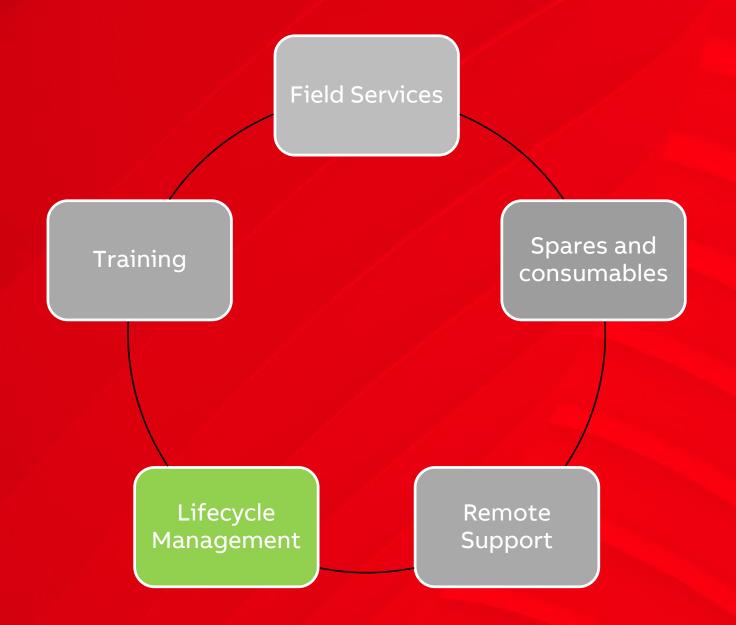
2017 → Top 5 cases yielded an estimated 88Hrs. reduction in downtime

Note: Excludes cases of major failures where downtime is significantly high



ABB LTSA

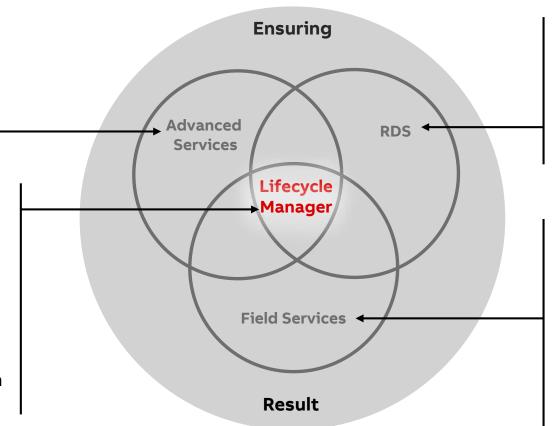
GMD Services



Lifecycle Management

Long Term Service Agreement Key Player

- Spare parts lists and kits
- Training (on-site, classroom)
- Process improvement services
- Engineering & consulting
- Project management
- Time schedules
- Cash flow
- Supply chain management
- Compliance & Reliability
- Management reports with KPIs
- Communication & escalation plan
- Progress meetings



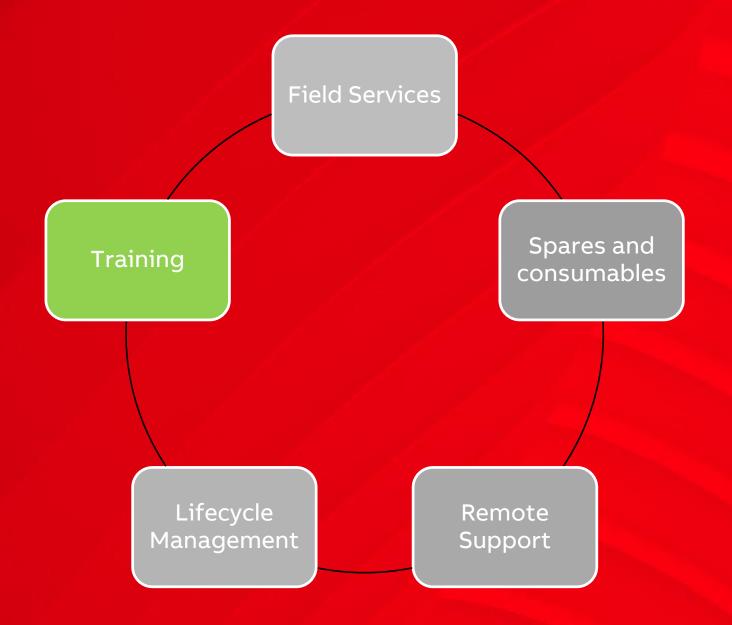
- SupportLine reports (SL)
- Periodic Maintenance Reports (PMR)
- Condition Monitoring notifications (CM)

