



Reliability Management Services

The Growth Engine for Distributors

Delta RMS is a new Web-based sales solution that allows a distributor to increase its sales revenue while helping its customers increase mean time between failures (MTBF). Large best-in-class plants have achieved MTBFs of over 100 months utilizing dedicated reliability teams. This revolutionary cloud-based program will enable small and medium sized plants to achieve MTBFs approaching best-in-class for a fraction of the cost.

Market Facts:

- 147,000 Small to Medium Sized Plants in North America (67% of Pump Population) cannot justify hiring a reliability team.
- 4,000 Large Plants (33% of Pump Population) need real-time diagnostics and easy data entry.
- Maintenance managers need a systematic program to improve reliability.
- Cloud based services are reliable and available anywhere, anytime.

Delta RMS will help your customer:

- Increase plant reliability
- Reduce maintenance expenses and *save money*



RMS: The Path to "Best-in-Class" Drives Aftermarket Growth!

Position your distributorship to provide more services and obtain additional revenue streams – move along the path to "Best in Class" services with your customers as high as you want to go and profit from outsourcing the rest to third parties.



Delta RMS will help distributors:

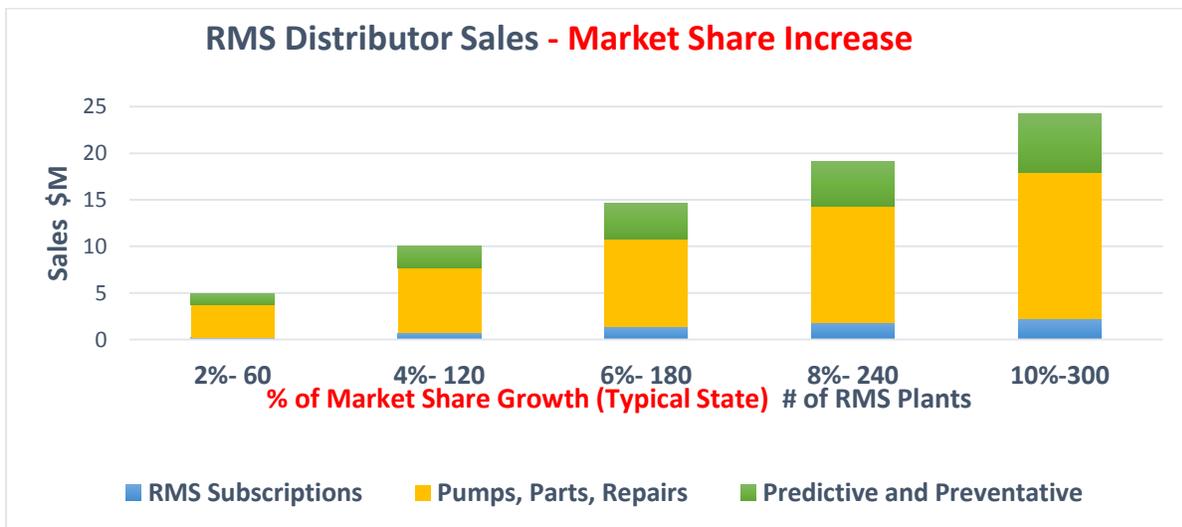
- Reduce time required to determine correct parts and supply them....**All info in RMS**
- Earn the right to be the primary supplier....**RMS tells you first when failures occur**
- Improve and expand relationships....**Salesperson elevated to reliability consultant**
- More than Double Aftermarket Parts, Services and Pump Sales within 2-5years with Existing Sales Personnel and Increase your Bottom Line....**You have the pump list!**

Three Easy Steps to sign up plants and position distributors to *capture most of the plant's sales & service opportunities*:

- Make Presentation (PowerPoint or Video)
- Populate RMS (Upload from Plant File or use the New RMS SnapShot iPhone app to upload and registers pumps quickly in the plant)
- Initiate Services (Train Plant Personnel)

Distributor revenue growth opportunities:

- **Monthly subscription** fee \$5 per pump per month (suggested).
- **Increased pump part sales** since RMS makes it easy to work with you.
 - You will have information on all pumps and notifications when a diagnostic is run.
 - Plant can request help with a click of a button.
- **Increased Repair Services** because plants want diagnostics and repair details stored in RMS.
- **New Preventative Maintenance Service** opportunities (Best Practices, Laser Alignment, Upgrades, etc.).
- **New Predictive Maintenance Service** opportunities (Vibration, Infrared, Ultrasound, Lube Analysis, etc.).
- **Replace Competitor's Pumps** when the time comes since it is easier to work with an RMS distributor.



Distributor Revenue Growth is directly proportional to the # of Plants registered and the speed of adoption!