

Why genuine spare parts are the best choice for your vessel

– 5+1 great reasons

| Wärtsilä
white paper







Genuine spare parts – the best choice

Ship managers are looking for ways to optimise their operations by increasing productivity and reducing maintenance costs. While owners and operators have typically focused on short-term cost savings, they are now starting to look for longer-lasting benefits. Genuine, high-quality original equipment manufacturer (OEM) parts can provide these benefits.

This paper gives you 5+1 great reasons why genuine spare parts are the best choice for your vessel. Genuine spare parts:

1. keep your operations reliable
2. save time and money
3. have a longer lifetime than alternative products
4. keep your operations safe and compliant
5. are a smart investment for long-term success
- +1 can help you optimise operations with the help of expert services

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5+1 reasons to choose genuine spare parts

When buying spare parts, you should always look beyond the initial cost. While non-OEM spare parts may seem a cost-effective solution, genuine spare parts offer value that goes far beyond the initial cost.

Sourcing your marine spare parts from Wärtsilä as the OEM will deliver you 5+1 important benefits. Marine spare parts from Wärtsilä are reliable and easy to procure. Their lifetime is longer, and they will perform in a predictable way in your vessel. This means they are safer and eliminate the risk of non-compliance. They are also less prone to premature wear or deterioration. Genuine spare parts from Wärtsilä will save you money in the long run.

Reason 1

Keep your operations reliable

Often all it takes for a major breakdown or malfunction is the failure of a single part. The risk of a breakdown or any unscheduled event grows if non-original parts are used. OEM parts are designed to be compatible with your equipment. They are also produced according to the manufacturer's high standards to ensure that your equipment operates at peak performance.

Your installation should continue to deliver optimum performance throughout its entire lifecycle, running without problems day in and day out. That's why all installations, new and old, should use parts that meet the latest standards and specifications.

Original Wärtsilä spare parts comply with the latest specifications and prolong the lifecycle of your installation. Continuous research and development, as well as professional support from Wärtsilä's global network, ensure that you can get the best possible performance from your assets. Tests have consistently proved that original Wärtsilä spare parts improve engine performance and reliability, while reducing overall ownership and operating costs.

Engines and propulsion platforms can remain in production for years or even decades, with incremental improvements being applied over time. Customers with existing installations get access to these improvements in the form of spare parts and upgrades. Typically, customers are notified of these improvements through regular technical bulletins and spare part notices.

"While non-OEM spare parts may seem a cost-effective solution, genuine spare parts offer value that goes far beyond the initial cost."

Reason 2

Save time and money

Having parts available exactly when you need them and making sure it is easy to identify and buy the correct parts also saves you time and money.

A reputable original equipment manufacturer with a well-organised supply chain can offer one-stop shopping for spare parts whenever they are needed. They will also be able to offer prompt and reliable deliveries whenever and wherever you need the parts. This makes your routine maintenance processes easier and also makes it easier to cope with unexpected situations that need to be dealt with as quickly as possible.

Reason 3

A longer lifetime

A quality spare part from an original equipment manufacturer can have a considerably longer lifetime compared to a non-OEM part. This makes original parts the most competitive choice in the long run.

OEM spare parts are thoroughly checked and tested to comply with major quality standards and relevant regulations. They are also made of high-quality materials according to the correct design specifications and tolerances to ensure proper fit and performance. Strict quality management ensures that parts can be delivered with a full warranty.



“The cost of parts is small compared to your overall costs. In the marine sector, the average share of spare parts is approximately 3–6%.”

Reason 4 **Keep your operations safe and compliant**

Extensive laboratory and field tests ensure OEM parts comply with major quality standards and applicable regulations. These include, for example, Engine International Air Pollution Prevention (EIAPP) certification and International Maritime Organization (IMO) regulations which aim to reduce marine emissions.

Every owner and operator in the marine sector is accountable for their engine being emission-compliant after repair or maintenance. Using a non-OEM part could mean your engine is not compliant, which can lead to potential fines, lost business and damage to your reputation.

An original equipment manufacturer such as Wärtsilä offers genuine, high-quality spare parts that are fully compliant with the EIAPP certification requirements and IMO regulations. New spare parts that are deemed emission-critical will include a unique IMO ID number.

Reason 5 **A smart investment for your long-term success**

When buying spare parts, it's important to look beyond the purchase price.

The cost of parts is small compared to your overall costs. In the marine sector, the average share of spare parts is approximately 3–6%. But from a lifecycle cost perspective, the use of original parts offers value that goes far beyond the initial cost.

Using non-original spare parts can lead to expensive repairs and revenue losses in the long run – resulting in costs that far exceed the price of OEM spare parts. Using original spare parts can lead to fuel savings that more than compensate for any extra costs.

A cost-efficient spare parts agreement with your original engine manufacturer can offer considerable savings and reduce the overall lifecycle cost of your equipment.



+1 reason

Expert services will deliver more benefits

When you want to optimise your operations, tapping into the knowledge and expertise of the original equipment manufacturer can help you get ahead.

