



# GENERATE BETTER PERFORMANCE

*"Primex has been instrumental in assisting PPMS with performance and reliability improvements in our FGD processes, at a number of our previous and current assets. Their expertise and communication skills are an outstanding asset to our team in this tough market."*

– Rick Grubb, Director of Project Management,  
Power Plant Management Services LLC.

*"Primex has an outstanding reputation in the industry and they came through for us at Springerville"*

– Mark Mansfield, Vice President of Energy  
Resources, Tucson Electric Power Corp.

*"Their professionalism and communication skills are unmatched."*

– Corby Valentine, Operations Manager  
Baldwin Energy Complex





# GENERATE BETTER PERFORMANCE

## Performance Assurance

Energy Industry Challenges

What is Performance Assurance?

What Can it Do for You Now?

What Will it Look Like in the Near Future?

2017 PPMS Vendor Showcase



## Uncertain Asset Utilization

- Commodity Pricing
- Political & Regulatory
- Economic & Technical
- Weather

## Expertise Exodus

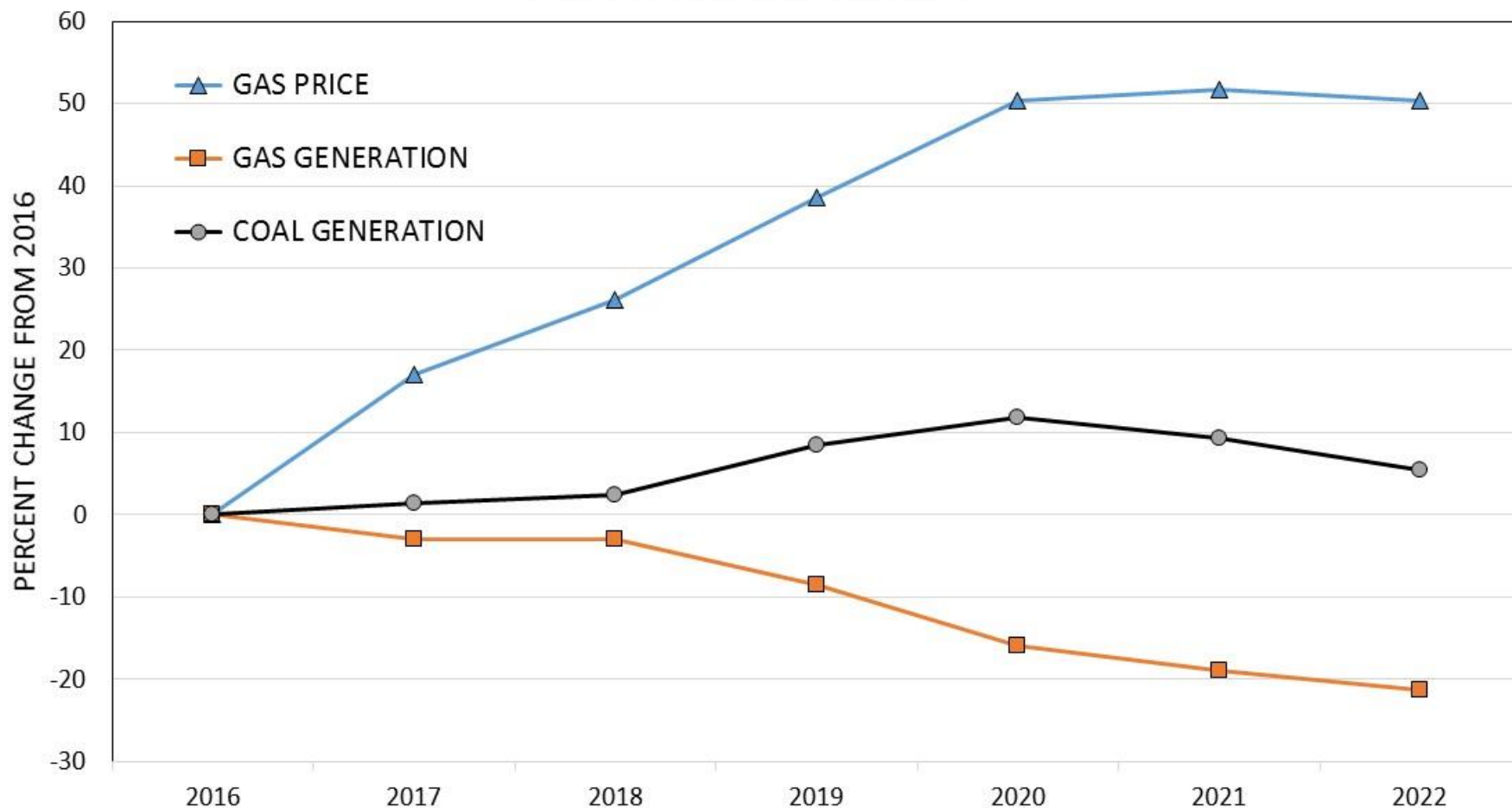
- Downsizing
- Retirements & Migration
- Experience Gap



