

The investment-free compressed air package

Fixed costs made flexible with compressed air contracting

Rather than purchasing the compressor, why not just buy the compressed air instead? Well, you can with “Sigma Air Utility” from Kaeser Kompressoren.

The cost of a kilowatt-hour of electricity, a cubic metre of water, or the mileage costs for a company vehicle are all examples of basic information that is required as a starting point for optimisation of a company’s operating costs. When it comes to the essential energy source of compressed air however, key decision makers are often completely unaware of how much a cubic metre of compressed air actually costs. Help is at hand though, as Kaeser’s compressed air contracting system – Sigma Air Utility – eliminates the problem of varied and difficult to identify costs associated with compressed air system ownership. The decision to simply buy compressed air instead of a compressor station significantly enhances cost transparency. In place of a complex calculation involving various figures, the compressed air price is contractually agreed at a fixed cost per cubic metre and therefore provides a consistent basis for dependable cost calculation. The agreed price is valid for the entire duration of the contract and covers all equipment, operating costs and a base volume

of compressed air. If the amount of air used exceeds this base volume, then a contractually agreed surcharge is simply applied to the additional volume. Precise metering guarantees that only the amount of compressed air actually used by the network is billed.

Of course, a compressor station is still required to deliver the compressed air associated with the “Sigma-Air-Utility” plan. All the user has to do however, is provide sufficient installation room within the facility (or space outside for a containerised installation), suitable connections for electricity and, if applicable, cooling water and heat extraction – that’s it. The contracting partner takes care of everything else, from calculating the exact compressed air requirement and the most efficient way to deliver it, to planning, installing, running and maintaining the compressed air system itself.

The main advantage of the contracting system, in addition to cost transparency, is that it ensures long-term compressed air cost optimisation. “Sigma Air Utility” therefore also has an inherent cost-saving feature: Kaeser Kompressoren not only operates and maintains the station, but also makes any necessary changes to accommodate new operating requirements or advances in technology. Moreover, the “Sigma Air Utility” station is remotely connected to the Kaeser Service Centre to ensure maximum efficiency and compressed air availability at all times.

From fixed to variable costs

Because there are almost no capital investment or personnel costs for the end user, Sigma Air Utility both enhances company liquidity and enables personnel to be more effectively deployed to focus on core business. Last, but not least, as the end user does not own the compressor station, the compressed air supply can be claimed as an operating expense, and therefore provides significant tax savings.

