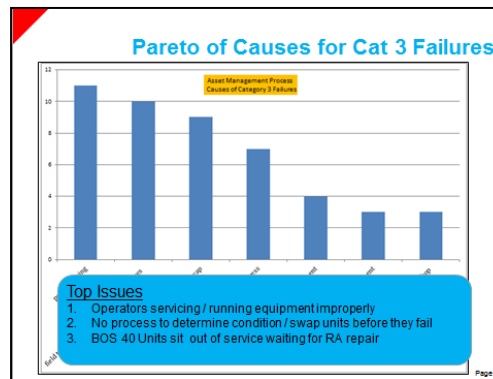


# Oil & Gas Services – Asset Utilization

A leader in drilling fluid conservation, solids control, and waste mitigation was looking to improve operating efficiencies & reduce equipment repair lead times in order to Improve Financial Performance.

## Before

- § 55% Utilization of the equipment – repair time biggest loss
- n High wear drilling applications causing severe wear damage in units deployed 100+ days
- n Cat 3 units are out of service for scroll / bowl repair an average of 50 – 60 job days / yr..
- n Repair costs for cat 3 units averages \$30 - \$40k / yr..
- § 75% of equipment is run to Failure
- § No planned swap out process / predictive failure



**Standard Operating Procedure**  
TASK: BOS-104 Scope Centrifuge

**SOP # BOS-104**  
• Scope Centrifuge

**SOP # BOS-104**  
• Scope Centrifuge

**Example Pictures**

Bore Scoping will help Ops track condition of equipment over time and to make decisions on swapping prior to Cat 3 failures

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## After

- n 68% Utilization of equipment – rotatable spare parts
- n 50 additional revenue days / unit (\$11.9MM)
- n 3 new SOP's to operate, evaluate condition and manage the fleet of equipment in the field.
- n Solid Financial Model to justify Capital Investment (if needed)

*Improved Fleet Utilization from **55% to 68%** resulting in incremental **\$2.4MM EBITDA**. Reduction of out of service for repair from 22% to 9% providing incremental revenue opportunity of **\$11.9MM** annually on existing fleet of equipment*