# Energy Industry Challenges – Highly Uncertain Asset Utilization

## PROJECTED ELECTRICITY GENERATION: COAL VS. GAS

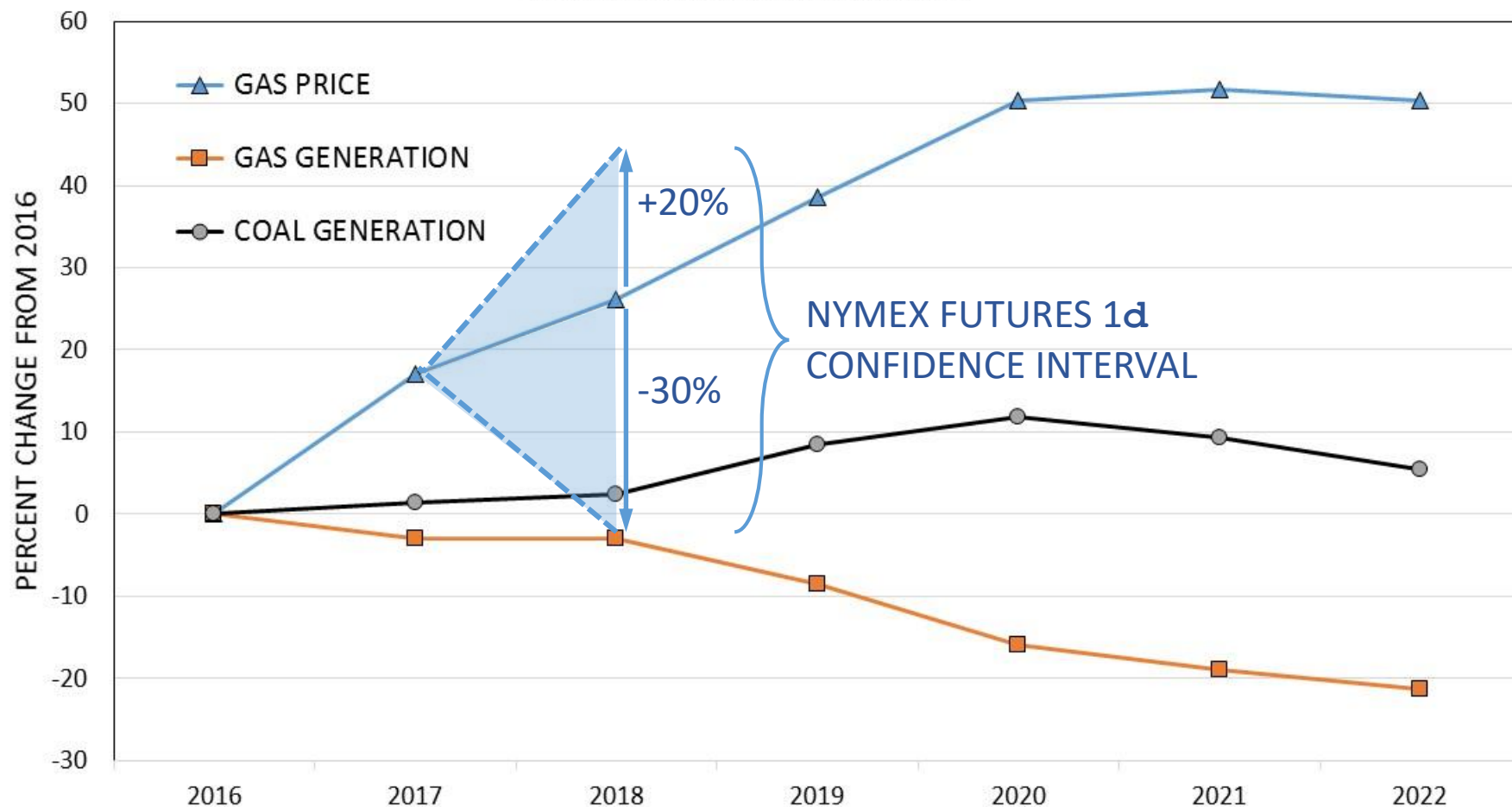
SOURCE: EIA ANNUAL ENERGY OUTLOOK 2017



# Energy Industry Challenges – Uncertain Asset Utilization

## PROJECTED ELECTRICITY GENERATION: COAL VS. GAS

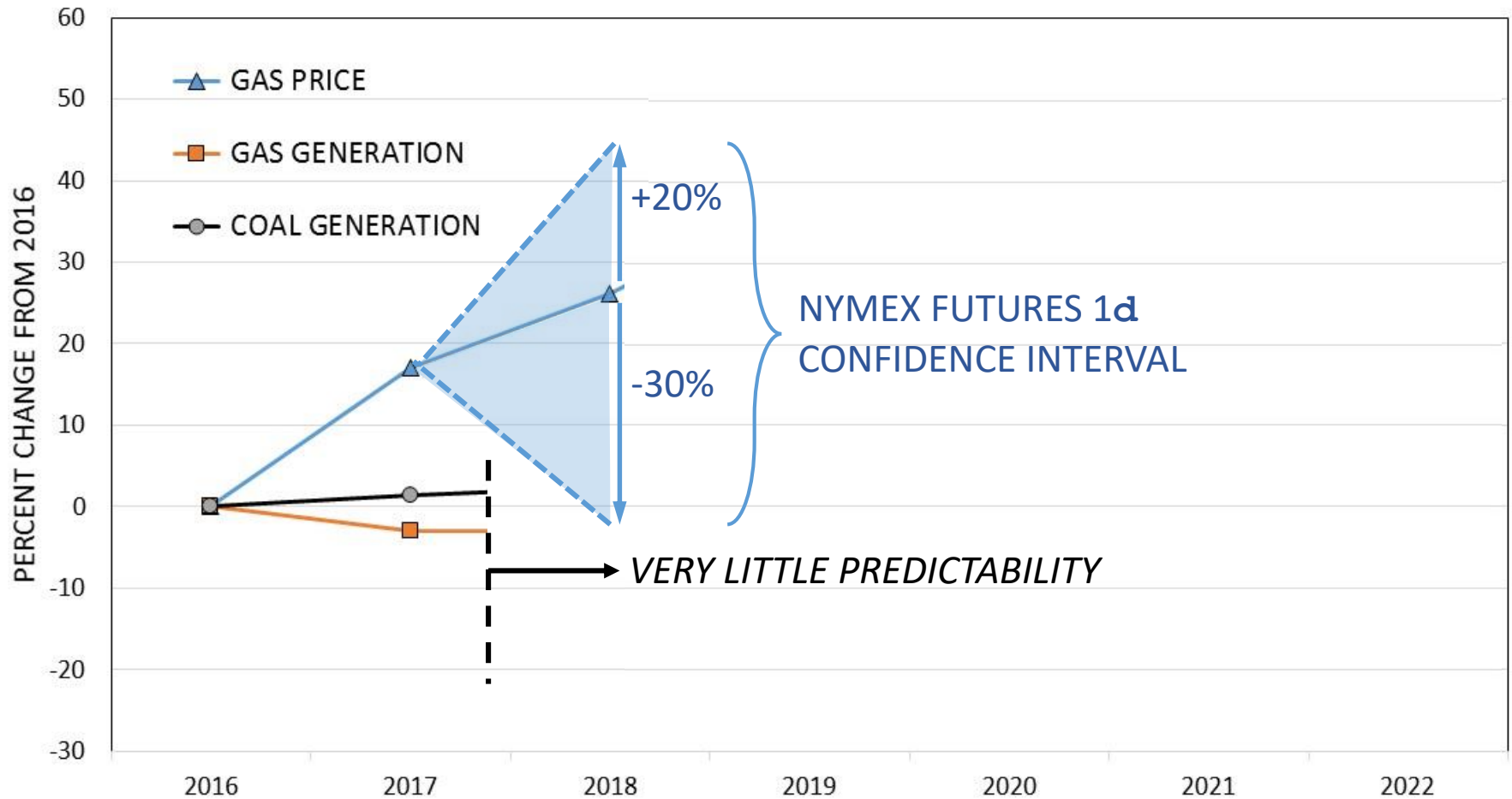
SOURCE: EIA ANNUAL ENERGY OUTLOOK 2017



# Energy Industry Challenges – Highly Uncertain Asset Utilization

## PROJECTED