



smarter, cleaner  
... better  
energy  
solutions





For a smarter, cleaner ... better world

# we are committed to powering the world with smarter, cleaner ... better energy

To achieve this, we listen to our customers, understand their goals, work closely with them to understand their problem and then provide innovative solutions that solve their energy challenges. From power generation to delivery, we work closely alongside our customers – at every step – to help improve their energy offerings.

Whether delivering Windtec Solutions or Gridtec Solutions, our approach always starts with our people. From engineering to support services to manufacturing, our world-class specialists deliver power systems that provide clear and sustainable commercial and operational advantages.

Our full understanding of our customers' entire process, combined with our global capability, unrivalled experience and engineering expertise, set us apart.

At AMSC, we utilize the right people, products and partners to solve complex power challenges, create a competitive advantage, enhance customer value and deliver smarter, cleaner ... better energy.

Daniel Patrick McGahn, President and CEO



we listen,  
we partner,  
we innovate

Since our founding in 1987, we have been designing and delivering clean, efficient, flexible and cost-effective solutions that lower the cost of energy, enhance performance and increase profitability – driving our customers' businesses forward. We have operations throughout Asia, Australia, Europe and North America.

#### We pride ourselves on

- Cutting edge wind turbine designs with best-in-class power electronics and controls
- Highly reliable and efficient transmission and distribution products
- Full suite of engineering and support services

Solving your most complex power challenges.  
Delivering competitive advantage.

**Turning power into profit.**





# design, support, succeed

AMSC's Windtec Solutions help you to grow your business with best-in-class wind turbines – quickly, effectively, profitably. We define new classes of wind turbines. We can stand alongside you every step of the way – from sketching out the big picture to tightening the very last bolt.

Through its Windtec Solutions, AMSC provides the conceptual and detailed wind turbine designs and a full scope of services, including supply chain development, localization and volume manufacturing support services and employee training. Our Windtec Solutions also include advanced wind turbine power electronics, control systems and drivetrain solutions. All of this will enable you to achieve business success.

We ensure your solution is right for your business and for the markets you are targeting. We provide a competitive edge. We make sure that investment costs are right for the size of the opportunity while helping reduce your production costs and increase sales. Ultimately, we lower the cost of wind energy, providing you with a competitive edge and a measurable ROI.

**We can do all of this for you;  
we are the partner you can turn to.**

## Profit from our knowledge

Superior power curves. Advanced drive train solutions. Optimized blade designs. Our turbine platforms make sure that the maximum amount of energy is extracted from the wind – turning energy into profit.

We deliver the skills, designs, technology and wind industry network to succeed in this growing market. Our Windtec Solutions get you to market faster and reduce the time it takes to realize a return on investment, and ensuring that you have the right solution in place for now and for the future.

## Profit from our partnership

Our goal is to form decades-long relationships with our partners. We work alongside you to grow your business and overcome new challenges.

We measure our success by the success you achieve.

From onshore to offshore, from doubly-fed induction to direct drive, from 1.65 MW to 10 MW, we have the engineering and experience to provide you with measurable competitive advantages. As your local market grows and as it matures, you will be able to meet increased needs, adding new wind turbine platforms where and when they're needed, increasing capacity without reducing returns.

## Profit from our innovation

The world leader in our field, we are constantly developing new solutions for our partners and opening up new market opportunities. Our advanced turbine controls systems, SCADA, condition monitoring system, and wind park controller are helping to optimize not only the turbine but the entire wind park – helping plant owners generate as much revenue as possible.

With AMSC's Windtec Solutions, you can be confident your wind turbine business will be a long-term success.

**And that we will be there beside you –  
every step of the way.**

## Profit from AMSC's Windtec Solutions by

- Launching a new wind turbine platform with ratings up to 10 MW
- Fielding your prototype in as few as 12 months
- Installing and commissioning turbines yourself
- Meeting certification and grid standards
- Growing a local wind turbine industry
- Gaining access to best-in-class turbine power electronics and controls





# components, connectivity, control

AMSC's Gridtec Solutions are a set of engineering planning services and advanced grid systems that optimize network reliability, efficiency and performance from the point of generation through transmission and distribution.

We supply components, systems and solutions to some of the industry's biggest names. From renewable EPC firms to plant developers, from investor-owned to public power utilities, from government agencies to large-scale commercial and industrial manufacturers, we are trusted to address and solve complex problems with high reliability.

## Rely on our commitment

Our commitment is to deliver the right solution for our customers, each and every time. Whether a simple component or an advanced system solution, we focus on ensuring that the investment is right for you and your business strategy.

We are experts in renewable energy interconnection, utility-scale solar power plant inverter systems, transmission and distribution power electronics, fault protection, power quality solutions for commercial and industrial applications and high-capacity power cable systems. Our focus is on helping our customers achieve reliable, economic and sustainable power solutions that enhance long-term ROI.

## Rely on our approach

Key to achieving the right solutions is asking the right questions. Virtually every job, from a simple component request to a full-scale implementation program, goes through AMSC's Network Planning and Applications Group. Composed of experienced former utility planners, they will work closely with you to architect a solution that meets your specific needs and cost-effectively enhances your system's reliability.

When we have a clear understanding of the unique issues you face, we reach for our tool kit, which is among the most sophisticated in the industry. We then outline options for advancement.

## Rely on our expertise

Combining experience and expertise with our robust technical solutions enables us to deliver enhanced operational and financial performance – providing reliability, security, efficiency, scalability and tangible long-term benefits.

**AMSC's Gridtec Solutions deliver what you need: nothing more, nothing less. For invaluable advice and compelling solutions, you can rely on us.**

## Rely on AMSC's Gridtec Solutions to

- Identify potential weaknesses in your power network
- Connect your renewable energy to the power grid with high reliability
- Improve voltage stability with proven reactive power compensation solutions
- Optimize your power network with high capacity power cable systems
- Enhance power quality at your industrial facility



## About AMSC

AMSC (NASDAQ: AMSC) generates the ideas, technologies and solutions that meet the world's demand for smarter, cleaner ... better energy. Through its Windtec Solutions, AMSC enables manufacturers to launch best-in-class wind turbines quickly, effectively and profitably. Through its Gridtec Solutions, AMSC provides the engineering planning services and advanced grid systems that optimize network reliability, efficiency and performance. The company's solutions are now powering gigawatts of renewable energy globally and enhancing the performance and reliability of power networks in more than a dozen countries. Founded in 1987, AMSC is headquartered near Boston, Massachusetts with operations in Asia, Australia, Europe and North America.

## Talk to us about

- Solving your most complex power challenges
- Enhancing your competitive advantage
- Improving your system's performance, reliability and profitability

Whether you wish to make new advances in renewable technology, optimize power generation or delivery, or simply gain a better understanding of the issues you face, please get in touch. We're here to help.

[www.amsc.com](http://www.amsc.com)

©2012 AMSC. AMSC, SMARTER, CLEANER... BETTER ENERGY, WINDTEC and WINDTEC SOLUTIONS, GRIDTEC and GRIDTEC SOLUTIONS, are trademarks or registered trademarks of AMSC or its subsidiaries. All other brand names, product names or trademarks belong to their respective tradeholders.



smarter, cleaner  
... better energy

