



GODIK POWER

INSIGHT AT NORTHSIDE FESTIVAL



“Lights, monitors, freezers, payment systems etc. All of it needs power - and that’s what we deliver.”

HANS MIKKELSEN
Godik Power



At one of the main stages at the NorthSide music festival in Aarhus, Denmark, Godik Power’s Hans Mikkelsen monitors DEIF’s power management control for several gensets that have just been set up and connected.

NO POWER - NO FESTIVAL

At NorthSide, Insight remote genset monitoring improves rental service and customer experience

Godik Power on the solution developed with DEIF: *“It’s the best setup I’ve seen in my 25 years in the industry.”*

In Hans Mikkelsen’s world of managing diesel genset rental units to events, he finds order in chaos.

At the NorthSide music festival in Aarhus, Denmark, scores of hired workers and volunteers build up and maintain a mini-city on acres of hilly fields over a few days. Trucks, cranes, forklifts, and electric golf carts zip back and forth around the festival area as people build and connect: stages with lights, monitors and amplifiers; booths for making and selling food; draft beer and soda systems, coolers, freezers, payment

systems, temporary office buildings, toilets, kitchens and canteens, temporary living quarters, TV compounds for journalists... *“All of it needs power,”* says Hans Mikkelsen, Fleet Manager of Godik Power. *“And that’s what we deliver.”*

Something is different at Northside this year, however. Godik Power’s portable gensets – and the way to monitor them – just got a whole lot better for Hans and his customers. That improvement comes from a cooperation between Godik Power, Danish generator producers and DEIF, as well as



through collaboration with Generator Service Syd ApS and its director Martin Christiansen, which remained an important player in bringing Godik and DEIF together while implementing the solutions.

"I've worked with DEIF products for 20 years, and my experience with them has been good," Hans Mikkelsen says. "I'm not any less impressed with DEIF after this latest development, because this is really something."



REAL-TIME DATA

via smartphone

DEIF's contribution lies in both remote monitoring and power management.

With the new Insight remote monitoring feature, each genset sends real-time operational data to a cloud-based server. Godik Power or its customers can then connect to this server via an app on their smartphones, tablets or computers. *"It gives us the possibility to see how big a load each genset is handling at any time," Hans says. "We can monitor them and see how they are running. You can even sit on the beach and see how the systems are running – wherever they are located."*

Hans describes an experience like that where he checked the Insight app while he was at home on a weekend. *"I noticed there was an unbalanced load in one of the systems we rented out. I called the customer, and he acknowledged that he was having some problems with one of the generators. I told him that he needed to shift some of the load to the other phases. He did so, and afterwards, he was incredibly grateful."*

Hans says that festivals typically have multiple units spread out over a large area. At NorthSide, there are 26 units.

"When we're at a large festival like this one, it wasn't unusual previously that we walked 12, 15, or 20 kilometres a day in our rounds to check on the gensets," Hans says. "We can save a lot of time now, because we can sit with our computers, tablets, or smartphones and see what's happening. We can also see fuel levels and such. And we can plan when and where we need to refill gensets. As soon as any sort of problem occurs on a unit, Insight gives us an alarm immediately so we can get out to the exact genset that needs servicing. It is a fantastic tool, which I'm really looking forward to using from now on."