ELECTRICITY GENERATION: COAL VS. GAS

SOURCE: EIA ANNUAL ENERGY OUTLOOK 2017



# Energy Industry Challenges

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## Uncertain Asset Utilization

- Commodity Pricing
- Political & Regulatory
- Economic & Technical
- Weather

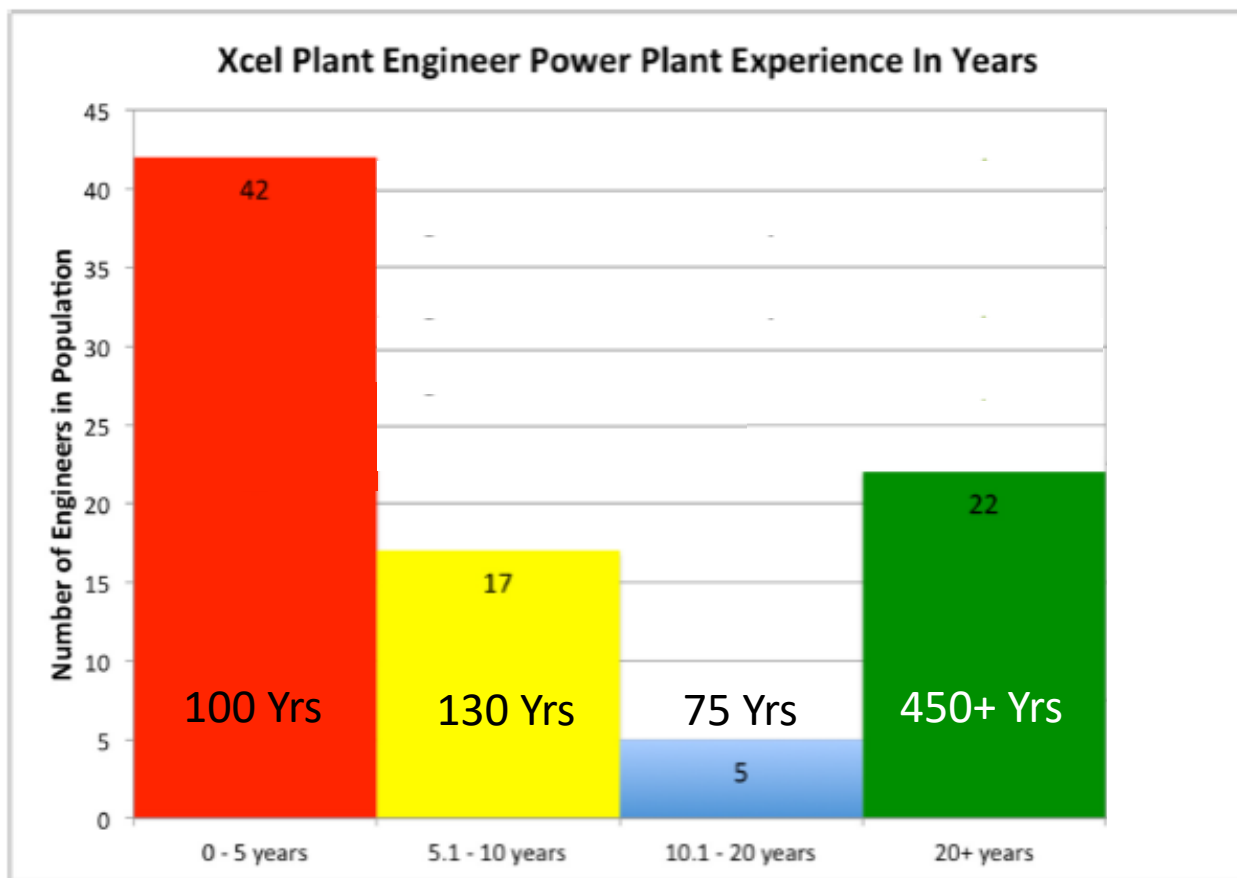
## Expertise Exodus

- Downsizing
- Retirements & Migration
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# Energy Industry Challenges – Expertise Exodus

