Compressor Seal & Systems
David DePaolis
Sales Manager Specialty Products
October 2019
Agenda:

- Organizational Structure Overview
- Distributor Awareness of Open Access to Portfolio
- Roles of Stakeholders in Selling Cycle
- Targeted Growth Initiatives
- Q&A
Sales Specialist Mission:

- The objective of the Sales Specialist role is to drive disproportionate organic growth and expand Flowserve’s wallet share within key growth markets, select customers and specific product lines where Flowserve is underrepresented.

- The Sales Specialist’s primary function is to generate sales revenue that would otherwise **not** materialize via the traditional approach of the selling organization.

- Sales specialists are responsible for growing our bookings in both direct and Distribution channel partners as appropriate.
Specialty Products Support – North American Region

West – Willis Staszkow
South East – Barry Hart
North East – Mike Jennex

CSOA Support – Kalamazoo & Calgary
- Jody Kotecki
  - Remy McCay
  - Seth Harris
  - Denver Kuehl
- Shawn Patterson
- Varun Mavuleti
Compressor Engineered Solutions Portfolio

*One Stop Shop*

- Compressor Seals
  - GasPac, CircPac & TurboPac
- Compressor Retrofit Services
- Dry Gas Seal Support Systems:
  - Standalone Gauge Boards
  - Modular System Components:
    - Integral Orifice Modules
    - Double Block & Bleed
    - Modules
    - Isolation and By-pass Modules
- Auxiliary Devices:
  - Coalescing Filter Assemblies
  - Liquid Knock-out Pre-filters
  - Seal Gas Boosters
  - N2 Generators
  - Dew Point Management
**Compressor Seal Products**

**Product Offering**

- **Gaspac (Dry Gas Seal)**
  - Gaspac S, Gaspac D, Gaspac T, Gaspac L Configuration
  - Gaspac S-IR, Gaspac D-IR

- **Cirrpac (Carbon Ring)**
  - Cirpac, Cirrpac LO, Cirrpac HP, Cirrpac MD

- **Turbopac (Oil Lubricated)**
  - Type 368, Type 375, Type 378, Type 2100
Compressor System Products

- Update or exchange of the seal supporting system
- Options:
  - GenPac
  - CleanPac
  - Ampliflow / G-Booster
  - DryPac
  - SupplyPac
  - Gas Conditioning System Panel
Distributor’s Involvement Criteria:

- Be the primary contact to the local End User customer and stay engaged, Flowserve specialist will support technically and commercially as required. The Distributor and Flowserve End Users Sales own the relationships with their user clients.
- Facilitate and Participate in joint calls
- Maintain a pulse on aftermarket opportunities:
  - Communicate Compressor Maintenance Activity / TA Schedules
  - Develop relationship with RE for Compressors / Know about their Bad Actors
  - Participate in the pursuit of defined opportunities
  - Aid in the facilitation of the movement of seal repairs to Kalamazoo
  - Assist with securing clean purchase orders and take the lead when AR support is needed
  - Participate in the coordination of Field Service activities
- Maintain client compressor database
- Maintain a pulse on new project activity
- HUNT for new opportunities!
Role of the User Sales (ADM / SE):

- Primary contact to the Distributor, and stays engaged when the CSS is required to support the opportunity, technical support or training. End Users Sales owns the relationship with the Distributor and user clients.
- Participate in joint calls
- Work with the distributor to maintain a pulse on aftermarket opportunities:
  - Communicate Compressor Maintenance Activity / TA Schedules
  - Develop relationship with RE for Compressors / Know about their Bad Actors
  - Participate in the pursuit of defined opportunities
  - Aid in the facilitation of the movement of seal repairs to Kalamazoo
  - Assist with securing clean purchase orders and take the lead when AR support is needed
  - Participate in the coordination of Field Service activities
- Maintain client compressor database
- Maintain a pulse on new project activity
- HUNT for new opportunities!
Role of the Specialists:

- Provide Technical and Commercial support for Flowserve compressor products and services:
  - Support the distributor and End User Sales with promoting FLS compressor products and services to End User accounts.
  - Provide front line technical support to End User in collaboration with the Distributor and End User Sales:
    - Support opportunities identified by the Distributor and End User Sales.
- Support the Value Proposition:
  - Utilize available data (EIS, Flowstar, TA Schedules, Bad Actor Reports) to develop a proactive sales approach in collaboration with Distribution and End User Sales
  - Oversee “Solution” proposal generation via Commercial Operations (ComOps)
- Support compressor project activity, program development, etc.
- HUNT for new opportunities!
- Facilitate and support customer, distributor, and SE training
Targeted Growth Initiatives via Distributor / End User Sales

**Target Solutions:**
- Control System Upgrades – API 692 Compliance
- Vendor X – Competitor Change-outs, repairs
  - Seal Repair Exchange Program
- Inventory Management Programs
- Vendor Storage Service Program (VSP)
- Compressor Seal Service Agreement (CSSA)
- Retrofits
  - Oil Seal to Dry Seal Retrofits (Gaspac)
  - Oil Seal Upgrades (Turbopac)
- Seal Repair Exchange Program

**Target Market Segments:**
- Existing Installed Base
- Natural Gas Sector
  - Pipeline Stations
  - Gas Processing Plants
  - LNG Export
  - Gas Fired Power Plants / Gas Turbine Peaking Units
- Fertilizer Plants
- Air Separation Plants
- Terminals/Tank Farms – Vapor recovery
Key Supports Contacts – Compressor Seals

- **Commercial Operations** – Jody Kotecki – Manager
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    - Remy McCay – Applications Engineer rmccay@flowserve.com
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  - Calgary
    - Varun Mavuleti – Applications Engineer vmavuleti@flowserve.com
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    - Engineering – Joseph Allen – Manager joallen@flowserve.com

- **Field Service** – Ed Hand – Director ehand@flowserve.com
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- **Specialty Products** – Dave DePaolis – Manager
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      - Jim Balanza – Midwest
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    - Brijesh Mohankumar – Canada
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    - TBA – East – D. DePaolis/S. Herfurth
    - Retrofits – Randy Epp – Manager
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Questions / Discussion
Thank You
Key DGS Contacts

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