



‘This is really business development together with our customers. We believe that we can significantly optimise the value chain.’

Jul 02, 2019 08:30 CEST

## ESVAGT to develop new business areas

***ESVAGT will extend its portfolio of services with new business areas and partnerships.***

ESVAGT continues to extend the spectrum of services it offers its customers, and with the appointment of Flemming Hjorth as Head of Business Development, New Services, the focus on business development will be even more concentrated.

‘When we develop the services that we can offer, we strengthen our relationships with our customers and help optimise the value chain for the benefit of both parties,’ says Søren Karas, CCO at ESVAGT:

‘Over the last few years, we have successfully added to services – often in cooperation with customers or other parties. We see that our industry still needs innovation and we are now concentrating and strengthening our efforts here with a dedicated business developer. I expect that this will broaden our palette and ensure even closer relationships with our customers,’ he says.

## **Potential for more**

In his role as Head of Business Development, New Services, Flemming Hjorth will play a role in identifying needs and developing the range of services. He will strengthen strategic business development and develop new service concepts for ESVAGT’s existing and new customers:

‘ESVAGT has a strong tradition for continual innovation in close dialogue with customer needs and demands, and there is potential in developing this even further. We need to make sure that customers gain as much value as possible from choosing ESVAGT, including by extending and developing the services that our vessels can offer,’ says Flemming Hjorth.

With experience from A2Sea, Ørsted and C-Bed, where he has worked with business development, he now joins ESVAGT and sees a wealth of opportunities for further developing the solutions that ESVAGT already offers:

‘There is great potential in developing charter and using the vessels for more tasks. This could, for example, be inspection of turbines and blades, drone inspections on unmanned satellites, or ROV inspections of cables and pipes. We need to take even better advantage of our presence in offshore wind farms and oil fields. Flexibility and timing are key for most, and that is something we can really deliver,’ says Flemming Hjorth.

---

## **About ESVAGT**

ESVAGT is a dedicated provider of safety and support at sea and a market leader within offshore wind solutions.

We support the offshore Oil & Gas industries with a wide range of specialized services: Standby, Emergency Response and Rescue Vessels (ERRV), Oil spill

response, Firefighting, Tanker assists, Rig moves, Supply services and Interfield transfer of cargo and personnel.

We service offshore wind farms and have a fleet of dedicated Service Operation Vessels (SOV), which ESVAGT pioneered in 2010. The SOVs provide accommodation for technicians, spare time facilities, offices and conference room, storage for small turbine parts, workshops, etc. The SOV offers flexible personnel and equipment transfer capabilities by either Walk-to-Work gangway system or Safe Transfer Boats.

ESVAGT was founded in 1981 and has a fleet of more than 40 vessels and approximately 900 employees on- and offshore.

## Contacts



### **Heidi Boddum**

Press Contact

Marketing & Communications Coordinator

[hbo@esvagt.com](mailto:hbo@esvagt.com)

+45 78 730 772