

Company

# Overview



MISSION

## Engineered Solutions

Our mission is to continuously innovate our measurement solutions and collaborate with our clients to jointly achieve success in identifying, quantifying, and eliminating measurement errors, enabling them to maximize measurement certainty, boost business performance, and improve profit margins with minimal downtime, OPEX, and unaccounted losses.

### हमारा ध्येय (Our Mission):

हम अपने मापन साधनों में लगातार नयी खोज करें और अपने ग्राहकों के साथ मिलकर मापन खामियों की पहचान करें और उसका निष्कासन करके मात्रा तय करने में सफलता प्राप्त की जा सकें. इससे हमारे ग्राहकों की मापन साधनों की सटीकता बढ़कर व्यावसायिक प्रदर्शन में सुधार होगी और निष्क्रिय अवधी, परिचालन(OPEX) खर्च, बेहिसाबी घाटा कम होकर नफा बढ़ने में मदद होगी.



## Company

# Overview



VISION

### Flawlessly Measured

Our vision is to revolutionize measurement using cutting edge technology and the most current measurement standards to empower our customers to achieve the lowest measurement uncertainty to enhance the industry's understanding of carbon intensity and improve ESG performance

#### हमारी दृष्टि (Our Vision)

अत्याधुनिक तकनीकों और नविनतम मापन मानकों का उपयोग करके मापन प्रक्रियाओं में बदलाव लायें. उद्योग में कार्बन उत्सर्जन का आकलन करके ESG (पर्यावरण, सामाजिक आऔर प्रशासन) प्रदर्शन में सुधार लायें और मापन साधनों की अनिश्चितता कम करके ग्राहकों को सक्षम करें.

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## Measurement Assurance

Your partner for process measurement, monitoring, analytics, and diagnostics solution.

# Overview

- **Theme:** Measurement Assurance
- **Objective:** Attract, engage, and convert leads by effectively communicating our value proposition: precision, efficiency, and compliance in measurement solutions.
- **Key Takeaway for Visitors:** Our solutions deliver minimized uncertainty, optimized operations, and improved compliance to maximize profitability and performance.

# Measurement Assurance

The most **important aspect** in measurement is the **CONFIDENCE** that we build in our customers that their measurement is **ASSURED** with the right accuracy and repeatability.

# Measurement Assurance

Our Key Objectives:

- Attract
- Engage
- Convert Leads

# Measurement Assurance

## 3 Pillars of Assurance:

- Minimized Measurement Uncertainty
- Enhanced Operational Efficiency
- Improved Compliance & Reporting

# Measurement Assurance

## Main Pillars of Assurance:

- Minimized Measurement Uncertainty
- Enhanced Operational Efficiency
- Improved Compliance & Reporting

# Roles and Responsibilities



# Booth Role and Responsibilities

Roles	Greeter	Product Specialist	Sales Closure	Tech Support/ Experts
<b>Responsibilities</b>	Welcome visitors, introduce the theme, qualify interest, direct to specialists.	Demonstrate solutions, answer technical questions, highlight product benefits	Engage qualified leads, understand needs, schedule follow-up	Address detailed technical queries, provide in-depth solutions
<b>Key Personnels</b>	<ul style="list-style-type: none"> <li>➤ Shreyasha</li> <li>➤ Shreevarshita</li> </ul>	<ul style="list-style-type: none"> <li>➤ Vitthal Ubale</li> <li>➤ Jayakrishnan Pallath</li> <li>➤ Abhishek Bhattacharya</li> <li>➤ Jigneshgiri Aparnathi</li> <li>➤ Utsav Patel</li> <li>➤ Sujeet Acharjee</li> <li>➤ Vijay Arya</li> </ul>	<ul style="list-style-type: none"> <li>➤ Rajesh Shrivastava</li> </ul>	<ul style="list-style-type: none"> <li>➤ Unni Narayanan</li> <li>➤ Sujeet Acharjee</li> </ul>

# Our Target Audience

# Our Industries to Target

## Oil and Gas Industry



# Our Industries to Target



Chemicals and Power



# Key Visitor Roles

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## Plant Managers

Oversee plant operations, ensure measurement accuracy, optimize efficiency, and drive digital transformation

## Compliance Officers

Ensure regulatory adherence (API, ISO, OIML), monitor audits, and verify measurement accuracy for safety and financial compliance

## Engineers

Manage installation, calibration, and troubleshooting of flow measurement systems, ensuring seamless integration

## Decision-Makers

Approves budgets, evaluate vendors, and align measurement solutions with business goals



