



DAELIM BELEFIC

DAELIM PROJECT IN AUSTRALIA

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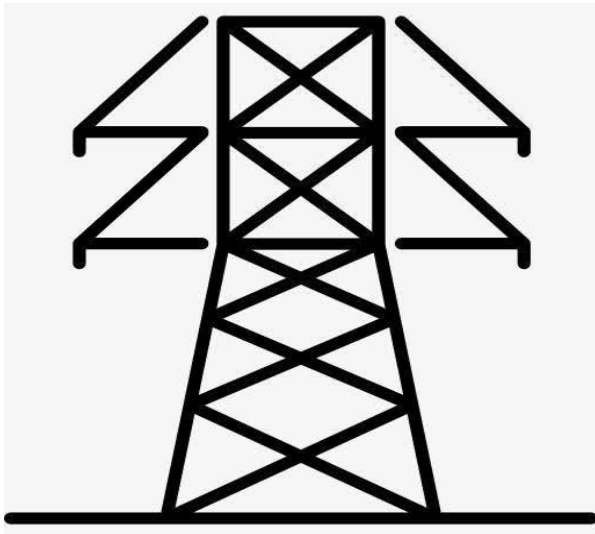
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About DAELIM

01.

Customer Background



1. Professional
2. Experienced
3. Tech-ish
4. Teambased

An Overview

This customer is a Electric utility manufacturer for switchgears and skid substation near to Melbourne Australia. It is a well-known local company offering Electrical Engineering, Switchboard Design and Manufacture for over 20 years.



CUSTOMER CONCERNS:

This customer is very professional in their region and their previous transformers parts suppliers are mainly from their local and South Korea. But because of the Corona Epidemic, their previous supplies are not able to deliver transformers with quick delivery time. This is our chance, meanwhile, we will also think how can we get their trust and successfully replaced their previous suppliers?

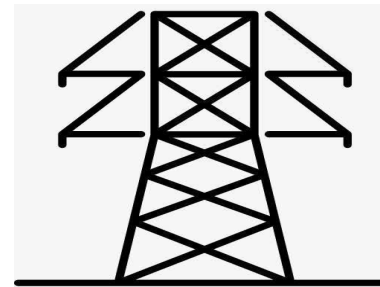


1. How can we communicate?

DAELIM: The customer is from Australia and he speaks English, thanks to that we have an international team who can handle the communication no matter which language!

2. Can they do customized design according to the transformers that we are using now?

DAELIM: Yes, of course, our engineer team is specialized in international standards including: ANSI/IEEE, CSA, AS/NZ, IEC and etc. Making the customized design is our advantage.



3. Can they solve my technical problems?

DAELIM: Yes, we have a professional tech team. Our engineers are all have more than 15 years of designing and producing experience.

5. How about their transformers price?

DAELIM: Because our factory located in the transformer base in China, we have very close and complete raw material supply chain. So we can always provide the competitive price to our customers.

4. They can provide faster delivery time than our previously supplier?

DAELIM: For normal transformers, our standard production time is 6-8 weeks, for customized transformer, our fastest production time is 10-12 weeks.

02.

Project Case

The challenge:

POWER TRANSFORMER



CUSTOMIZED

This project is a customized design work according to their local distribution systems, we provided our customer with the most professional and patient design work based on their specifications and dimensions.



DELIVERY TIME

They need us to deliver 2 units in 4 months.



INSPECTION &
FAT

The client cannot come to our factory for the inspection and factory acceptance testing because of the Corona.

Location: WA, Australia

Description: 20mVA 66kV

DAELIM SOLUTIONS:

An experienced and efficient communication engineer team is the key point.

1. TRUST

We make quotes and designs strictly based on the customer's requirements and after 5 rounds of technical discussion, we got the customers's trust and make the final design perfectly for this power transformer.

2. DELIVERY TIME

We arranged our engineer team to make the design work and deeper production drawings as soon as we get confirmed drawings from the clients. 2 raw materials purchase departments and 5 production teams are working for them to guarantee the lead time.

3. INSPECTION & FAT

In order to make sure every parts are perfect, we think out the solution with our clients, to arrange online live show and the client dominated third party center to come to our factory for inspection.

