

# ProActive drilling asset management services

Preservation services with certificate of conformance (CoC) extension

## Applications

Cameron equipment owners:

- Anticipating drastic reductions in assets demand
- Preferring to lower upcoming maintenance costs
- Interested in deferring certification costs

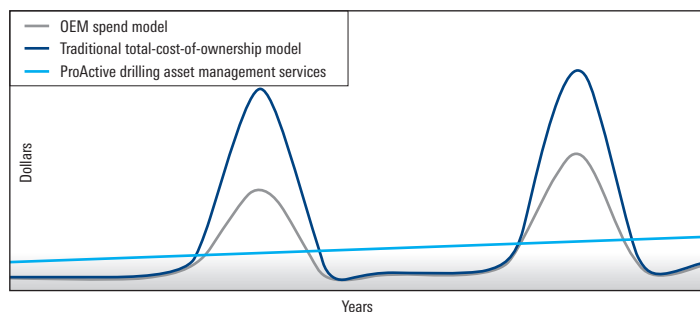
## How it improves wells

In times of low equipment demand, proper equipment preservation will extend asset life. By partnering with the original equipment manufacturer, Cameron equipment owners not only have the assurance of the correct preservation procedure but also the peace of mind that this will extend the Cameron equipment CoC expiration date. Moreover, OEM preservation leads to quicker equipment mobilization. Therefore, Cameron equipment owners will experience maintenance cost savings.

## How it works

Equipment preservation services consists of three key processes long-term preservation, maintenance, and reactivation to bring the equipment back to work. Each customer has different preservation needs, which leads to three program options. The base level of service provides equipment owners with technical support and clarifications, online training, and customer-specific preservation procedures. There is also flexibility in performing the long-term preservation with a mutually agreed fluid and preservation maintenance. The intermediate level of service includes Cameron supervision and engineering support of all three key steps. Owners have the flexibility of storing their equipment at a temperature and humidity-controlled Cameron facility, contingent upon local availability.

For owners who want peace of mind about resources for performing preservation procedures, Cameron offers a team of field service technicians to not only to supervise but also execute all three preservation steps on behalf of the customer. This includes a dedicated asset management team to manage resources, logistics, and deadlines at the customer's desired job location. Equipment owners have the convenience of detailed service reports, online access to reports and certifications, automatic CoC extension, and service warranty.



ProActive services reduce the cost and time of repair, maintenance, and recertification by providing continuous access to advanced diagnostic tools and equipment data.

## What it replaces

Traditional reactive equipment preservation services.

## Additional information

Customers retain the option to customize preservation packages.

Proactive Preservation Program			
	Proactive Package	Comprehensive	Total Care
Long-Term Preservation Procedure	Customer receives a copy of the preservation procedure (Cameron's Engineering Bulletin 938D or 951D or 955D)	●	●
	Clarifications around the preservation procedure (Cameron's Engineering Bulletin 938D, 951D or 955D)	●	●
	Quote for required preservation or repair labor and materials, per Cameron Standard Procedure 001060-32	●	●
	Hotline for technical support on Cameron's Engineering Bulletin 938D, 951D or 955D	●	●
	Online training for designated personnel on equipment, long-term preservation, and preservation maintenance	●	●
	Preservation procedure supervised by Cameron representative per Cameron Standard Procedure 001060-32	●	●
	Preservation procedure executed by Cameron personnel, per Cameron Standard Procedure 001060-32, including <ul style="list-style-type: none"> <li>Pressure test</li> <li>Component removal as necessary</li> <li>Log major elastomers serial number</li> <li>Flush operating system</li> <li>Install Cameron approved fluid</li> </ul>	Optional	●
	Inspection procedure to map any nonconformities (NCs) that need addressing before the equipment goes back to operation, per Cameron Standard Procedure 001060-32	●	●
	Clean and protect exposed sealing areas, per Cameron Standard Procedure 001060-32	●	●
	Inspect elastomers, metallic parts, and batteries and execute OEM-specific storage procedure, per Cameron Standard Procedure 001060-32	●	●
	Inspect shipping crate	Optional	●
	Inspect storage area	Optional	●
Preservation Maintenance	Detailed report on preservation procedures executed	●	●
	Cameron engineering and quality documentation review	●	●
	Preferential rates to address nonconformities reports (NCRs)	●	●
	Maintain online access to the inspection report and CoC	●	●
	Quote for required preservation maintenance labor and materials, per Cameron Standard Procedure 001060-32	●	●
	Hotline for technical support (EB938D, EB951D, or EB955D)	●	●
	Storage at Cameron facility with temperature and humidity control (pending on local availability)	Optional	Optional
	Fluid sampling, per Cameron Standard Procedure 001060-32	●	●
	Fluid sample results trending	●	●
	Complete engineering bulletin preservation form EB938D, EB951D, or EB955D annex A	●	●
	Preservation procedure supervised by Cameron representative	●	●
	Preservation maintenance procedure executed by Cameron personnel, per Cameron Standard Procedure 001060-32	●	●
Equipment return to work	Cameron engineering and quality documentation review	●	●
	Preferential rates to address NCRs	●	●
	Maintain online access to the inspection report and CoC	●	●
	Supervise equipment mobilization procedure back to operations, per Cameron Standard Procedure 001060-21	●	●
	Cameron personnel execute equipment reactivation procedure e.g., per Cameron Standard Procedure 001060-21: <ul style="list-style-type: none"> <li>Flush storage fluid</li> <li>Install new operating fluid</li> <li>Reinstall stored major components as necessary</li> <li>Perform pressure and function test</li> </ul>	●	●
	Warranty on any damaged components during preservation	●	●
	Cameron engineering and quality documentation review	●	●
	Preferential rates to address NCRs	●	●
	Automatic CoC extension once all NCRs are addressed for a period not less than the last good pressure test	●	●
	Detailed report on preservation procedures executed and certificate of CoC addendum	●	●

○ Customer responsibility ● Cameron responsibility