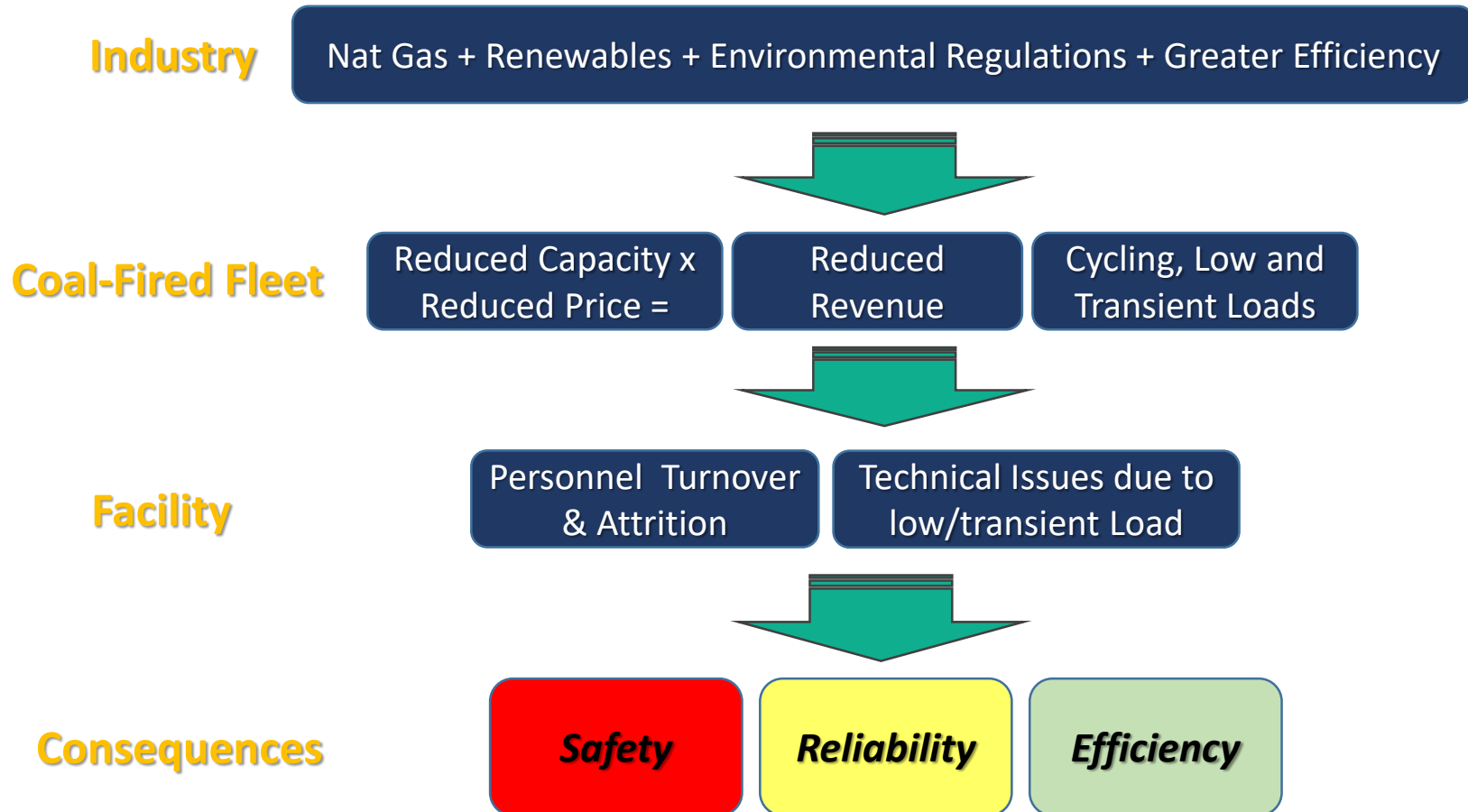
*“Energy companies are losing their asset experts—89 percent of them expect to lose experienced personnel due to retirement in the next five years, and 35 percent will see more than 25 percent of their asset experts disappear. These companies—including those in power and oil & gas—are scrambling to fill these gaps. One option to replace these retiring asset experts is to hire new, less experienced employees, but this often isn’t enough to effectively manage increasingly complex assets systems.”*

~ Source: Zpryme “Connected Services Research Paper: Real-time Sensor Data for Enhanced Aftermarket Services” April 2015

