

Customer Name / Meeting Name

Date of Meeting



Flowserve Integrated Solutions Defined

- Focused set of aftermarket capabilities and technologies developed to deliver:
 - More effective asset management
 - Greater value from plant investments
 - Pump life cycle cost savings

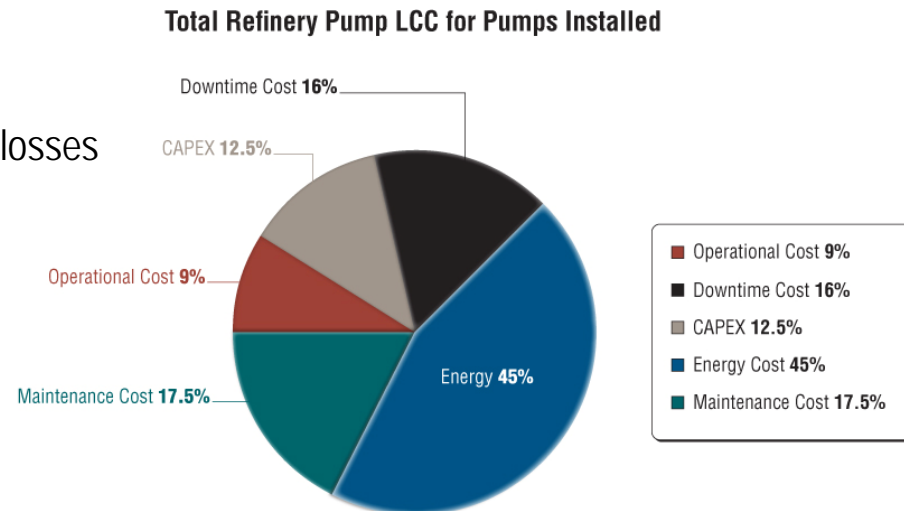
- Five strategic elements
 - Technical Services
 - LifeCycle Advantage™
 - Educational Services
 - Consulting
 - Technology Advantage™





Technical Services

- Worldwide network of design engineers and service capabilities focused on equipment life cycle cost reduction
 - How it works
 - Technical and economic assessment based on proven life cycle models
 - Establish key performance indicators
 - Upgrade and / or retrofit equipment, system
 - Savings opportunities
 - Energy optimization
 - Increased reliability / reduced production losses
 - System optimization
 - Reduced maintenance / inventory cost
 - Minimize capital expenditures

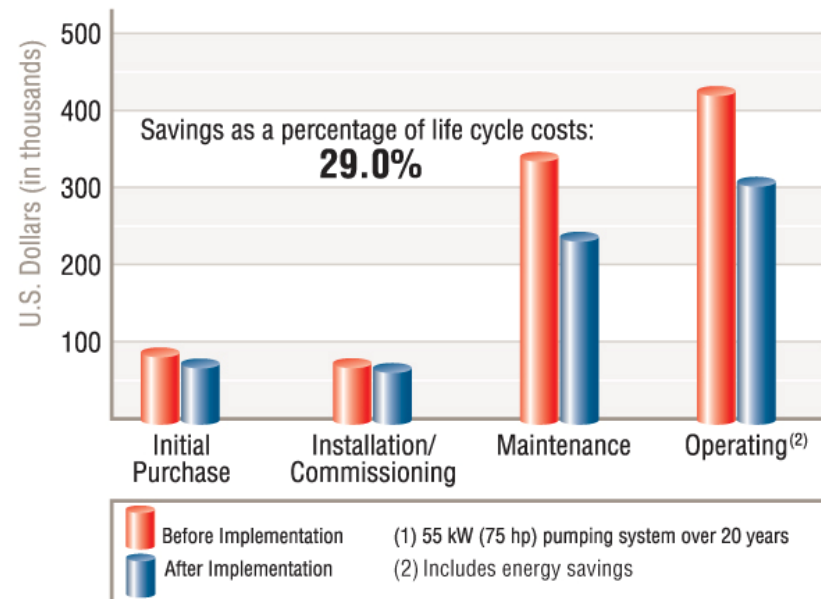




LifeCycle Advantage™

- Metrics-based partnerships designed to reduce total pump life cycle costs and improve operating profitability
- Six components
 - Equipment performance
 - Energy management
 - Inventory optimization
 - Strategic procurement
 - Technical support
 - Safety, health and environment

Estimated LifeCycle Advantage Cost Savings⁽¹⁾





Educational Services

- Innovative and comprehensive pump and systems training for engineering, operations, safety and maintenance personnel
 - Workforce development
 - Implementation of best-in-class procedures and techniques
 - Optimization of human and production assets

- On-site, customized training
 - Customized content and delivery mechanisms
 - Convenience, increased program effectiveness

- World-class Learning Resource Centers
 - Hydraulic and static labs
 - State-of-the-art classrooms
 - Global network

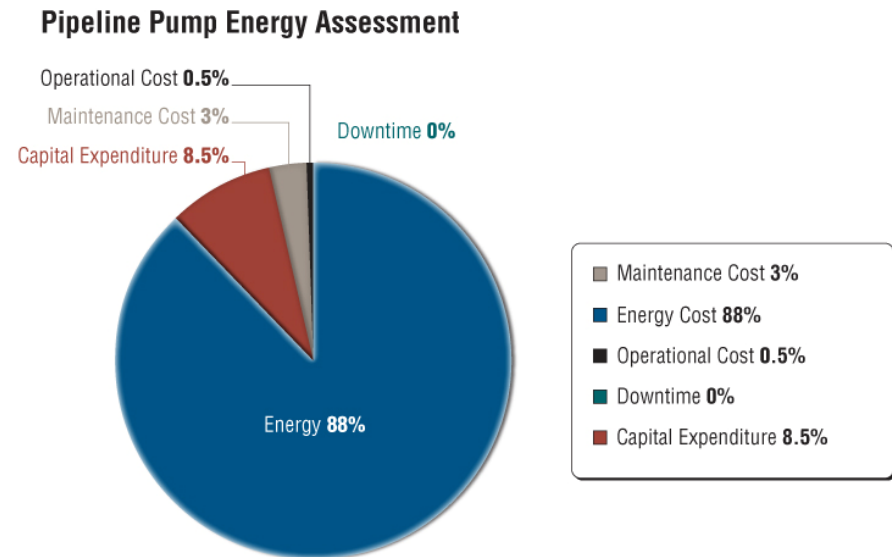




Consulting

- Specialized consulting group trained to help customers:
 - Identify business and operational savings opportunities
 - Develop life cycle cost profiles
 - Implement corrective actions

- Flexible approach that includes:
 - Audits – establish performance against industry standards
 - Assessments – equipment performance, energy and bad actor engagements
 - Mentoring – on-site specialist





Technology Advantage™

- Optimization of equipment performance achieved by combining:
 - Advanced data collection and analysis technologies
 - Equipment management solutions
 - Industry expertise

- Equipment monitoring and diagnostics
 - IPS Wireless technologies
 - IPS APEX™ (embedded intelligence)

- Data visualization
 - Local visualization
 - Technology Advantage™ Portal

- Online Assurance Programs
 - Technology solutions for a plant's most critical assets
 - Onboard sensors, intelligent algorithms, wireless networking

