

## 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 and/or parts supply of power generation equipment (often called "Long Term Service Agreements" or "LTSA's"). 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 LTSA's, utilizing cutting-edge energy industry expertise;
- ◆ Auditing currently existing LTSA's to identify and assess significant risk factors, and offering practical solutions to mitigate such risks; and
- ◆ Renegotiating and amending LTSA's to improve contractual clarity and to consolidate fleet-wide concepts for consistent and practical LTSA management.

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## Collective Team Experience with LTSA's

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

- ◆ for over **200 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 & Whitney** and **The Wood Group**;
- ◆ covering multiple types of equipment, including **GE 6Bs, 7EAs, 7FAs, 9FAs, D11STs**, and **LM6000s, Siemens Westinghouse V94.3A1s, 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' LTSA's - critical components of their asset management programs - are structured and implemented for long-term economic success.



## Our Team has helped clients negotiate or re-negotiate parts and/or maintenance agreements for:

- ◆ two (2) gas turbines in Argentina\*
- ◆ one (1) gas turbine in Canada\*
- ◆ one (1) gas turbine in Canada\* (different client than above)
- ◆ one (1) gas turbine and one (1) steam turbine in Chile\*
- ◆ four (4) gas turbines and one (1) steam turbine in India\*
- ◆ one (1) gas turbine in Italy\*
- ◆ two (2) gas turbines and two (2) steam turbines in Italy\* (different client than above)
- ◆ two (2) gas turbines and one (1) steam turbine in Jamaica\*
- ◆ four (4) gas turbines in Mexico\*
- ◆ three (3) gas turbines and three (3) steam turbines in Spain \*
- ◆ seven (7) gas turbines and seven (7) steam turbines to be sited in Western or Eastern Europe\*
- ◆ seven (7) gas turbines and two (2) steam turbines in Arkansas
- ◆ two (2) gas turbines and one (1) steam turbine in Arizona
- ◆ four (4) gas turbines and three (2) steam turbines in California
- ◆ five (5) gas turbines and three (3) steam turbines in California
- ◆ three (3) gas turbines in Florida
- ◆ ten (10) gas turbines in Georgia
- ◆ four (4) gas turbines and two (2) steam turbines in Georgia
- ◆ four (4) gas turbines and two (2) steam turbines in Georgia
- ◆ two (2) gas turbines and one (1) steam turbine in Indiana
- ◆ three (3) gas turbines and one (1) steam turbine in Louisiana
- ◆ two (2) gas turbines and one (1) steam turbine in Maine
- ◆ four (4) gas turbines and one (1) steam turbine in Michigan
- ◆ two (2) gas turbines in Mississippi
- ◆ two (2) gas turbines in Nevada
- ◆ one (1) gas turbine in Massachusetts
- ◆ two (2) gas turbines in Michigan
- ◆ one (1) gas turbine in Oregon
- ◆ two (2) gas turbines in Pennsylvania
- ◆ three (3) gas turbines and (1) steam turbine in New York
- ◆ two (2) gas turbines in New York
- ◆ three (3) gas turbines in New Jersey
- ◆ three (3) gas turbines in Texas
- ◆ one (1) gas turbine in Texas
- ◆ one (1) gas turbine in Washington State
- ◆ six (6) gas turbines designated for unspecified U.S. sites
- ◆ ten (10) gas turbines designated for unspecified U.S. sites
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- ◆ six (6) gas turbines designated for unspecified U.S. sites

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## 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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