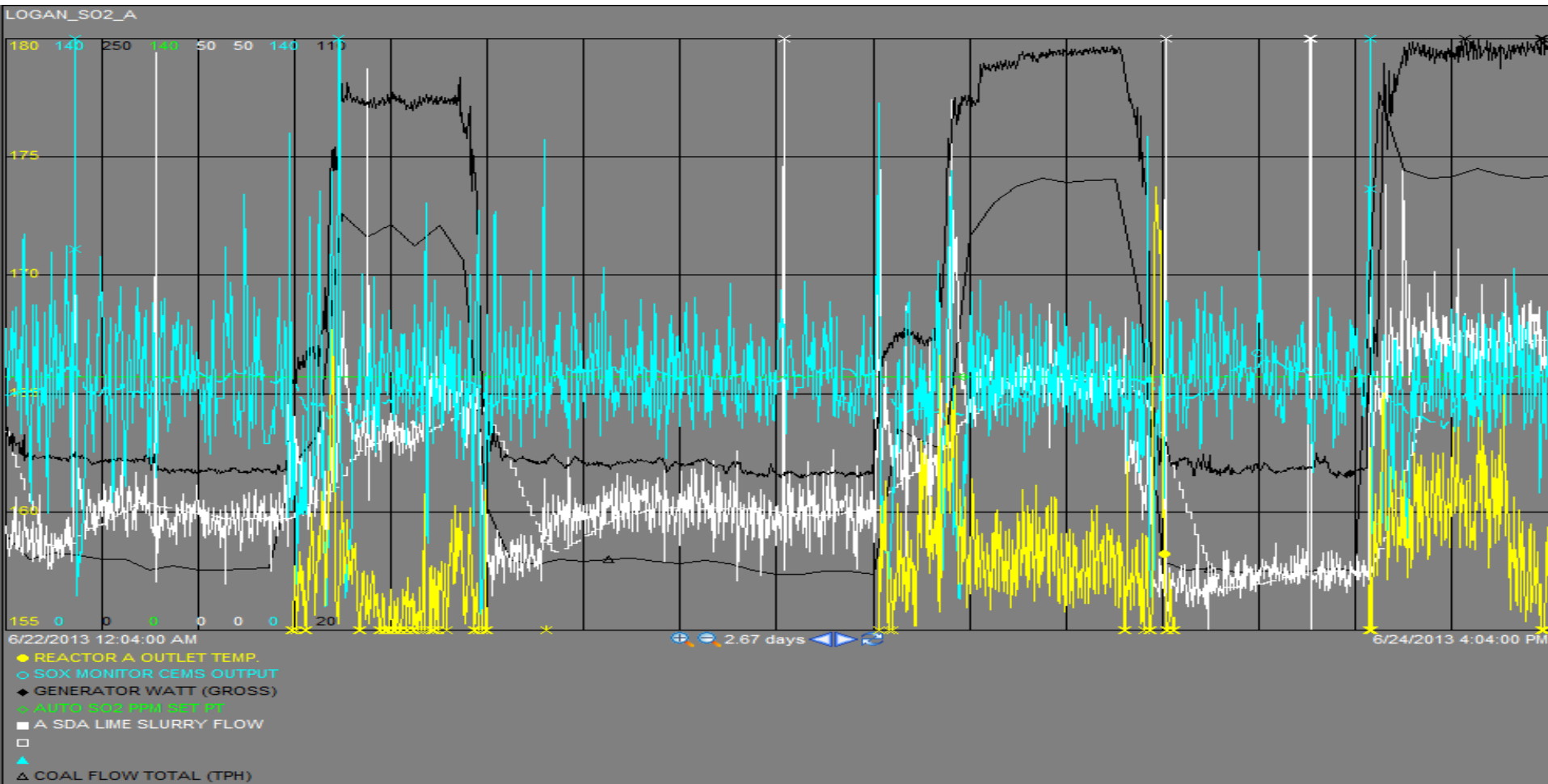




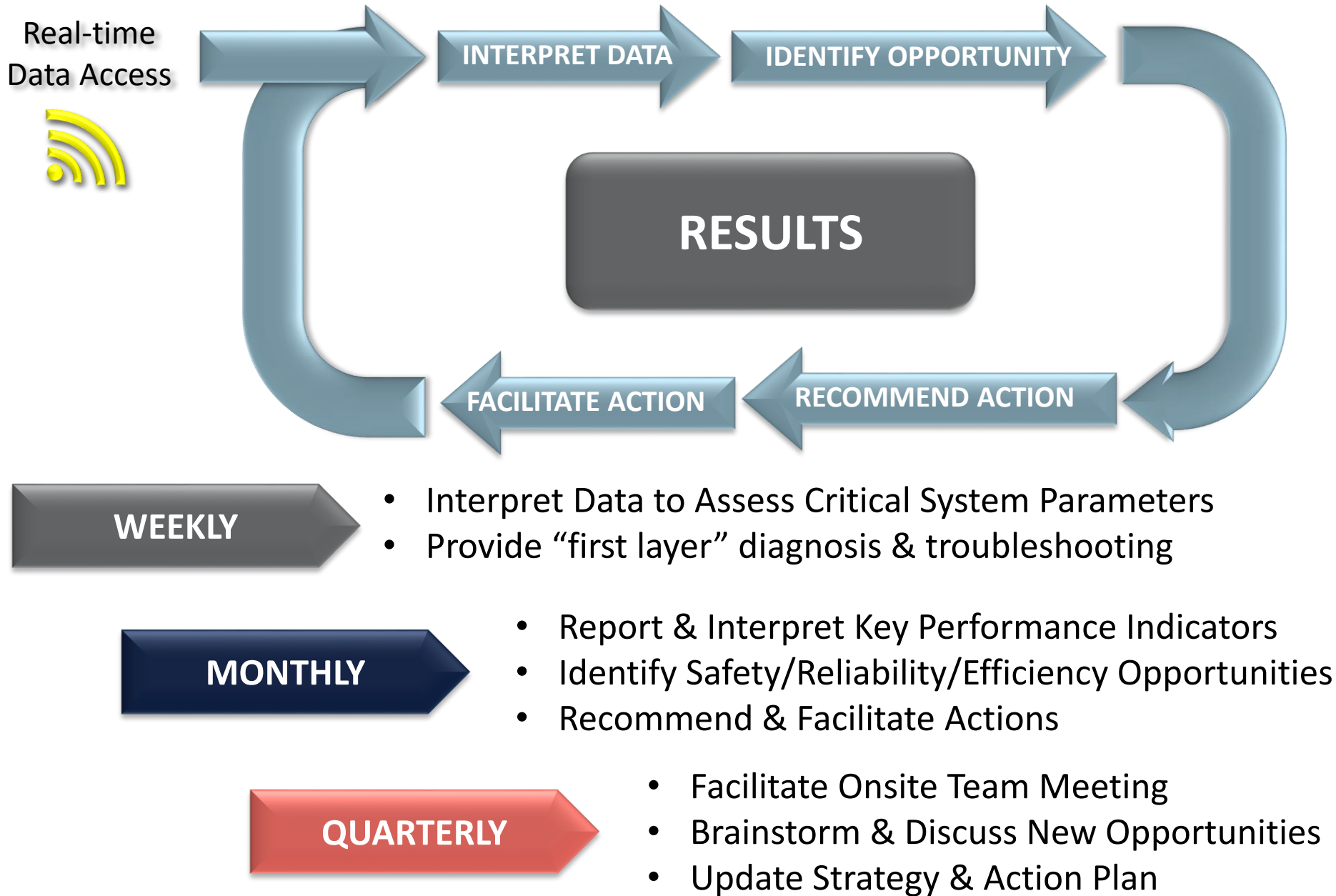
# Industry Challenges



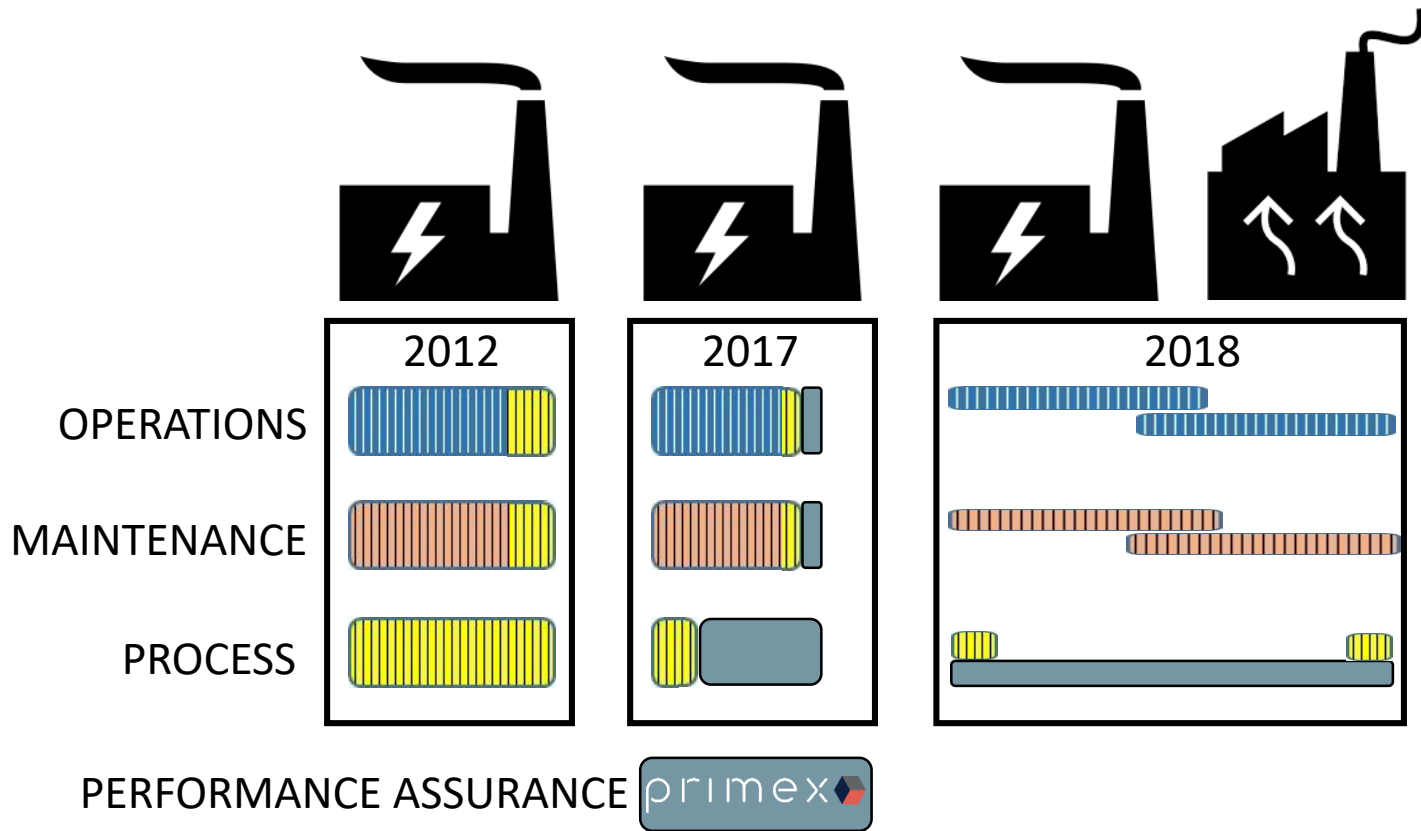
