



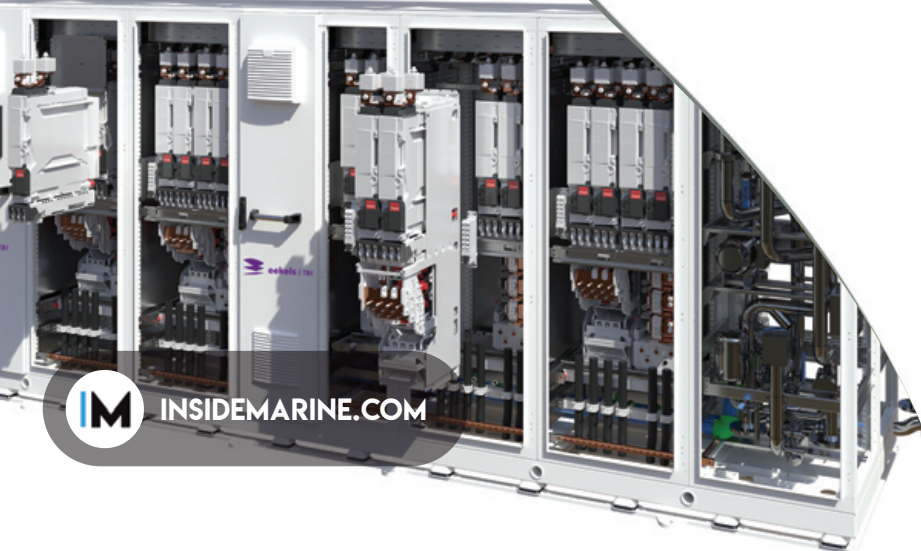
EEKELS TECHNOLOGY

# PARTNER IN ZERO EMISSION TECHNOLOGY



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# PARTNER<sup>IN</sup> ZERO EMISSION TECHNOLOGY

*Eekels is an electrical, technical and mechanical specialist for the marine and offshore sector. The company has over a century of expertise offering state-of-the-art solutions on an international stage and is now fully committed to developing and delivering zero emission technology. Manager Sales & Business Development Ulco Hoekstra explained more to Hannah Barnett.*

**AS** part of Dutch technology giant TBI, Eekels has successfully delivered projects on more than 2,400 vessels, including over 300 superyachts. Expertise is not limited to newbuilds, however, as the company also offers an impressive portfolio of small- and large-scale refits, conversions, environmental upgrades and life-time extensions.

“As a one-stop shop and product partner with high-quality specialised knowledge, we excel in developing, delivering and managing standardised and customer-specific solutions for electrotechnical issues,” said Manager Sales & Business Development Ulco Hoekstra. “Sustainability, energy-efficiency, reduction of operational costs and future flexibility for the shipowner are paramount. Eekels achieves these goals by providing integrated solutions and applying innovations that add value for the client – both shipyard and shipowner – and, in a broader sense, for society.”

The company is headquartered in Kolham, the Netherlands, and extends

its global presence with offices in China, Germany, Romania, Spain and Vietnam, along with a network of international partners. Eekels records an annual turnover of more than €100 million.

## A global reach

Eekels has strategically located itself across Asia with offices in both China and Vietnam, in recognition of the continent’s key importance to the marine sector. The company has been collaborating with SaierNico, a Chinese company, for twenty years and continues to do so to build strong partnerships in the region.

In India, Eekels has seized the initiative to form robust relationships with shipyards and local entities. This effort aims to unburden both national and international customers, demonstrating the company’s dedication to providing comprehensive services.

