



## **Stena Line Signs Up for Online Service**

### **Agreement covers two superferries in Stena fleet**

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MAN Diesel & Turbo recently signed a contract with Stena Line to provide its online service to two vessels. The 'Stena Hollandica' and 'Stena Britannica' are both conventional passenger-and-vehicle superferries that sail the daily route between the Hook of Holland and Harwich and are each powered by 4 x MAN 48/60CR engines.

**MAN Diesel & Turbo SE**  
Teglholmsgade 41  
DK-2450 Copenhagen SV  
DENMARK  
[www.mandieselturbo.com](http://www.mandieselturbo.com)

Dan Sten Olsson, CEO and owner of the Stena Sphere, and Bjarne Koitrand, Stena Line Technical Director, visited Augsburg, Germany to meet MAN Diesel & Turbo's Dr Uwe Lauber, CEO, and Wayne Jones, Chief Sales Officer and agree the new deal.

**Marketing & Documentation**  
Further information:  
Peter Dan Petersen  
Tel.: +45 33 85 14 70  
[peterd.petersen@man.eu](mailto:peterd.petersen@man.eu)

Olsson said: "Digitalization is the direct communication of the truth and opens up for fast adjustments and improved performance by automation or improved human judgment."

Graphics and images:  
Mia Toft Sørensen  
Tel.: +45 33 85 15 90  
[mia.soerensen@man.eu](mailto:mia.soerensen@man.eu)

Wayne Jones commented "We have a clear strategy regarding the development of our digitisation program where we already monitor over 200 installations worldwide. We can even keep track of the assets on our smartphones. We will shortly move into Phase 2.0 where we will further extend our online services to our two-stroke installations. Our customers are extremely pleased with our concept and who else is better placed than MAN Diesel & Turbo to support the customers' business in an agile and efficient manner?".

As part of this digitilization strategy, MAN Diesel & Turbo recently appointed a Chief Digitization Officer, Audi Lucas, to further drive the development and integration of digital offerings within its portfolio.

In connection with the new appointment, Dr. Uwe Lauber – CEO MAN Diesel & Turbo – stated: "As a creative mission, digitization goes way beyond the development of technologies. It is an approach and way of thinking that involves interdisciplinary networking, data analysis and interaction. More than ever before, we want to embed this mentality at all levels within MAN Diesel & Turbo – from corporate strategy through to customer service and product development."



### **Online Service**

PrimeServ Online Service is MAN Diesel & Turbo's service for monitoring engines and turbochargers automatically and continuously.

Constant monitoring of key engine and turbocharger performance data facilitates the optimisation of any inefficient operation modes in good time, maintaining the availability and reliability of MAN hardware.

Since 2000, all MAN Diesel & Turbo engines have been delivered with integrated data interfaces, which can be upgraded to complete local systems for engine monitoring.

If online access is facilitated via this data interface, all of the engine and turbocharger operating data and additional information can be made available to PrimeServ specialists for analysis.

PrimeServ Online Service transmits key engine data from any place in the world via secure data connections. PrimeServ experts analyse the data and provide recommendations for maintenance/repairs.

### **About Stena**

Stena Line is one of the world's largest ferry operators and the largest privately owned shipping company in the world. With services serving much of northern Europe, Stena Line is a major unit of Stena AB, itself a part of the Stena Sphere.

The Stena Sphere consists of the three parent companies, wholly-owned by the Sten A Olsson family: Stena AB (publ), Stena Sessan AB and Stena Metall AB and their wholly or partly owned subsidiaries. Together they constitute one of Sweden's largest family-owned corporate groups.



*Stena CEO, Dan Sten Olsson (front, blue helmet) and Stena Line Technical Director, Bjarne Koitrand (white helmet) pictured in Augsburg during a tour of the local MAN PrimeServ facility*

**About MAN Diesel & Turbo**

MAN Diesel & Turbo SE, based in Augsburg, Germany, is the world's leading provider of large-bore diesel and gas engines and turbomachinery. The company employs around 15,000 staff at more than 100 international sites, primarily in Germany, Denmark, France, Switzerland, the Czech Republic, India and China. The company's product portfolio includes two-stroke and four-stroke engines for marine and stationary applications, turbochargers and propellers as well as gas and steam turbines, compressors and chemical reactors. The range of services and supplies is rounded off by complete solutions like ship propulsion systems, engine-based power plants and turbomachinery trains for the oil & gas as well as the process industries. Customers receive worldwide after-sales services marketed under the MAN PrimeServ brand.

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