# What is Performance Assurance?



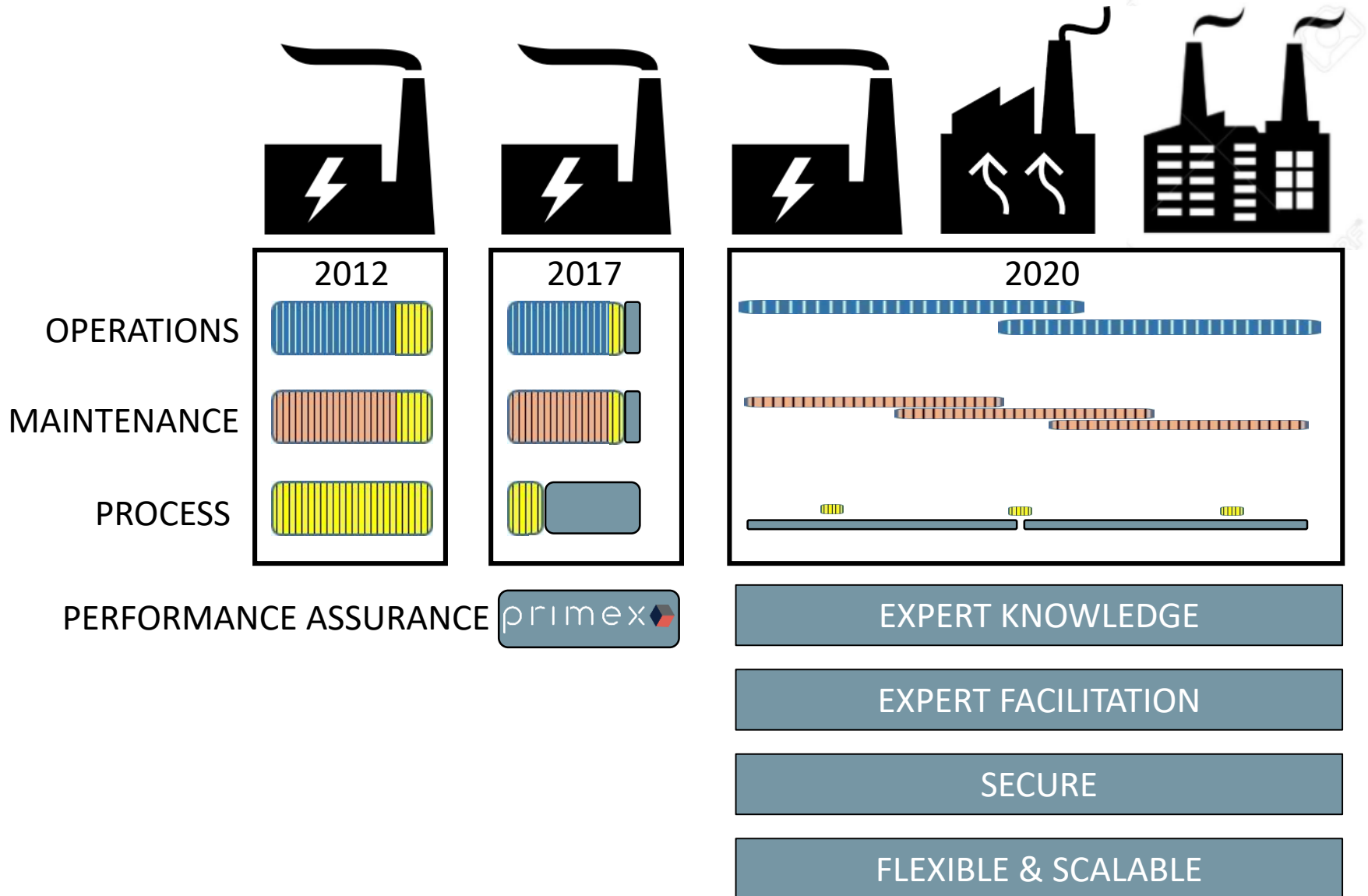
# What is Performance Assurance?