It is essential that you know which parts to use and how your installation has been modified over time. Along with the physical spare parts, an original equipment manufacturer can ensure compliance with regulations and the compatibility of parts with current product specifications and future upgrades. They will also be able to provide services such as:

- efficient troubleshooting
- technical assistance
- performance analysis
- root cause analysis
- component traceability in breakdown cases

In many cases, remanufacturing and reconditioning solutions are a cost-efficient choice. They have the added benefit of allowing materials to be reused, reducing the environmental footprint of your operations. Combining remanufactured and new parts is a great way to save on maintenance costs without compromising safety. Remanufactured parts can save you time too, if the manufacturer keeps a stock of reconditioned components and even complete engines to speed up delivery.

“Combining remanufactured and new parts is a great way to save on maintenance costs without compromising safety.”

Why choose Wärtsilä spare parts?

In addition to these 5+1 reasons to use OEM parts, Wärtsilä has four other great reasons for choosing its spare parts.

| 1. Easy purchasing

Wärtsilä's Online Services provides 24/7 access to technical information on installations and equipment.

In addition, the service includes:

- parts identification and ordering
- availability and pricing information
- delivery track and trace
- the ability to create requests for quotation (RFQs)
- the option to register and follow warranty claims
- order history information

To simplify ordering you can choose predefined spare part kits and sets for a wide range of needs. Tailored packages for specific needs are also available. If you need help to identify or buy parts, you can contact a Technical Services expert directly via Wärtsilä Online.

“Wärtsilä is the best partner for ship owners wanting to ensure efficient and reliable operations.”

You can buy Wärtsilä marine spare parts easily with your existing procurement system. Wärtsilä Online can be integrated with the most common procurement platforms and systems, such as Shipperv, Seaproc, Procureship and Kinnetik.

| 2. Fast, dependable, on-time delivery

Wärtsilä's Global Logistics Services ensure fast response times and cost-effective on-time delivery of spare parts to customers around the globe. Customers can also track the status of their deliveries via Wärtsilä's Online Services.

Original spare parts can be ordered 24/7 through Wärtsilä's global service network or using Wärtsilä's Online Services. You can also use Wärtsilä's Online services to check the latest valid service bulletins and technical manuals.

To identify the correct parts for your specific installation, Wärtsilä uses an identification system based on unique serial numbers. This ensures that you will receive the parts that you ordered.

3. Genuine parts that meet your requirements

Original Wärtsilä spare parts meet the strict requirements of vessel owners and operators. For example:

- they hold several quality certificates, such as ISO and Bureau Veritas.
- Wärtsilä's quality management systems are regularly audited by internal and external auditors.
- components influencing NOx emissions are qualified for EIAPP and IMO regulations
- Wärtsilä holds class approval for the marine and naval business.
- new spare parts are marked with the Wärtsilä logo and emission-critical parts include a unique IMO ID number, making it easy to recognise genuine, compliant parts.

4. One contact point for many brands

Wärtsilä offers one contact point for the full range of OEM spare parts, tools and consumables for all Wärtsilä brands:

Bolnes, Cedervall, Crepelle, Deep Sea Seals (DSS), DEUTZ marine engines, Deutz MWM, Dolphin, Eureka, GMT, Hamworthy, Japan Marine Technology (JMT), John Mills Valves, Kvaerner, LIPS, Moss, Nohab Diesel, Poyaud, Robert Cort, SACM, Shipharm Valves, Stork SW Diesel, Sulzer, Super trident, Svanehoj, Whessoe, Wichmann, Wärtsilä and Wärtsilä Diesel.

This improves the efficiency of spare parts purchasing in terms of time and money spent. It also lets you benefit from services and support for better planning and overall operational efficiency of your installation.



Play it safe – choose genuine spare parts

Downtime is a headache for every owner and operator in the marine sector, and unscheduled downtime is the worst kind of pain. Genuine, high-quality spare parts and expert support from an original equipment manufacturer like Wärtsilä can help you avoid costly downtime. You will benefit from efficient, reliable operations and reduced operating and overall lifetime costs for your assets.

By choosing genuine spare parts from an original equipment manufacturer, you can be confident that you are making a smart investment in the long-term success of your operations.

Want to learn [how planning maintenance in advance helps you save costs and ensure continued operations?](#) This webinar will help you understand why preparing for maintenance is important.

“Genuine spare parts and expert support can help you avoid costly downtime.”



Wärtsilä Marine Power leads the industry in its journey towards a decarbonised and sustainable future.

Build your success with Wärtsilä's broad portfolio of marine technology. Engines, propulsion systems, hybrid solutions, data and digital tools, liquid and gas handling on vessels, and integrated powertrain systems. These building blocks offer you efficiency, reliability, safety and world-class environmental performance.

The offering includes performance-based agreements and lifecycle solutions as well as spare parts services and an unrivalled global network of maritime expertise. With us, you can navigate decarbonisation with confidence.

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