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

![Cost Savings Chart]

(1) Includes energy savings

(2) 15 kW (50 hp) pumping system over 20 years before and after implementation.
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.

To find your local Flowserve representative:
For more information about Flowserve Corporation, visit www.flowserve.com or call USA 1 800 728 PUMP (7867)