Agenda

- What is DirectAIR
- The DirectAIR Approach
- The Advantage Of A DirectAIR Partnership
- Lease vs. Own: A Study In Cost Savings
- Next Steps
- Installation & Monitoring Snapshot
What Is DirectAIR®?

- A Compressed Air Utility Service Solution
- A Solution To Increase Company Profitability
- 25 Years Of Best-In-Class Experience
- 12MM Hours Of Accumulated Operation
- Over $200MM In Energy Savings and Carbon Footprint
- More Than 200 Sites Nationwide With No Voluntary Contract Cancellations
Evaluating Your Current System

1. Is 100% reliability critical to your plant’s success?

2. Facing a large, compressed air related, capital investment?

3. Current compressor system inefficient?

4. Experiencing excessive compressed air maintenance, repair, and rental costs?

5. Poor quality of air causing production downtime and/or high scrap costs?
The DirectAIR Approach
The DirectAIR® Approach

100% Reliable Compressed Air Solution
- Guaranteed supply of energy efficient compressed air

Capital Avoidance
- Eliminates costly, air related, capital expenditures

Risk Management Proposition
- DirectAIR transfers assumption of risk with downtime or loss of production by providing a guaranteed supply of compressed air and superior air quality

Compressed Air As A Utility
- Utility, monthly payments based on use and compressed air consumption

Uptime Guarantee With No Maintenance
- Eliminates expensive maintenance, repair, and downtime of production equipment due to poor air quality
The Advantage Of A Direct®AIR Partnership
Advantages Of DirectAIR®

Where partnership meets expertise

01 Elimination of costly maintenance or PM contracts

02 Flexible contracts to meet demand: increasing or decreasing capacity with production needs

03 Avoid capital expenditures for new equipment and repair parts

04 Options utilizing existing customer equipment
Energy Efficiency For Yearly Energy Savings

Reduces Waste
- Reductions in equipment maintenance costs
- Smaller carbon footprint: landfill, product scrap, and logistics

Green Energy
- Improved green efficiency rates with energy efficient compressed air equipment: 35-50% savings potential
- Cost savings on cooling water pumps, water treatment chemicals, replacement parts, and labor

Operational Efficiency
- Consistent supply of clean, dry air
- Plant can focus on optimizing production equipment without a need for dedicated 3rd shift staff for compressed air
Experience & Reliability

25 Years Of Best-In-Class Experience With:
- Operations
- Engineering
- Design

Innovation As Our Core With:
- Predictive monitoring technology
- Preventative maintenance & on-site backup equipment
- Instant response teams for alarms

Over $200MM Invested
200 Sites

Manufacturing Partners Running On DirectAIR®
Lease vs Own: A Study In Cost Savings
The Cost Of Ownership

Lifecycle Costs Of Owning An Air Compressor

- Energy costs account for 90% over a 10-year timespan
- Within 1 year, capital expense is exceeded by operating costs
- Energy consumption is the significant factor in operating costs of an air compressor
DirectAIR® Means Cost Savings

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<th>DirectAIR®</th>
<th>Lease/Own</th>
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<td>Design &amp; Custom Engineering</td>
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<td>All Operation &amp; Maintenance</td>
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<td>All Rentals &amp; Onsite Backups</td>
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<td>Guaranteed flow, Pressure Dewpoint</td>
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<td>Fiscally Sound Long-Term Solution</td>
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<td>Flexibility To Adjust System Size Based On Need</td>
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Next Steps
Scoring Exercise

- Owning Cost Worksheet
- Air Survey
- 10-Year Financial Analysis
- Plant Visit
Installation & Monitoring
Snapshot
READY TO MOVE YOUR OPERATION FORWARD?

Talk to one of our trained industry experts today at aircompressors.com/contact-us/
Appendix
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