






Integrated Global Services (IGS) Comparison

| | Integrated Global Services (IGS) | Other Vendors |
|---|--|---|
|  <p>Total Cost of Ownership</p> | <p>✓ IGS SmartGard will result in a reliable boiler, reduction of outage duration, mitigation of expensive forced outages, no expense/time on mechanical work in every outage and ultimately increased plant profitability.</p> | <p>✗ Use of an inexperienced / unspecialized Thermal Spray service will result in boiler tube leaks, increased downtime, repeat mechanical work and ultimately reduced plant profitability.</p> |
|  <p>Technology</p> | <p>✓ IGS is a surface protection engineering company. Materials and application equipment used by IGS are developed in-house with 30+ years of R&D and field application.</p> | <p>✗ Will use Thermal Spray equipment and materials meant for in-shop application.</p> |
|  <p>Analysis and Expertise</p> | <p>✓ IGS CFB experts will analyze the erosion rates and pin-point the metal wastage mechanism. IGS will develop a thickness specification based on erosion data and coating life expectation. IGS can also recommend high and low priority areas for thermal spray protection.</p> | <p>✗ Minimal capabilities to conduct technical evaluations.</p> |
|  <p>Results</p> | <p>✓ IGS has helped more than 500 CFB Boiler operators globally to achieve a reliable, No-tube leak target maintenance plan using IGS SmartGard and timely refurbishment.</p> | <p>✗ Improper application can actually result in more mechanical work and gouging on tubes and/OR increased probability of tube leaks.</p> |
|  <p>On-site Performance</p> | <p>✓ IGS is experienced with on-site HVTS applications. Safety, co-ordination with other on-going work, on time completion.</p> | <p>✗ Inexperienced or improper planning by the vendor can result in safety incidents or outage schedule extensions.</p> |