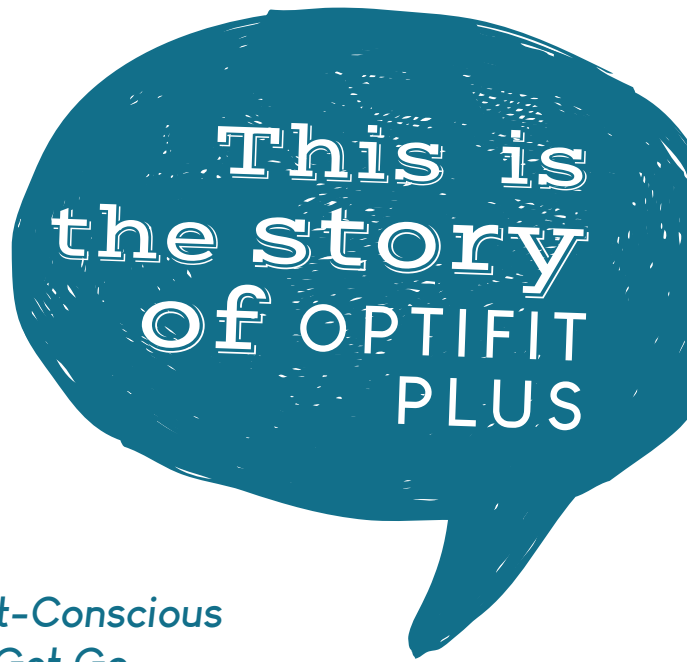


OptiFit Plus



THE STATUS QUO?

Unfortunately, the western Canadian oilfield industry has come to expect that the standard for retrofit projects are overrun budgets and missed schedules. We know that projects are commonly awarded as firm bids up-front and then end up with disastrous overruns, impacting costs, schedules, stakeholders and reputations. "It's just the way that retrofits go." Our patented OptiFit process disagrees - wholeheartedly, in fact.

OptiFit is an advanced reconfiguration solution that is unique to NEXT Compression, founded on the premise of a 150-point sales audit, stringent engineering, disciplined project management and seamless execution. This proprietary solution has been in the market for over a decade and enables NEXT to deliver retrofit projects on time and on budget. We're rolling out a new pricing model for OptiFit predicated on a cost-plus approach, to help our customers address current market conditions and demand.

This is the story of OptiFit Plus.

Ask Doug

We recently interviewed Doug Reves - a long-time NEXT customer and industry veteran with over forty years of experience in gas compression. He shares some insight on his experience with traditional retrofits (both good and bad), and how he sees OptiFit Plus fitting in the market.



Disciplined + Cost-Conscious Right From the Get Go

The OptiFit proprietary design process begins with the creation of accurate engineered drawings of your existing unit which are carefully reviewed with your engineering team to ensure all aspects have been considered. Once approved, NEXT produces a detailed retrofit timeline and gets to work designing a kit for field installation. We know that this engineering process is essential in reducing costs down the road - it's absolutely critical in our process, and quite exciting to see come together.

Ask Doug:

“NEXT came out to our site and looked at 2 units for us. Within 2 days, we had an engineered drawing of both units, which we approved right away. Within 3 weeks they had the retrofit packages complete. They came out to site with a crew of 6 including a highly-skilled welder, and the project was complete within one week. They literally pulled the old out and put in the new, like it was made to fit. Not a single element had to be re-welded or corrected - it was perfect.”



A Tale of Two Retrofits.

The OptiFit retrofit process takes place completely off-site in a controlled manufacturing setting. Pre-spooling, NDE and X-Ray are all done in an indoor, state-of-the-art facility. The retrofit package is then shipped to your site, with all testing having been completed. Our initial design and engineering process ensures that the retrofit is seamless, eliminating the necessity for costly corrections or shipping the unit back to a shop for repairs.

Ask Doug:

“In my experience with other retrofits, the components are built in a shop, based on measurements from a rough sketch or drawing. They are then shipped to site and typically have to be moved back and forth to the shop at least several times for welding, corrections and testing. The result is numerous costly trips back and forth from field to site and, often, an imperfect end result with lots of corrections required. Things can get distorted quickly, and costs can mount. The re-work on this type of project is frustrating and expensive.”

OptiFit Plus+



What's the "plus" all about?

OptiFit+ is a variation of our well-reputed Optifit program, packaged to suit your current procurement and cost management protocols. The past 18 months have resulted in significant additional pressures centred around the procurement bidding process. Recognizing this, we have created the OptiFit+ program to address the need for our customers to secure the best solution for their retrofit projects in this cost-sensitive market.

More than ever, customers are required to obtain competitive bids and, as noted, there are often large gaps between the quoted price and the final bill once everything is completed.

In order to allow customers to gain full advantage of the benefits of the OptiFit process, we are offering a transparent cost plus contract. This provides the opportunity for customers to access the superior OptiFit solution without the need to spend time and effort securing competing bids which they then must try to critically evaluate and justify the best choice.



It's All in the Details

The OptiFit solution relies heavily on a distinct project model to run each retrofit from start to finish. We have mastered the retrofit process to allow us to commit to firm project schedules and budgets, resulting in confidence and peace of mind for you and your stakeholders.

“In my experience, I have had retrofits done with all of the big players in the western Canadian market, including NEXT Compression. After working with NEXT once, we now look to NEXT for our retrofit initiatives because of their ability to meet project timelines, committed costs and the highly controlled nature of the OptiFit retrofit process. We know exactly what we are going to get, when and to the dollar what it will cost.”



Transparent + Controlled.

The **OptiFit+** retrofit solution is completely transparent and, from our perspective, completely fair, giving NEXT Compression the lowest cost of completion. OptiFit is designed to focus on cost-effective execution, providing transparency to our customers that they can take back to their procurement teams and purchase decision-makers.

Ask Doug:

“At the end of the day, the OptiFit retrofit program was more cost-effective; we avoided having to have costly welders going to and from site, eliminated the need to move the unit back and forth, and avoided any potential safety concerns with moving the unit and our people to and from site. The fitting, hydro-testing, and stress relief were all done ahead of time in NEXT's shop, resulting in a perfect fit the first time. We have calculated that this method saved us at least 20% as compared to retrofits with other industry players.”



Firm. And we mean firm.

OptiFit+ ensures that you won't have to go back to your team or stakeholders and explain budget overruns and schedule extensions. **You can report on a project completed on-time and on-budget.**

“We know exactly what we are going to get, when and to the dollar what it will cost.”