

Long Term Service Agreement (LTSA Team)

LTSA Team Background and Services

The attorneys of Troutman Sanders' LTSA Team have unparalleled experience in the structuring, drafting, negotiation, completion and implementation of complex agreements involving the long term maintenance of power generation equipment (often called "Long Term Service Agreements" or "LTSAs"). As long-time members of the Firm's energy industry practice group, each Team member understands the key commercial, engineering and energy industry concepts that drive the business decisions underpinning these agreements. By applying this unique expertise in combination with solid legal skills, our Team has been proud to represent multiple independent power producers and utilities alike in connection with their LTSA legal work.

The Team's services include:

- Drafting and negotiating new LTSAs, utilizing cutting-edge energy industry expertise;
- Auditing currently existing LTSAs to identify and assess significant risk factors, and offering practical solutions to mitigate such risks; and
- Renegotiating and amending LTSAs to improve contractual clarity and to consolidate fleet-wide concepts for consistent and practical LTSA management.

Collective Team Experience with LTSAs

Collectively, our LTSA Team has negotiated and structured long term service agreements, long term maintenance program agreements and contractual service agreements:

- for over **207 gas turbines** and over **80 steam turbines**;
- for transactions totaling over **\$14 billion** of LTSA commitments;
- for multiple international and cross-border project developments on a worldwide basis;
- involving services from the major original equipment manufacturers (OEMs), including **General Electric, Siemens Westinghouse, Mitsubishi** and **Ansaldo**, as well as third-party providers like **Pratt and Whitney** and **The Wood Group**;
- covering multiple types of equipment, including **GE** 6Bs, 7EAs, 7FAs, 9FAs, D11STs, and LM6000s, **Siemens Westinghouse** 501Fs and 501Gs, **Mitsubishi** 501Fs and 501Gs, and **Ansaldo** V94.2GTs; and
- for project developments wherein the OEM is also providing operational and routine maintenance (O&M) services.

Thus, alongside our clients, we have literally been across the table from every major service provider on a worldwide basis. Based upon thousands of man-hours of experience, our Team has amassed unparalleled in-depth knowledge of every aspect of the "LTSA business." In the process, we are proud to have pioneered many cutting-edge contractual solutions to address the day-to-day practical challenges of structuring and implementing these complex agreements. However, our greatest satisfaction has been to ensure that our clients' LTSAs - critical components of their asset management programs - are structured and implemented for long-term economic success.

The following is a list of representative LTSA matters handled by our team:

- Long Term Service Agreement for one (1) gas turbine in Italy*
- Long Term Service Agreement for two (2) gas turbines and two (2) steam turbines in Italy*
- Long Term Service Agreements for seven (7) gas turbines and seven (7) steam turbines to be sited in Western or Eastern Europe*
- Long Term Service Agreement for one (1) gas turbine and one (1) steam turbine in Chile*
- Long Term Service Agreement for two (2) gas turbines and one (1) steam turbine in Jamaica*
- Long Term Service Agreement for four (4) gas turbines in Mexico*
- Long Term Service Agreements for three (3) gas turbines in Texas
- Long Term Service Agreement for one (1) gas turbine in Texas
- Long Term Service Agreements for two (2) gas turbines in Mississippi
- Long Term Service Agreement for two (2) gas turbines in Nevada
- Long Term Service Agreement for one (1) gas turbine in Massachusetts
- Long Term Service Agreement for one (1) gas turbine in Oregon
- Long Term Service Agreement for three (3) gas turbines and one (1) steam turbine in New York
- Long Term Service Agreement for two (2) gas turbines in New York
- Long Term Parts Agreement for three (3) gas turbines in New Jersey
- Long Term Parts Agreement for two (2) gas turbines in Pennsylvania
- Long Term Service Agreements for five (5) gas turbines and three (3) steam turbines in California
- Long Term Service Agreements for three (3) gas turbines and one (1) steam turbine in Louisiana
- Long Term Service Agreements for four (4) gas turbines and one (1) steam turbine in Michigan
- Long Term Service Agreement for two (2) gas turbines in Michigan
- Long Term Service Agreements for ten (10) gas turbines in Georgia
- Long Term Service Agreements for four (4) gas turbines and two (2) steam turbines in Georgia
- Long Term Service Agreements for four (4) gas turbines and two (2) steam turbines in Georgia
- Long Term Service Agreement for two (2) gas turbines and one (1) steam turbine in Indiana
- Long Term Service Agreement for three (3) gas turbines in Florida
- Long Term Service Agreement for one (1) gas turbine in Washington State

- Long Term Service Agreement for seven (7) gas turbines and two (2) steam turbines in Arkansas
- Long Term Service Agreements for six (6) gas turbines designated for unspecified U.S. sites
- Long Term Service Agreements for ten (10) gas turbines designated for unspecified U.S. sites
- Long Term Service Agreements for ten (10) gas turbines designated for unspecified U.S. sites
- Long Term Service Agreements for six (6) gas turbines designated for unspecified U.S. sites

Contact Information

*With significant international practice experience, the Team is especially versatile with respect to structuring LTSAs that involve the cross-border sale of goods and services, including the resolution of import/export, taxation, shipping, delivery, conflicts of laws and other related issues.

Please feel free to contact any of the following principal Team members for more information about our services. Troutman Sanders is ready, willing and able to help support your company's efforts towards ensuring that you have the best possible LTSAs for your energy projects.

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