

OEM Equipment Support, with 3rd Party Manufacturing

Simply.....

PSC Overview

PSC / OEM Opportunities

The Offering

Design & Engineering

Examples

Summary

CONNECTED

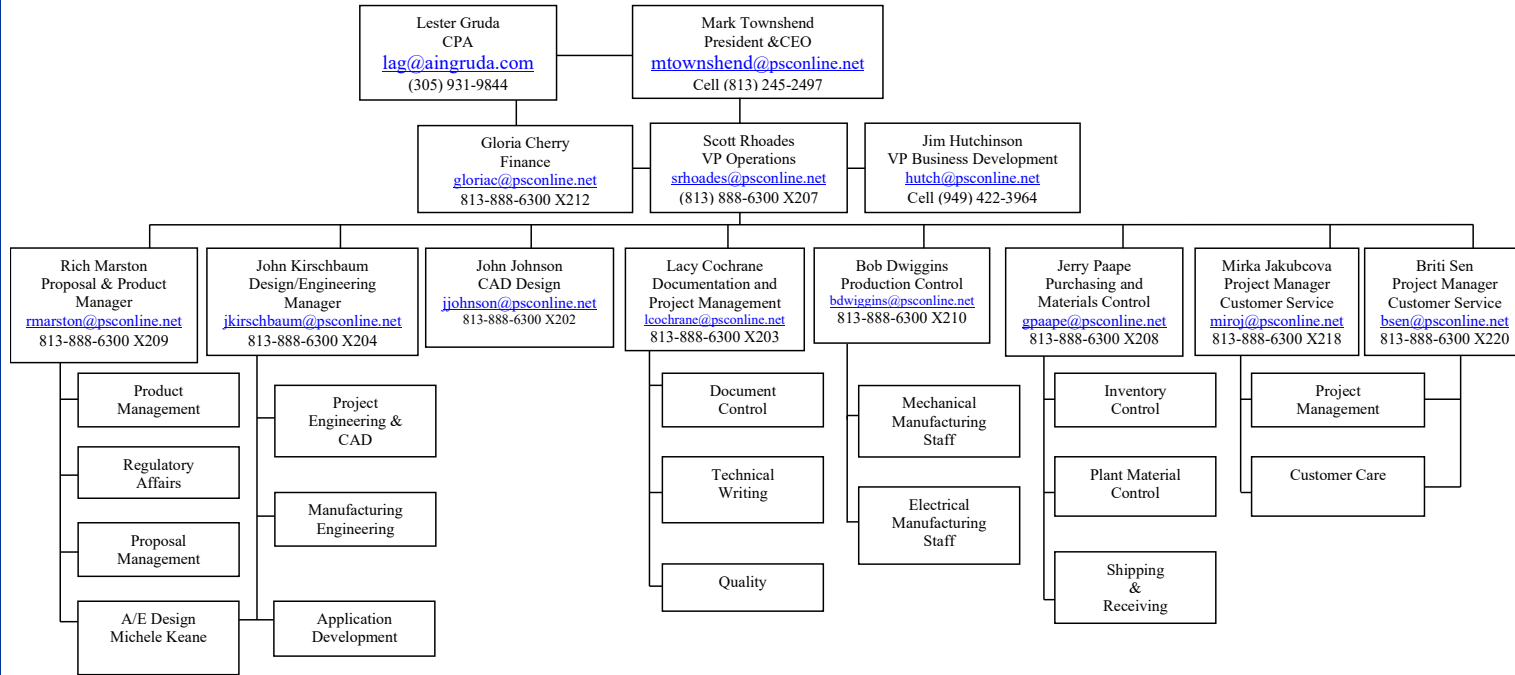
A hand is shown pointing at a glowing digital interface. The interface features a grid of rounded rectangular cells, with a central cell containing two bright white dots connected by lines. The background is a dark blue with the word 'CONNECTED' in large, light blue, block letters. The overall aesthetic is futuristic and technological.