# Plant Manager- Buyer's Persona

## **Roles and Responsibilities:**

- **Oversee plant operations, safety, and efficiency**
- **Ensure regulatory compliance (OIML, ISO, API standards)**
- **Manage instrumentation & process control systems**
- **Optimize flow measurement & metering systems**
- **Lead maintenance, calibration, and troubleshooting**
- **Collaborate with procurement for vendor selection & technology upgrades**
- **Drive digital transformation (IIoT, automation)**

# Decision Makers- Buyer's Persona

**Job Title:** Procurement Manager / Operations Director / EPC Contractor

## **Key Responsibilities:**

- Approve budgets & purchase decisions
- Evaluate vendors based on cost, compliance, and performance
- Ensure ROI & cost-effectiveness of measurement solutions
- Oversee large-scale projects, expansions, and upgrades

# Key Challenges & Pain Points

- **High maintenance costs** due to manual calibration & unreliable equipment -Frequent recalibrations, lack of skilled personnel, and equipment failures result in high operational expenses and downtime.
- **Regulatory non-compliance risks** causing penalties & operational shutdowns
- **Aging infrastructure & outdated instrumentation** requiring upgrades
- **Leak detection & safety monitoring issues** impacting plant integrity
- **High maintenance costs** due to manual calibration & unreliable equipment
- **Lack of real-time data & digital integration** slowing decision-making



# Key Challenges & Pain Points

- **Frequent equipment failures** disrupting operations & increasing unplanned downtime
- **Inconsistent calibration practices** causing measurement deviations & regulatory issues
- **Complex multi-phase flow measurement** creating accuracy challenges in upstream operations
- **Limited standardization across assets** making system integration & scalability difficult
- **High energy consumption** due to inefficient measurement & process control systems

# Key Challenges & Pain Points

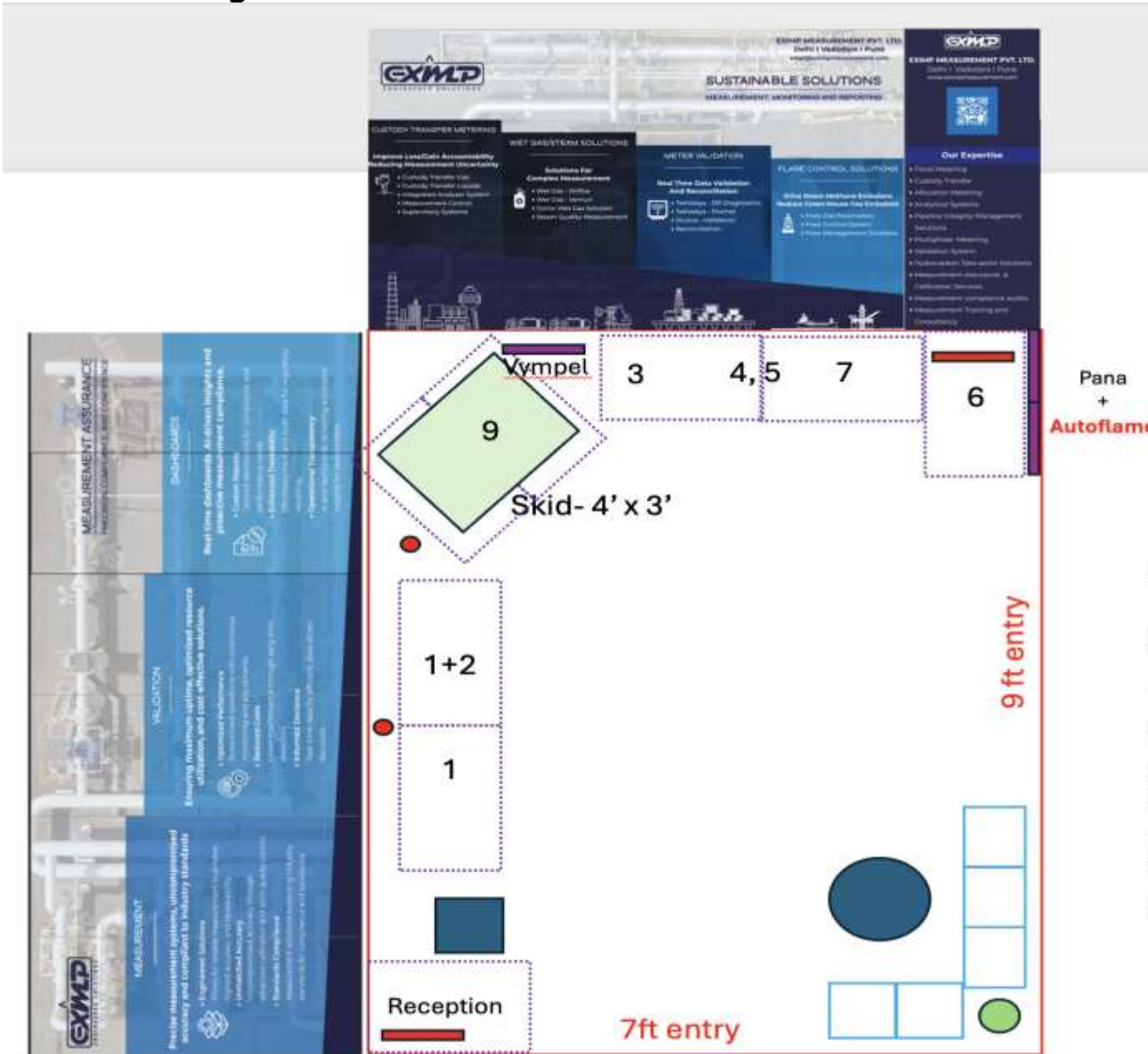
- **Data security & cybersecurity threats** putting critical infrastructure at risk
- **Harsh environmental conditions** affecting sensor reliability & measurement accuracy
- **Lack of skilled workforce** leading to inefficiencies in maintenance & troubleshooting
- **Supply chain disruptions** causing delays in equipment replacement & upgrades

