



Via Trieste 4, 19020 Follo (SP) – Italy  
Tel. +39 0187 941515  
Fax +39 0187 941520  
[www.delfi-ils.it](http://www.delfi-ils.it)  
[info@delfi-ils.it](mailto:info@delfi-ils.it)



**Leading the excellence  
for your best ILS Solution**



*“Leading the ILS excellence”*

#### The company

Since its establishment in October 2008, Delfi company has been operating on the market of engineering and information technology, and it is involved in **Integrated Logistics Support** addressed to the naval sector for Italian and Foreign Navies.

The Company counts on well **skilled** and **highly qualified staff** of about 50 resources (many of them graduates) whose average age is around 36 years. Its turnover is rapidly growing year after year.

Delfi nowadays joins the **Fincantieri spa Company Group**, World Italian excellence in the naval-mechanical field.

Choosing **Delfi**, today, means selecting a **forward thinking company**: a company which, by investing in research, development and training, is capable of continuously adapting to a world in constant evolution.

Delfi headquarters are located in Follo, few miles from La Spezia, in a geographically **strategic area** regarding the main naval industries in this region.

A branch office is located in Genova, for a daily interface with Fincantieri, and a warehouse is located in front of Muggiano shipyard.

The available spaces, and the high level of internal fixtures and fittings underline the innovative vision of Delfi, the most modern anti intrusion devices and firewall protect our offices and servers 24 hour/day.







*“Leading the ILS excellence”*

#### A new ILS approach

Modern naval vessels are complex and costly and require periodic refits. One of the key factors to reduce the impact of this complexity is **focusing on the quality** and reliability of the logistic data, which have to be timely updated and made promptly available to all the elements of the logistic support such as **technical publications, maintenance plans, spare parts procurement** and training.

It is possible to think of **Integrated Logistic Support** as the set of products and services enabling the management of a complex system, such as a warship, from the initial project phases throughout its whole service life, achieving the best operational availability with a cost-effectiveness approach.

Our philosophy can be summarized in the Write Once and Read Many concept: logistic data are made shareable and reusable avoiding duplications and misalignments. This is an **obvious advantage** in terms of **simplicity duration** and **reliability** of the **updating process**.

Delfi brings a **full lifecycle approach** to its logistical support operations, meaning that our customers have absolute confidence not only in efforts such as acquisition cost planning and analysis, but also training, provisioning, and ongoing maintenance and support.

**Quality** is one of the main targets within Delfi’s strategy. All the services are designed to **satisfy the customers’** specific needs and requirement.  
Delfi production processes are **certified to UNI EN ISO 9001:2000**.



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#### Our services

Improvement of **Delfi core business** to make it a reference model of excellence both for the local and international industries thanks to:

- Logistic Studies
- Technical Publication
- Training
- Spare parts management
- Service Support
- System Design





## LOGISTIC STUDIES

*"ILS EFFORTS = LCC REDUCTION"*

The **Integrated Logistic Support (ILS)** is an engineering process which aims to integrate the logistic studies with the product design phases in order to optimize the operational availability and reduce the Life Cycle Cost (LCC).

In particular our ILS Team is highly specialized in the production of:

- **RAM-T** (Reliability, Availability, Maintainability and Testability Analysis)
- **FMECA** (Failure Mode Effects and Criticality Analysis)
- **LORA** (Level Of Repair Analysis)
- **RCM** (Reliability Centered Maintenance)
- **Safety Analysis**
- **Life Cycle Cost Analysis**

The above logistic studies play an important role in the design process in terms of:

- Product breakdown
- Maintenance profile
- Maintenance planning
- Spare parts acquisition

**DELFI** combines its long time experience in the logistic disciplines with a deep knowledge of naval vessels and relevant peculiarities, in order to provide the best ILS solution.



## TECHNICAL PUBLICATIONS

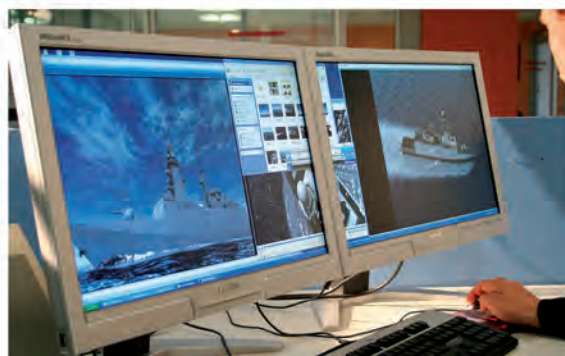
*"WRITE ONCE, READ MANY"*

DELFI is capable of developing technical publications for onboard/ashore operators and maintainers for any system or equipment installed onboard of a naval vessel. Information and data contained in tech pubs are fruits of the logistic study results and include:

- Functional descriptions
- Operational instructions
- Safety prescriptions
- Maintenance Cards
- Parts Catalogs

Logistic data and technical publications are integrated in a single **Common Source Database** being the fundamental philosophy of DELFI, summarized in the **Write Once and Read Many** concept: information are made shareable and reusable avoiding duplications and misalignments.