TRANSFORMER PICTURES



TRANSFORMER PICTURES





TRANSFORMER COMMISSIONING INSTALLTION IN AUTRALIA



The challenge:

TRANSFORMER



CUSTOMIZED



DELIVERY TIME



INSPECTION &
FAT

Location: Melbourne, AU

Quantities: 20 Sets/Month

Description: 500~3000kVA
Transformers in different
voltage ratings: 6.6kV; 11kV;
22kV and 33kV

This project is a customized design work according to their local distribution systems, we provided our customer with the most professional and patient design work based on their specifications and dimensions.

Due to they need the transformers urgently and the voltage&capacity are very multiple. They need us to deliver 20 units in 2 months .

The client cannot come to our factory for the inspection and factory acceptance testing because of the Corona.

DAELIM SOLUTIONS:

An experienced and efficient communication engineer team is the key point.

1. YNyn0d11 with Balance Windings.

This transformers is with Delta 11 as the balance windings for all the 6.6/11kv, 11/22kv and 11/22/33kv voltage ratings. Daelim team shows rich experiences and to solve the complicated wiring design & connection to the transformers perfectly.

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3. INSPECTION & FAT

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TRANSFORMER SHIPPING

For the shipping of this.





TRANSFORMER ARRIVED IN AUSTRALIA





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TRANSFORMER ARRIVED IN AUSTRALIA

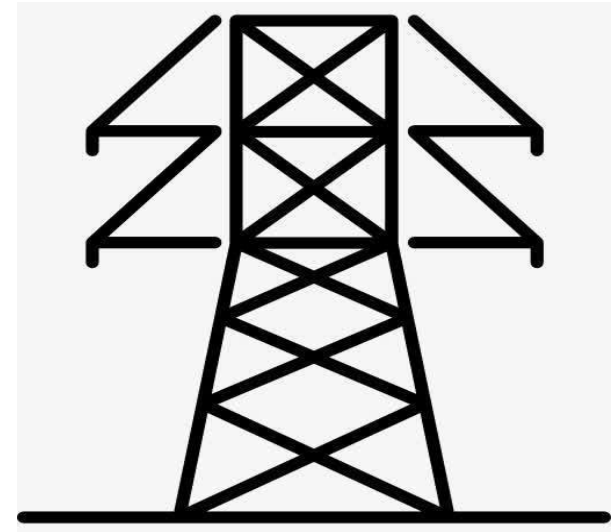


TRANSFORMER ARRIVED IN AUSTRALIA



04. Customer Comments

Customer Say:



Testimonials

We firstly know Daelim from LinkedIn, they are doing very good marketing there. After detailed discussing with them, we found that their engineer team is very professional and sales persons are also nice! We thank Daelim's team to give us very fantastic design and quick delivery time. They not only helped us to save our time, but also helped us to save cost, they really help our business a lot. Our Board of Directors are happy with Daelim, they are worthy to trust.

05. About DAELIM

DAELIM Introduction



1. **R&D Capabilities:**

1. *They have strong R&D team and they have more than 20 years of transformer design experience and are familiar with lots of international transformer standards, such as IEC, IEEE / ANSI, CSA, AS/NZ etc. The technical team of DAELIM are experts, electrical engineers, CAD first-class draftsmen, etc. They also use the latest technology, machines and other modern facilities to produce transformers, but meanwhile DAELIM transformers are made of qualified standard materials which meets the standards of world-renowned suppliers through international procurement as well.*

2. **Quality Control:**

1. *Quality is one of the core value of DAELIM. FAT, Type and third party inspection test are provided for quality and they tend to provide the best to its clients that's why they strictly implement the ISO 9001 quality management system.*

3. **Company Certifications:**

1. *ISO 9001:2008 UL & CSA certification CESI certification CNAS certification SGS certification*

4. **Company Certifications:**

1. *The Daelim team is full of experts and professional, this helps them to solve the customers' problems quickly. All the DAELIM team had systematic training and is committed to continuous improvement by the quality guidelines and practices. Their dedicated customer service, product innovation, engineering excellence and strong social & environmental responsibility sense have made them to become a valued & trusted power solutions partner for globe electric industry.*



DAELIM BELEFIC

Thank you