# Buying Triggers

- New plant expansion or capacity upgrades
- Regulatory audits requiring updated measurement systems
- **Shift towards IIoT & digital automation**
- Need for higher measurement accuracy in custody transfer
- Adoption of predictive maintenance strategies
- Rising energy costs driving demand for process optimization

## How Eximp Can Help?

- **Custody Transfer Solutions** - trusted partner for measurement of oil, gas & LNG
- **Pipeline Flow Measurement & Leak Detection** - Ensuring operational safety
- **Digital Monitoring & IIoT Solutions** - Real-time data & predictive analytics
- **Regulatory Compliance Solutions** - API, OIML, ISO-certified measurement systems
- **Custom Engineering Solutions** - Tailored for plant-specific requirements



- 1) 2" Orifice Fitting with Accessories with Transmitters - need regulator (TekValsys - with FCA 8000A)
- 2) Flow Computer Tek-FCA 8000A; S/N:8000A-F21050055
- 3) TMO Dual Chamber Orifice Fitting With Accessories -
- 4) Hygrovision BL Dew Point Analyzer with Accessories - old one
- 5) Hygrovision Cong Prima 2M with Accessories -
- 6) Autoflame Combustion Management Systems - Utsav Demo
- 7) PT900 Portable Flowmeter with Accessories -
- 8) Cone - standard and replaceable - demo unit - 3d print
- 9) Skid Model - existing

# Our Visual Attraction

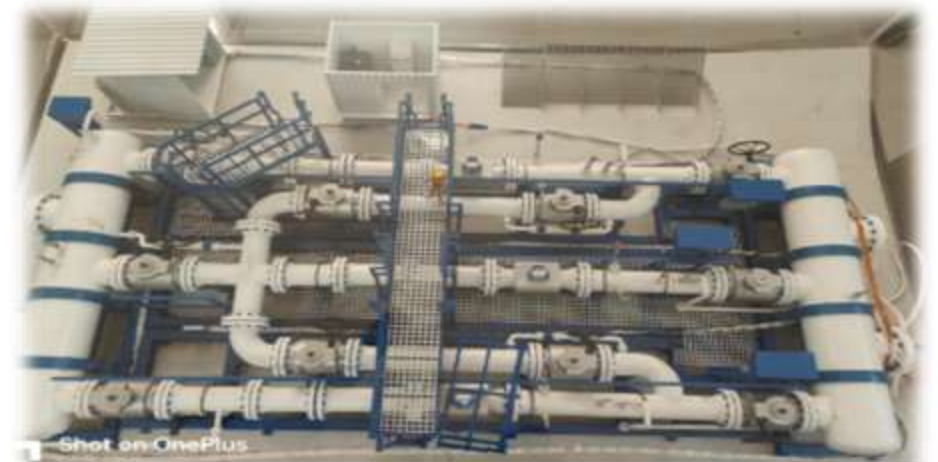
- ✓ TMCO Dual Chamber Orifice Fitting With Accessories -
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- ✓ PT900 Portable Flowmeter with Accessories
- ✓ Cone - standard and replaceable - demo unit - 3d print
- ✓ Skid Model - existing



Panametrics  
a Baker Hughes business



Prognosis  
Differential Pressure Diagnostics



# Our Banners



**EXIMP MEASUREMENT PVT. LTD.**  
Delhi | Vadodara | Pune  
www.eximpmeasurement.com



EXIMP MEASUREMENT PVT. LTD.  
Delhi | Vadodara | Pune  
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## SUSTAINABLE SOLUTIONS

