



LifeCycle Advantage™ solutions are long-term partnerships focused on delivering improved performance on mutually-defined key performance indicators (KPIs). The objective of every LifeCycle Advantage™ program is to reduce total pump life cycle costs and improve operating profitability by emphasizing:

- Reliability
- Energy efficiency
- Inventory
- Safety and environmental
- Procurement
- Training and mentoring

Identifying Pump Life Cycle Cost Savings

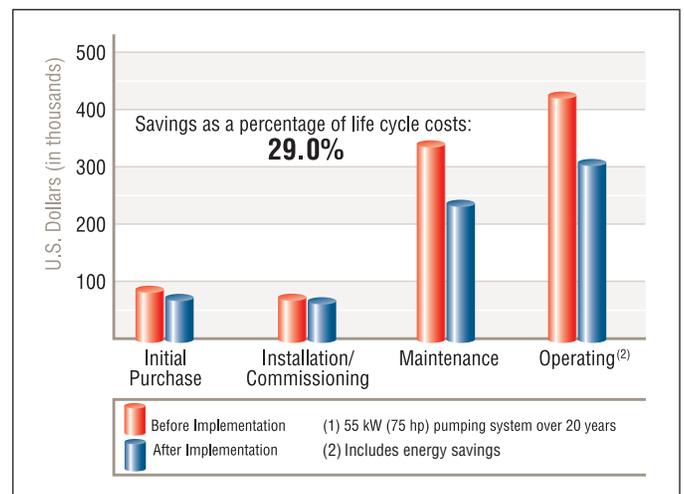
Because each engagement is unique, LifeCycle Advantage programs start with comprehensive audits to determine the baselines from which KPIs can be established and to reveal problem areas that present opportunities for pump life cycle cost savings.

LifeCycle Advantage Agreements

The results of the audits serve as the basis for a customizable LifeCycle Advantage agreement with clearly defined goals. Contract types could include:

- An agreement which can include parts programs, service and repair programs and upgrades
- Sites where Flowserve is the primary supplier for all pumps, parts, associated equipment and on-site technical support
- Locations where Flowserve is one of two key suppliers for all pumps, parts, associated equipment and on-site technical services

By including KPIs to measure results, customers can look beyond traditional equipment and aftermarket purchase agreements for alternative, value-based business relationships that focus on performance and results.



Estimated LifeCycle Advantage Cost Savings ⁽¹⁾

Technical Services

LIFECYCLE ADVANTAGE™

Educational Services

Consulting

Technology Advantage™



Equipment Performance

Through LifeCycle Advantage, Flowserve constantly innovates to enhance efficiency and reliability. Improved pump reliability directly results in increased plant availability and reduced downtime cost. The impact is doubly positive: lower maintenance costs; higher throughput.

Energy Management

Pumps are enormous consumers of energy, often accounting for 50% of total plant consumption. As process parameters change and equipment degrades, however, pump efficiency declines and drives up operating costs. LifeCycle Advantage energy audits review all aspects of the pumping system for savings opportunities.

Inventory Optimization

As part of a LifeCycle Advantage program, Flowserve systematically minimizes parts inventory and inventory-related costs, reduces capital costs, improves asset utilization and simplifies maintenance.

Strategic Procurement

LifeCycle Advantage strategic procurement programs improve transactional efficiencies to reduce administrative, equipment, parts and maintenance costs. Simplified procedures accelerate the purchasing cycle while virtually eliminating clerical errors and their related costs.

Technical Support

There is no substitute for well-trained service and repair personnel when it comes to lowering maintenance-related life cycle costs. LifeCycle Advantage's on-site training and mentoring programs will:

- Improve plant and personnel safety
- Increase pump reliability
- Improve professional skills of operations and repair staff

Safety, Health, Environment

With LifeCycle Advantage, a customer can turn SH&E expenses into life cycle cost investments via environmental audits, equipment reliability assessments, emissions monitoring and control, and certified safety training.



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To find your local Flowserve representative:

For more information about Flowserve Corporation, visit www.flowserve.com or call USA 1 800 728 PUMP (7867)

USA and Canada

Flowserve Corporation
5215 North O'Connor Blvd.
Suite 2300
Irving, Texas 75039-5421 USA
Telephone: 1 937 890 5839

Europe, Middle East, Africa

Flowserve Corporation
Gebouw Hagepoint
Westbroek 39-51
4822 ZX Breda
Netherlands
Telephone: (31) 76 502 8920

Latin America

Flowserve Corporation
Boulevard del Cafetal
Edificio Ninina, Local 7
El Cafetal - Caracas
Venezuela 1061
Telephone: 58 212 985 3092
Telefax: 58 212 985 1007

Asia Pacific

Flowserve Pte. Ltd.
200 Pandan Loop #06-03/04
Pantech 21
Singapore 128388
Telephone: 65 6771 0600
Telefax: 65 6779 4607