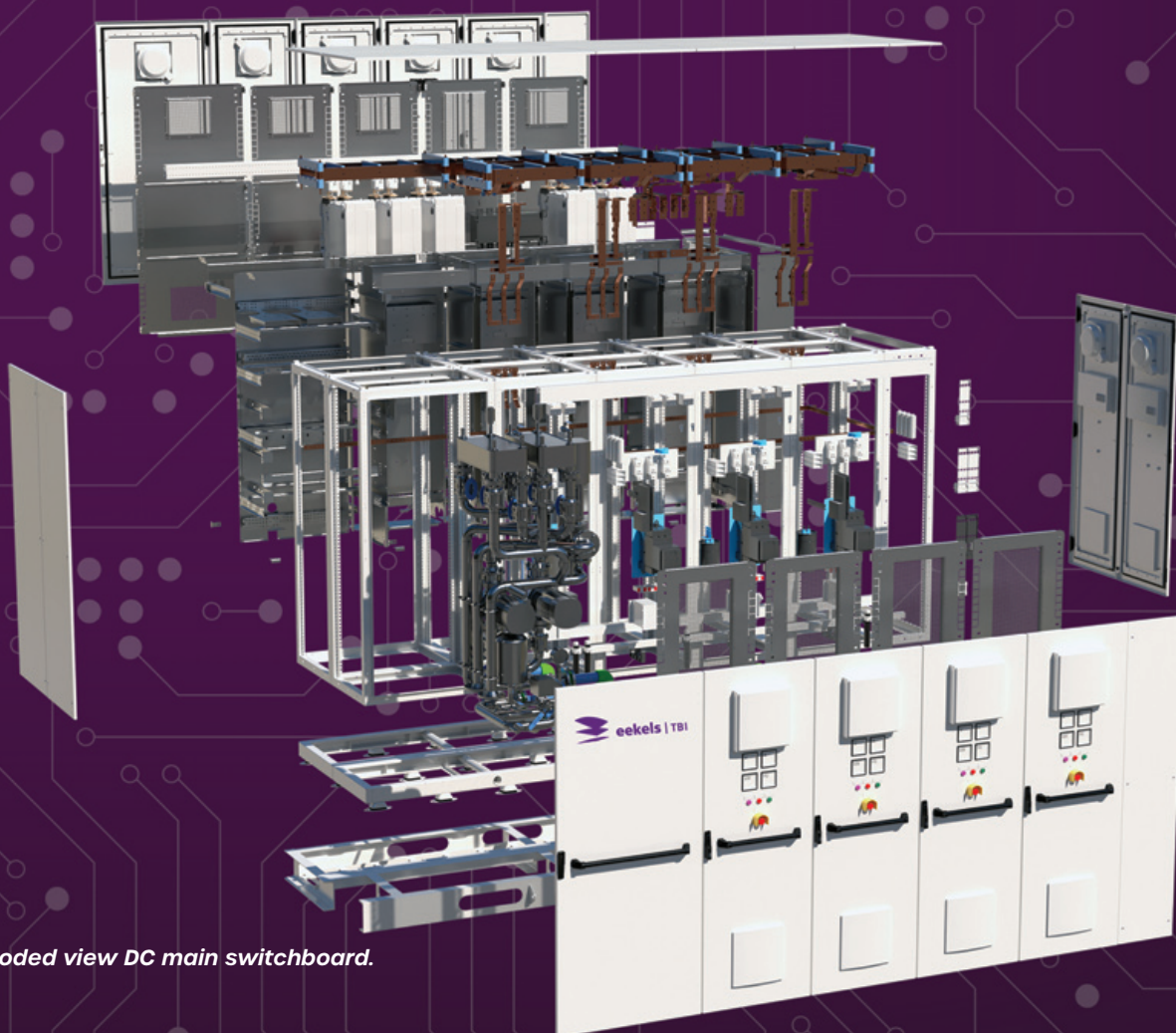
“And we don’t stop at services; we have also achieved success by delivering substantial complete electrical packages in Asia,” said Mr Hoekstra. “This underscores



our capability to meet the diverse needs of the market.”

Recently, Eekels was awarded an order by Damen Shipyards Gorinchem, for the electrical installations on seven Commissioning Service Operation Vessels (CSOVs) to be built in Ha Long, Vietnam, for customers Windcat/CMB.Tech, TSSM and Purus. The CSOVs will be equipped with hybrid battery technology and for Windcat/CMB.Tech prepared for conversion to hydrogen as an energy source. The order comprises the engineering, production, supervision and commissioning of the electrical installations, among which: switchboards, lighting installations, vessel

Manager Sales & Business Development Ulco Hoekstra.



Exploded view DC main switchboard.





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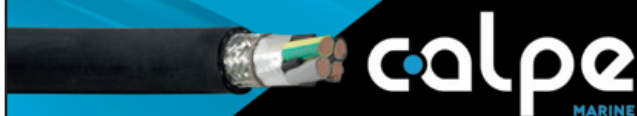
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### Enduring relationships

The company strengthened its collaboration with Danfoss Drives by signing an indefinite Framework Agreement in November 2023.

“This development aligns with a series of successful maritime projects in which we operated as a pioneer, playing a central role in transforming the new iC7 drives platform into a complete system,” said Mr Hoekstra. “Innovation and expertise are the driving forces in the relationship. We prioritise collaborative and long-term relationships with our suppliers and partners, such as Danfoss, recognising their vital role in our success.