MEASUREMENT, MONITORING AND REPORTING

### Our Expertise

- ▶ Fiscal Metering
- ▶ Custody Transfer
- ▶ Allocation Metering
- ▶ Analytical Systems
- ▶ Pipeline Integrity Management Solutions
- ▶ Multiphase Metering
- ▶ Validation System
- ▶ Hydrocarbon Dew-point Solutions
- ▶ Measurement Assurance & Calibration Services
- ▶ Measurement compliance audits
- ▶ Measurement Training and Consultancy

### CUSTODY TRANSFER METERING

**Improve Loss/Gain Accountability  
Reducing Measurement Uncertainty**



- ▶ Custody Transfer Gas
- ▶ Custody Transfer Liquids
- ▶ Integrated Analyzer System
- ▶ Measurement Control
- ▶ Supervisory Systems

### WET GAS/STEAM SOLUTIONS

**Solutions For  
Complex Measurement**



- ▶ Wet Gas - Orifice
- ▶ Wet Gas - Venturi
- ▶ CoVor Wet Gas Solution
- ▶ Steam Quality Measurement

### METER VALIDATION

**Real Time Data Validation  
And Reconciliation**



- ▶ TekVaisys - DP Diagnostics
- ▶ TekVaisys - Promet
- ▶ Oculus - Validation
- ▶ Reconciliation

### FLARE CONTROL SOLUTIONS

**Drive Down Methane Emissions  
Reduce Green House Gas Emissions**



- ▶ Flare Gas Flowmeters
- ▶ Flare Control System
- ▶ Flare Management Solutions



# Our Banners

**MEASUREMENT ASSURANCE**

[www.eximpmeasurement.com](http://www.eximpmeasurement.com)

MINIMIZING  
MEASUREMENT  
UNCERTAINTY

ENHANCING  
OPERATIONAL  
EFFICIENCY

IMPROVING  
COMPLIANCE  
& REPORTING

**UPSTREAM**

**Wellhead and Production**

- Custody Transfer Measurement of Produced Oil/Gas
- Measurement of Produced Water (Separated at Well-Pressure Separators/Condensate Production)
- Well Testing for Gas
- Multiphase Flow Measurement
- Well-Flow Well Liquid Measurement

**Pipeline Transmission**

- Flow Measurement of Crude Oil Feed to Desalter/Pre-Treatment Units
- Flow Measurement of Separated Oil from High-Pressure Separators
- Density Correlation in Refinery Gas Separation & Sweetening Units
- Feedstock Flow Measurement: FCC, Distillation Units
- Diesel, WFO, and Fuel Oil Flow Monitoring

**MIDSTREAM**

**LNG (Liquefied Natural Gas) Facilities**

- Flow Measurement in the Liquefaction Process
- Regasification Process and Ship-Off-Gas Monitoring

**Pipeline Transmission**

- Custody Transfer of Liquid Hydrocarbons and H<sub>2</sub>
- High-Pressure Gas Pipelines
- Compressor Station Flow Monitoring
- End-Point & Inventory Management
- Leak Detection & Pipeline Integrity Monitoring

**Underground Storage**

- Injection Flow Measurement
- Withdrawal Flow Measurement
- Inventory Reconciliation and Monitoring
- Leak Detection & Safety Monitoring

**DOWNSTREAM**

**Distribution Networks & City Gate Stations**

- City Gate Custody Transfer Measurement
- Distribution Allocation & End-User Monitoring
- Pressure & Flow Balancing for Network Optimization

**Offtake Points, Delivery Terminals, Refinery Feed/Product Delivery Points**

- Loading/Unloading & Product Transfer Operations
- Refinery Feed Measurement
- Product Blending & Delivery
- Custody Transfer at Offtake Points & Delivery Terminals
- Storage & Reconciliation Measurement of Gas
- Terminal Access Control & Safety Monitoring



# Battle Cards/Questions

# Top Questions to Ask Visitors

1. What sector of the energy industry are you primarily involved in – Upstream, Midstream, or Downstream
2. What are some of the biggest challenges you face regarding measurement in your operations?
3. How do you currently handle custody transfer measurements of production?
4. How do you manage flow measurement and leak detection in your pipeline transmission operations?
5. What solutions are you looking for to improve compliance and reporting in your downstream operations
6. What methods do you use for inventory monitoring and loss control in your underground storage facilities?
7. What are your current measurement solutions?
8. Are you satisfied with the performance and reliability of your current measurement systems

**Thank You**