 Insight



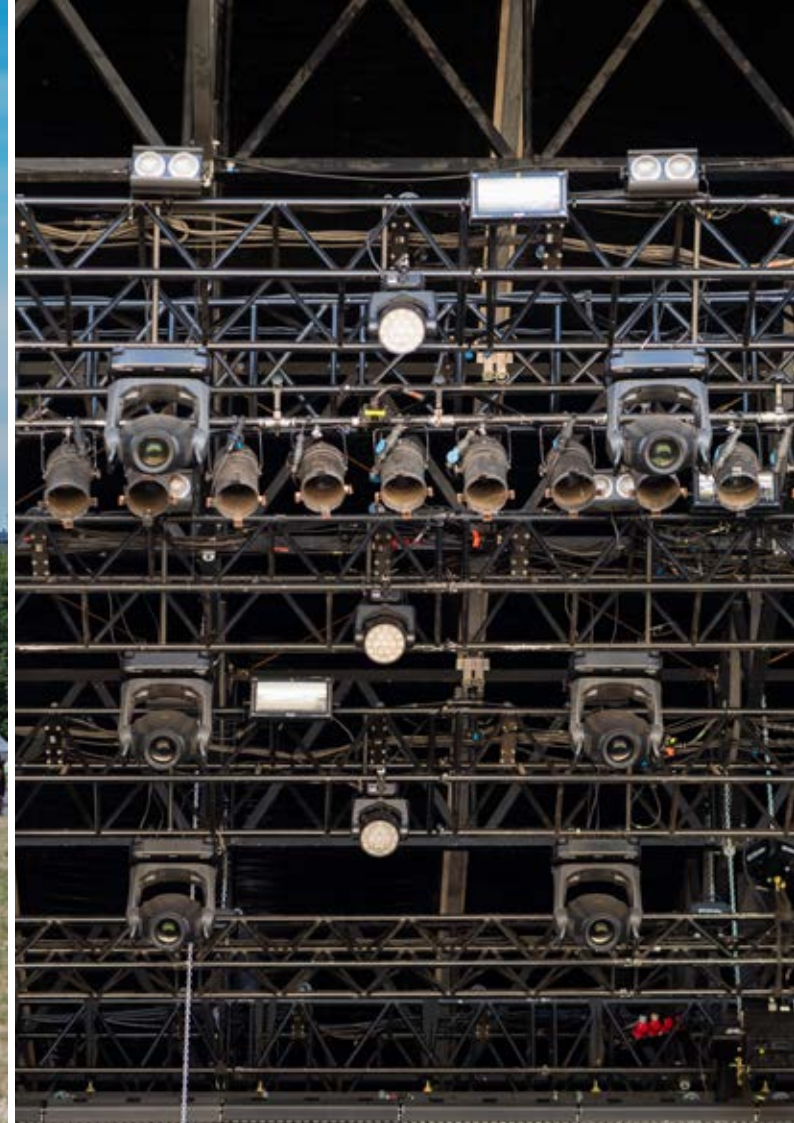
Leon Skov, Technical Support Engineer from DEIF, looks at the Insight remote monitoring app with Hans Mikkelsen of Godik Power. The app gives an overview of all the generators operating at the NorthSide Festival, their status, fuel level and any emergency alarms.





Godik Power's crew sets up and connects gensets to the switchboard by one of the main stages at NorthSide Festival. ▲

NorthSide Festival, Aarhus, Denmark. "The stages need a lot of power," says Godik Power's Hans Mikkelsen. "We use eleven 250 kVA generators at each stage. Each unit delivers 200 kilowatts, or 350 ampere per hour." ►







POWER MANAGEMENT

EasyConnect

DEIF's power management begins during the set-up phase. As Godik Power's crane lifts 250 kVA gensets into each stage area, the crew hooks them all into a switchboard. When in place, the operator starts and aligns all units via the "EasyConnect" feature in the DEIF genset controller. The first DEIF controller to be powered up asks if it shall "Start a new plant?" After the operator clicks "yes", it is just a few more simple clicks before all the units are aligned.

When the festival begins and the stages need full power, Hans can just press a button on any generator called "Concert mode," starting up all gensets. Now the stage gets full load support during the concert. At other times, the gensets can run in "Power Management" mode, powering down individual units to match the actual consumption needed. Thus, when the load drops, gensets stop with it, thereby saving fuel.

"This is especially valuable at an event like NorthSide, where the festival management wants to run as 'green' and as economically as possible," Hans says. "Furthermore, I believe that our generator sizes will get smaller – 100, 150, 200 kVA – so that with power management, it will be possible to just use them like building blocks, instead of using fewer very large units. That will make our fleet more flexible and give us a better market adaptation strategy for our customers."

Hans Mikkelsen predicts that with power management and Insight, Godik Power will be able to save its customers 20% of the usual amount of diesel needed – along with the corresponding emissions. *"At least that's our goal. Experience will of course show the real figure, but I believe this is realistic."* And he is expecting great things from this development with DEIF.

"I've worked in this business for 25 years, and this is just super," says Hans Mikkelsen. "It's the best generator setup I've seen. It builds on all of the plusses and minuses from our combined experience, and we've tried to integrate mostly plusses in the new setup."

The energy-saving "Power Management" button powers down connected gensets as demand drops, thus saving fuel. ▼

"Start a new plant?" ▼
That's EasyConnect by DEIF.





"Before we had Insight from DEIF, it wasn't unusual that we walked 12-20 kilometres a day. Now we just open the app." says Hans Mikkelsen. ▲



"I have worked in this business for 25 years, and this is just super." says Hans Mikkelsen about Easy Connect, power management and Insight from DEIF. ▲

“Our generator sizes will get smaller. With power management we can use them as building blocks.” predicts Hans Mikkelsen.





DEIF A/S

Frisenborgvej 33, 7800 Skive, Denmark

Tel. +45 9614 9614

Learn more at www.deif.com