Overview – Process System & Components, Inc. (PSC) Organization Chart

OEM

PSC ORGANIZATION CHART



Overview

Opportunity

The Offering

Design & Engineering

Examples

Summary



PSC Facility, located in Tampa, FL

OEM

Overview

Opportunity

The Offering

Design & Engineering

Examples

Summary





PSC Facility, located in Tampa, FL

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Overview

Opportunity

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Design & Engineering

Examples

Summary





PSC Facilities & Capabilities: Main Fabrication Area

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Examples

Summary





PSC Facilities & Capabilities: Clean Room

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Design & Engineering

Examples

Summary





PSC Facilities & Capabilities: Panel Shop

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Opportunity

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Design & Engineering

Examples

Summary





PSC Facilities and Capabilities

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Design & Engineering

Examples

Summary

Facility:

- Structure: 30,000 square foot free standing metal building
 - ❖ Production: 25,000 square feet
 - ❖ Administration: 5,000 square feet
- Segregated structural steel fabrication ensuring no ferrous materials enter main manufacturing areas
- Class 1000 Clean Room within a 2,000 square foot Ultra High Purity dedicated manufacturing area
- UL / cUL dedicated Panel Shop

Manufacturing Capabilities:

- Skidded Water, Chemical, and Gas Systems with integrated controls.
- Variety of Process Piping Materials (Industrial CS / SS, PP, PVDF, PVC, Sanitary).
- 100% vertically integrated: all aspects of systems are designed and produced in our Tampa facility.

Systems & Products:

- Process and Waste Water Systems, Gas and Chemical Systems.
- UL / cUL Panel Shop: Controls from simple ON/OFF alarm panels to complex, PLC controls with HMIs and remote Communication and Monitoring.

Installation Capabilities:

- Field Supervision and Project Management of Process Piping & Skid System Installs
- Controls based Start-up.



PSC Business Profile

OEM

Overview

Opportunity

The Offering

Design & Engineering

Examples

Summary

SALES / FINANCIAL:

- \$5,500,000.00 in 2020
- \$7,000,000.00 in 2021
- \$10,000,000.00 + projected and on schedule in 2022 with current backlog at \$4M as of 2/1/2022

% OF SALES BY INDUSTRY:

- 50% – Pharmaceutical / Biotech
- 20% – Food & Beverage / Citrus / Dairy
- 20% – General Industrial
- 10% – Semiconductor / Microelectronics



PSC / OEM Opportunities

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Component Orders into System Opportunities!

Overview

Opportunity

The Offering

Design & Engineering

Examples

Summary

- **Simple Filter Skids & Systems:**

Duplex Filters, bypasses, sample valves, gauges, skid mounted.

- **Water & Waste Water Filtration Systems:**

Combine filter technologies into a system. Pretreatment, RO, UF, MF, EDI, Storage and Distribution systems.

- **Controls:**

From simple analog panels through complex PLC based systems with interface to BMS.

End Goal is to offer the client a
“Solution Provider”



UNIVERSITY- USP WATER

OEM

Overview

Opportunity

The Offering

Design & Engineering

Examples

Summary





Pre-Packaged Waste Water Treatment Plant

OEM

Overview

Opportunity

The Offering

Design & Engineering

Examples

Summary



31/07/2007 1:06 pm



MEMBRANE DEGASSIFIER

OEM

Overview

Opportunity

The Offering

Design & Engineering

Examples

Summary





CONTAINERIZED SYSTEMS

OEM

Overview

Opportunity

The Offering

Design & Engineering

Examples

Summary



Opportunity Knocks

OEM

When OEM finds a Skid or System Opportunity:

1. PSC Needs:

P&ID (electronic or paper based) and brief sequence of operation from OEM client, additional documents valued but not necessary.

2. PSC Generates Proposal:

From above PSC will generate a proposal and generate AutoCAD P&ID if needed.

3. OEM Proposal to Client :

OEM Margins and sells to end user.

4. Order & Equipment :

PSC builds OEM equipment and all branding is OEM' s. There is no mention of PSC on equipment or in manuals.

Overview

Opportunity

The Offering

Design & Engineering

Examples

Summary



Commercial Aspects of Orders

OEM

OEM Proposal Expectation from PSC:

Written Proposal:

Detailed written proposal to clearly set equipment expectations for quality, documentation and delivery.

Payment Terms:

Typical is 20% with order, 30% with equipment, 40% with shipment and 10% upon delivery. Net 30 days.

Warranty & Commercial Terms:

PSC will compliment existing OEM terms and warranty, to insure seamless to the client.

Overview

Opportunity

The Offering

Design & Engineering

Examples

Summary



Project Level Documentation

OEM

OEM Project Documentation

Expectation from PSC:

Drawings:

PSC will provide “As-Built” P&ID and ISO style General Arrangement drawings. If greater drawing detail is required either at the start, or end of a project, we need to know at the proposal phase.

Submittals:

PSC can provide full submittals, however we need to know at the proposal phase, otherwise we presume that Proposal and P&ID will suffice.

O&M Manuals:

PSC will build a manual that describes the equipment being built. Simple skids get simple manuals, or can complement existing OEM documents.