# What can Performance Assurance Do for You?



# What can Performance Assurance Do for You?





# What can Performance Assurance Do for You?

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Reduce operating cost,  
increase asset value



Achieve & Sustain Optimum  
Performance



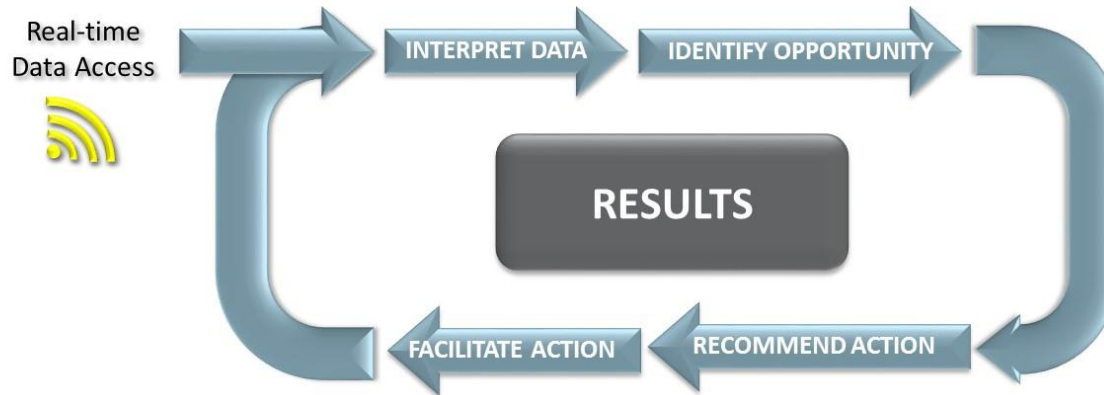
Increase and retain personnel  
knowledge, awareness &  
engagement



Early warning of potential  
safety and reliability  
issues

# Performance Assurance – New Features Coming Soon

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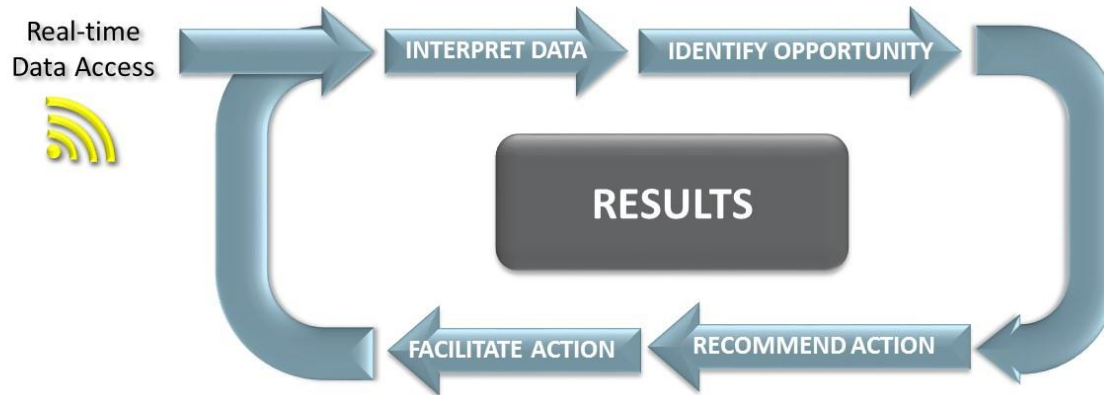
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2017

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# Performance Assurance – New Features Coming Soon

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**WEEKLY**

**MONTHLY**

**QUARTERLY**

**SCRUBBER**

**WEEKLY**

**MONTHLY**

**QUARTERLY**

**BOILER**

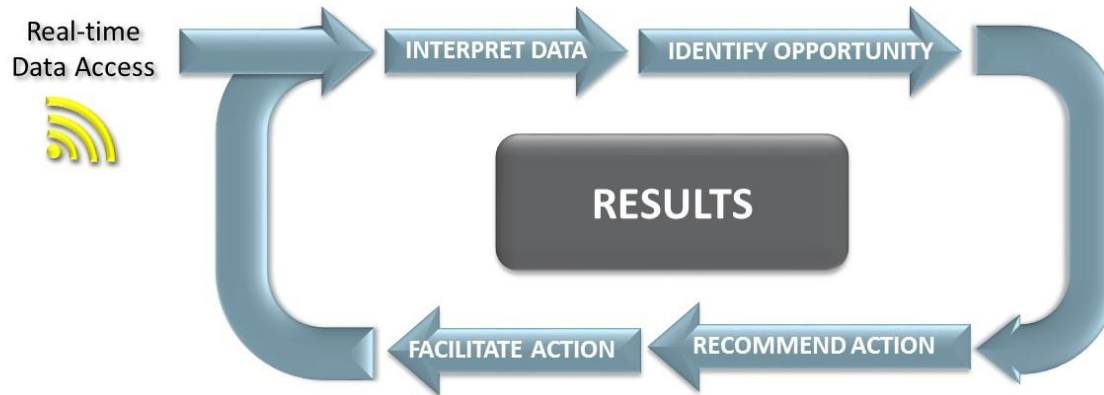
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**2018**