- On-demand emergency services
- On-demand non-emergency services
- Extended start-up support
- Scheduled Maintenance
 - [6 | 12 | 36 months]
 - Field Service Reports (Mech. & El. FSR)



ABB LTSA

GMD Services



Training – Learning Center Mining, Aluminium and Cement

Onsite, classroom and virtual trainings



Three types of training



Classroom training in our learning center in Baden-Daettwil, Switzerland



Classroom training **on-site** at your plant or in any other appropriate location near you



Web based training (virtual classroom training)
using a **remote learning platform**



Training – Learning Center Mining, Aluminium and Cement

Scope of courses

Our offerings

We provide professional process and product training courses for our worldwide customers in the cement, mining and mineral processing industries

Our courses cover these products and processes:

- 800xA control system
- Gearless mill drive
- Ring-geared mill drive
- Expert Optimizer
- Knowledge Manager
- High power rectifier
- ACS880
- Cement and mineral processing











Training - Learning Center Mining, Aluminium and Cement

Our facilities

Welcome to our learning center!







ABB Ability™

Performance optimization and lifecycle assessment services

ABB Ability™ Performance optimization

Performance optimization for mining

Evaluate Potential

APC Implementation

Sustain Benefits

Fingerprint

APC Commissioning

Collaborative Operations

ABB Ability™ Performance optimization is a systematic and proven approach to improve and sustain process performance through collaborative operations



ABB Ability™ Lifecycle assessment services

GMD and RMD – Power upgrade Services – sweat your asset

13.96 MW

Increase system power to increase production

+ 4%

Power

Site services performed during standard SAG mill maintenance (liner change)

Typical steps

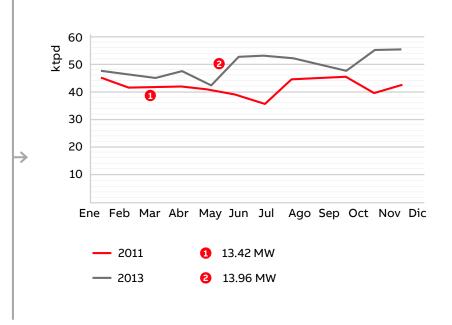
Power study

System modifications
(typically cooling,
MCC, Software)

On-site implementation

Average increase in treatment capacity of 14% (or higher)

Average ore processed in SAG Mill





13.42 MW

ABB Mining Care: designing a Service Contract

Service agreements built with care. We work with you to understand your needs



Cut complexity

Simplified service interaction.

Services performed safely and efficiently with one point of contact from the start through the duration of the contract.

Less time wasted. Fewer hassles.

Control cost

More predictability. Fewer surprises. Consistent service delivery.

Structured approach with fixed annual pricing, so customers have a consistent experience every time.

Maximize capital

ABB equipment. Your equipment. Customized service alignment.

Issues detected early enough to take action, and improvements implemented that avoid problems and sustain gains.



ABB Ability™ Remote Assistance

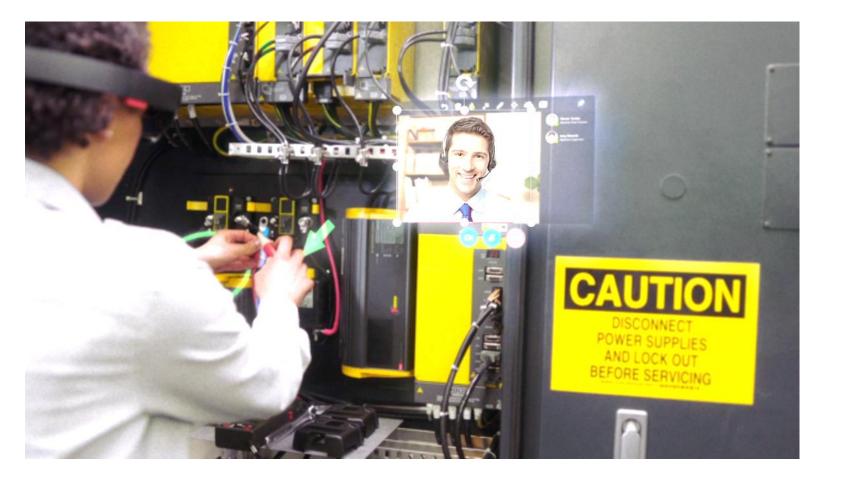
A look into the future



ABB Ability™ Remote Assistance

Remote assistance using augmented reality







#