“Battery suppliers also play a crucial role in advancing our sustainable solutions. Our partnerships extend to naval archi-

tecs, such as Groot Ship Design, where mutual understanding and effective communication ensure successful project outcomes. The support from companies affiliated with TBI also reinforces our capabilities. These collaborative efforts underscore our commitment to building enduring relationships within the marine and offshore market.”

### Smart Shipping

Eekels is extending its emphasis to include crew training, remote support, and remote monitoring. As part of this commitment, Eekels delivers project-specific training on the systems it provides; on board the vessel, at the Eekels HQ or the client’s office.

The company also offers a fully integrated power and automation system that facilitates comprehensive remote support. This incorporates advanced features for remote assistance such



*The Marpower drive systems are available for propulsion as well as side thruster, PTO/PTI, hybrid battery, cargo pump, crane, shore power and/or multi-application solutions.*





Hydrogen power unit 500 kW.

as diagnostics for swift issue resolution, software maintenance and assistance to enhance on-site troubleshooting.

“These elements are central to our approach to service support, guaranteeing the highest levels of efficiency, reliability, and proactive maintenance for our clients,” said Mr Hoekstra. “These dashboards in our Vessel Performance System make Smart Shipping possible for fleet managers, operators and superintendents.”

### Independent system integrator

The ability of Eekels to produce bespoke products in-house is a distinctive factor that sets the company apart from competitors. Eekels offers, amongst others, the construction of standard or fully customised consoles and panels, utilising state-of-the-art CNC machines. Eekels is a market leader in Shore Power Converters (SPCs) offering compact and lightweight designs and a front runner in cutting-edge power conversion technology. For these



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“We offer innovative solutions with a strong focus on propulsion and bow thrusters.”



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## Intelligent Energy Storage Solutions

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The feasibility and reliability of EST-Floattech's battery technology is demonstrated by several projects run in partnership with Eekels. The new Octopus Series can be installed in virtually any vessel, thanks to its modular construction. Each project is a collaboration with different customers to ensure the battery system suits their requirements.

If you want to know more, then reach out to our experienced team.



Octopus Series

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*Modular Propulsion Platform (MPP) DC main switchboard.*

highly sophisticated products, Eekels can rely on its own trademark: Marpower.

"Having our multi-redundant automation system fully designed in-house positions us as a comprehensive and independent system integrator," explained Mr Hoekstra. "The capacity to create the latest technology internally, from concept to manufacturing, showcases our commitment to innovation and self-sufficiency.



"This not only ensures that we remain at the forefront of technological advancements but also allows us to tailor solutions to meet the unique needs of clients."

### **Zero emission technology**

Eekels is fully committed to sustainability. New, environmentally friendly technologies, digitalisation, AI, the Cyber Resilience Act, GHG protocol, circularity and energy efficiency are high on the company's agenda.

"We contribute to sustainability by providing integrated solutions," said Mr Hoekstra. "This involves a multidisciplinary approach to the design and realisation of projects, including the technical installations and maintenance of the entire system."

Eekels focuses on minimising emissions and maximising the use of smart energy solutions. As every project is unique, there



is no one-size-fits-all solution; this requires an integrated approach early in the design phase. Eekels offers solutions for reducing lifetime energy demand, while also increasing the share of energy from alternative sources.

The company has also developed an innovative, future-proof Modular Propulsion Platform (MPP), which allows ships to sail electrically. To generate electricity on board, various green sources and fuels can be linked to the MPP. Those sources include clean generators, heat recovery, solar panels, wind power, shore connection and electrical storage systems such as batteries. Green fuels like hydrogen, methanol and ammonia are necessary for operating with reduced or zero emissions.

"The core and uniqueness of the MPP is our breakthrough technology to make these different energy sources work together and integrate both AC and DC systems, along with all other applications on one platform," Mr Hoekstra explained. "The first ships with the Eekels' MPP are now in service and the results exceed all expectations.

"With more than 30 year's active experience in the maritime industry, I am driven by overcoming climate challenges and creating electrical power and propulsion solutions for vessels with zero emissions," concluded Mr Hoekstra. "It is tremendously exciting to make an impact while also working closely with ship owners, fleet managers, naval architects and shipyards."

*Marpower SPC-II HYBRID Shore Power Converter.*





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