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# Performance Assurance – New Features Coming Soon

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SCRUBBER



BOILER

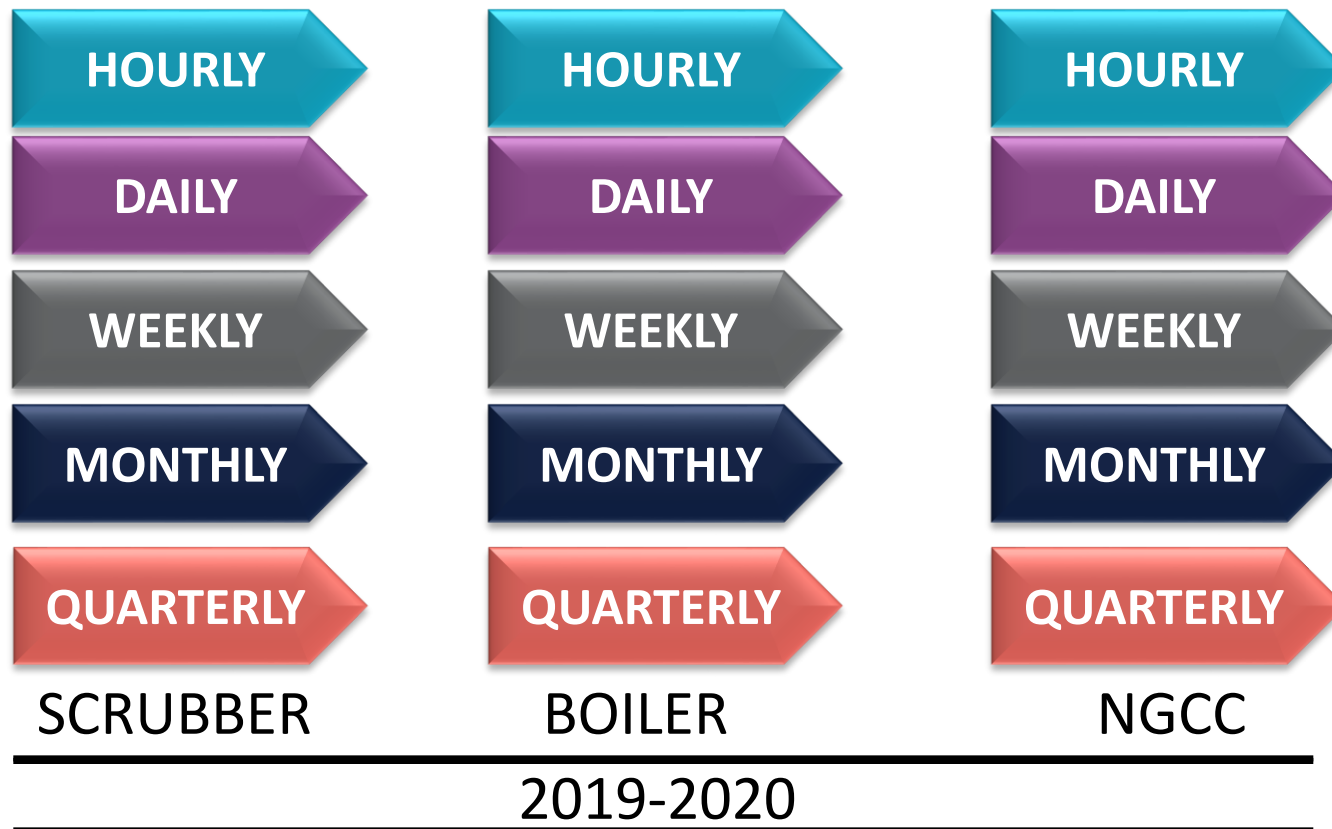
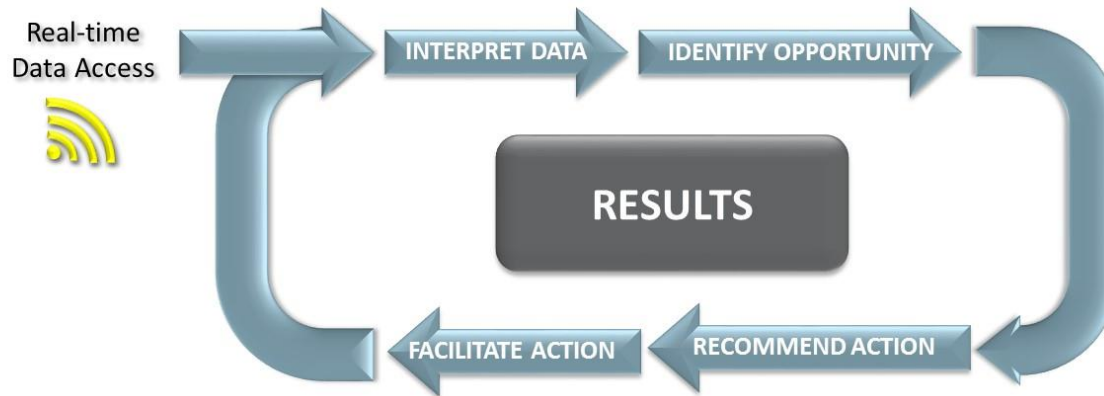
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2018-2019

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# Performance Assurance – New Features Coming Soon

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## Our Services

Performance Assurance

Performance Optimization

Performance Evaluation

Analytical Services

Training & Education

## Our Clients



DYNEGY



SunCoke Energy





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