Moreover, the adoption of international specifications such as **S1000D™**, improves the quality and the effectiveness of our documentation especially in case of large scale projects.





## TRAINING

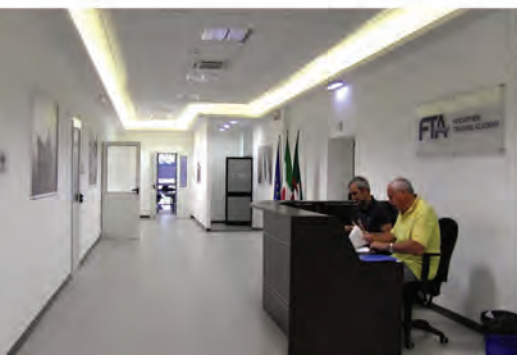
## *"THE HUMAN ROLE FACTOR"*

We believe human role is a key factor to achieve an high level of efficiency of a warship.  
We take care of the skills of maintainers, supporting our customers with professional teachers and training activities for both onboard/ashore operators and maintainers.

Training courses consist of a theoretical session in a multimedia classroom and a practical session on board or in a workshop. Trainees are supported by educational materials tailored to the specific Customer needs, such as:

- Technical Publications
- Multimedia Presentations
- CBT/WBT (Computer/Web Based Training)

Web Based Training and e-Learning take advantage from the availability of S1000D™ technical publications by implementing SCORM® solutions being able to reuse the same logistic Common Source Database.



## SPARE PARTS

*"IN GOODS WE TRUST"*

DELFI provides its customers with a complete spare parts service which takes care of all the provisioning phases, including:

- Definition and sizing of the required spare part set (onboard/ashore items, insurance and long lead, preventive and corrective spares);
- Goods purchasing;
- Packaging, Handling, Storage and Transportation;
- Test and validation;
- Delivery;

Our fully equipped warehouse, located close to the Fincantieri Shipyard in La Spezia, is capable of manage large quantity of goods assuring delivering of the right spare parts **in the right place at the right time.**





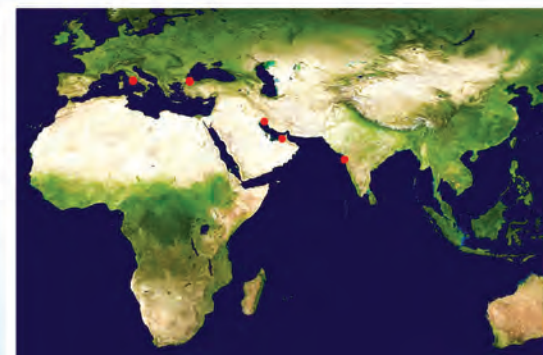
## ON-SITE SERVICES

*"MAKING IT WORKS"*

DELFI supports Customers providing on-site technical assistance and taking care of the maintenance organization, to achieve the best operational availability with a **cost-effectiveness approach**.

We promote relationship among end-users, partners, and suppliers, in order to achieve high level of performances during the warranty periods and the after-sale assistance.

Our services may include a mobile workshop able to support our worldwide after-sale activities.



## DESIGN

*"DESIGN OUT MAINTENANCE"*

Piping design related to ship plants such as sea water, fresh water, fuel oil, lube oil, and so on, is a critical aspect in any vessel engineering project.

A well designed piping system can assure **easier maintenance, better accessibility** and an optimized use of spaces.

Our design team consist of engineers, software developers, quality analyst and project managers who take into account all the parameters needed to create accurate and efficient piping designs.

Our designers and engineers develop the equipment specifications and documents for the building stage, including equipment selection, design implementation and bid packages.

The mechanical design includes:

- Mechanical/piping plot plans
- Equipment drawing and installation
- Machine part drawing
- Equipment/piping layout
- Piping installation details





## CUSTOMER

*"WE TAKE CARE"*

DELFI efforts are fully focused on Customers satisfaction, with a constant attention to:

- Understand Customer's explicit and implicit needs
- Analyze Customer's requests with a cooperative attitude
- Identify the **best solutions** and innovative **technologies**

### Our portfolio



Italian Navy



Indian Navy



Iraqi Navy



Turkish Coastguard



Kenyan Navy



United Arab Emirates Navy



Russian Navy



Algerian Navy







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