

FRAMO OFFSHORE PUMPING SYSTEMS

Digital services





Photo: Courtesy of Aker BP



Digital service solutions for higher uptime

Offshore installations rely on their pumping systems for critical 24/7 operations. There's simply no time for them to fail. That's why Framo has always backed the world's best pumps with a service organization like no other. With the addition of innovative digital solutions and SMART service contracts, we can take our support to the next level, bringing you the most reliable and most cost-effective assurance of uptime.

Framo Insights for maximum uptime

No matter the issue, Framo's certified and experienced service engineers mobilize swiftly around the clock – and around the globe – to get you the support you need. Safeguarding high availability is the cornerstone of our approach, and our offering includes a wide range of services designed to ensure full peace of mind when it comes to your pumping systems.

Digitally connected Framo pumps give you convenient access to real-time data from your offshore installation through a system we call Framo Insights. Our experts provide analysis to help you turn your

digital data into actionable information, such as predictions of pump performance or remaining useful life for oil filters. You can then access the data via useful dashboards, or Framo Insights can be configured to speak directly to your maintenance systems.

SMART contracts for cost-effective service

Remote access to real-time data makes it possible for Framo to cooperate even more closely with customers to achieve more efficient maintenance strategies. Rather than planning downtime according to scheduled service and inspection intervals, we can use the data to identify failure-mode development and perform preventive maintenance as needed, according to the actual condition of the equipment.

This enables Framo to better support customers with tailor-made SMART service contracts designed around uptime instead of traditional, pre-defined hourly rates. In addition to keeping your pumping systems in top performance, SMART contracts make it possible to further lower the total cost of ownership of your pumping equipment.



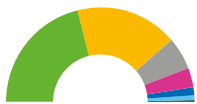
Photo: Courtesy of Aker BP

CASE

Ivar Aasen optimizes performance with Framo SMART contract

Ivar Aasen

Operator: Aker BP AS



- Statoil Petroleum AS 41.47 %
- Aker BP ASA 34.79 %
- Bayergas Norge AS 12.32 %
- Wintershall Norge AS 6.46 %
- VNG Norge AS 3.02 %
- Lundin Norway AS 1.39 %
- OKEA AS 0.55 %

Ivar Aasen is Aker BP's newest offshore platform on the Norwegian continental shelf. The platform has made news thanks to a state-of-the-art digital set-up, which has allowed Aker BP to move the control room onshore. These capabilities have also allowed the company to use Ivar Aasen as a new test lab for the possibilities of digitalization.

In order to boost efficiency, Aker BP is closely cooperating with the suppliers of their equipment. Framo was the first such supplier to enter into an agreement with Aker BP to access data from the sensors on the platform's pumps.

A smart partnership for performance

By sharing live data with Framo, Aker BP can improve the performance of their pumping systems and, as a result, their overall operation. With in-depth knowledge of the products and years of experience in pumping technology, Framo experts can analyse how the pumps are functioning and give the team at Aker BP tips on how to make things better. Framo has also used the information

to develop apps that predict performance and secure higher uptime.

The partnership helps Aker BP keep down operating costs, and therefore keep the platform profitable even as oil prices drop. They have signed a SMART service agreement with Framo, designed to meet the needs of the Ivar Aasen with efficient maintenance and a focus on uptime.

A win-win situation

Partnering with Aker BP has been equally valuable for Framo. Access to the Ivar Aasen's data makes it possible to see, in real-time, how pumps are performing on a day-to-day basis. In addition to using this information to boost Aker BP's operational performance, Framo can learn more about actual pump performance in offshore installations. This insight will make it possible to further help other customers going forward to improve operation and maximize uptime.

To learn more about Framo digital services, visit www.framo.com

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