Overview

Opportunity

The Offering

Design & Engineering

Examples

Summary



Optional Docs (add additional cost)

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3D Drawings:

Up-front equipment engineering and design.
Cost can be significant.

Manuals:

Validation Level O&M Manuals
FATs (wet and dry)
SOPs
IOQ Protocols
IOQ Field Execution (at client' s site)
PQ Protocols
PQ Field Executions (at client' s site)

Instrument Certs. & Calibration Service:

NIST traceable. Annual certification services available.

Overview

Opportunity

The Offering

Design & Engineering

Examples

Summary



Filtration Skid 3-D Drawing Example

OEM

Overview

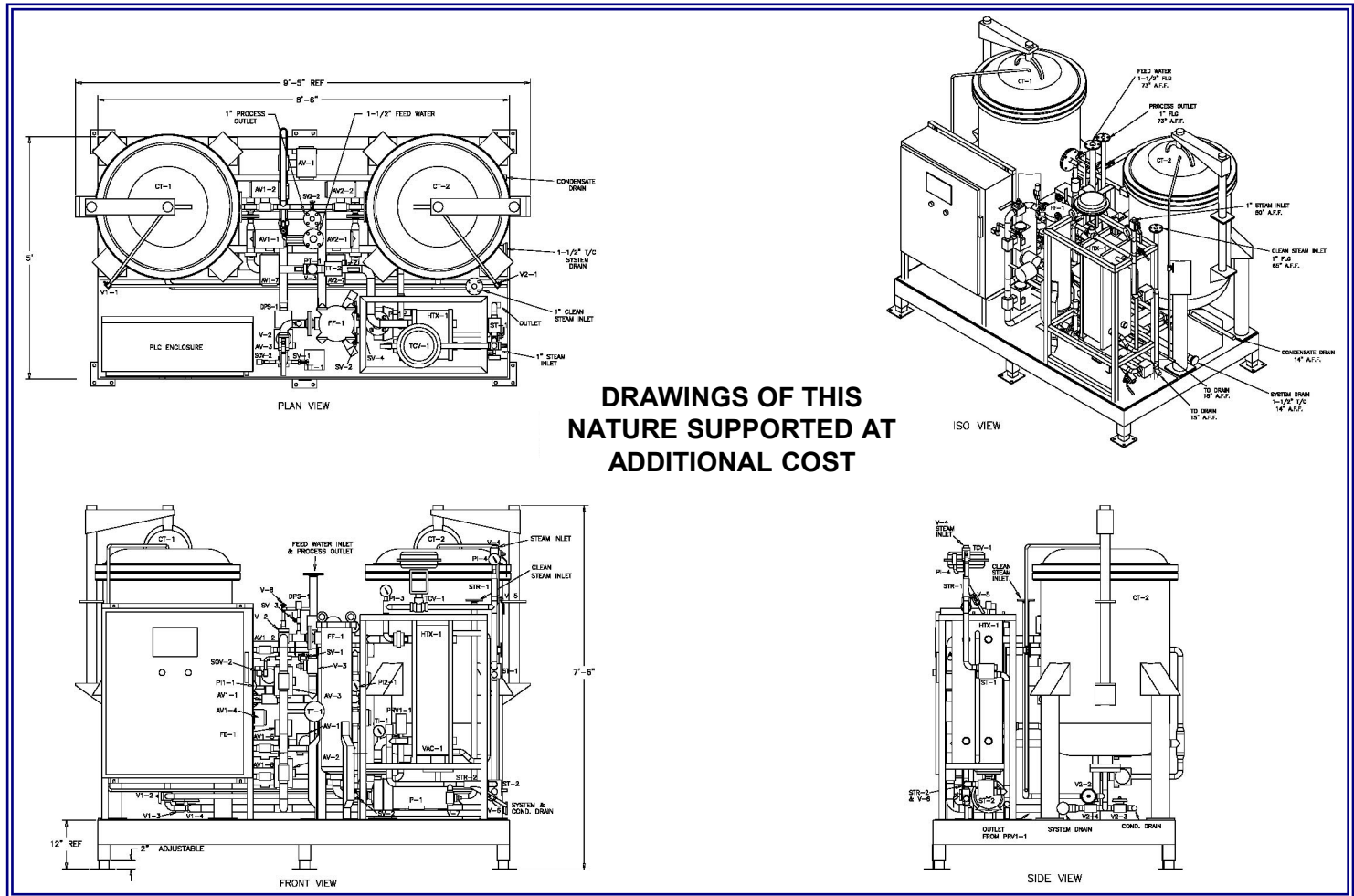
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The Offering

Design & Engineering

Examples

Summary





ISO "As-Built" Example

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Overview

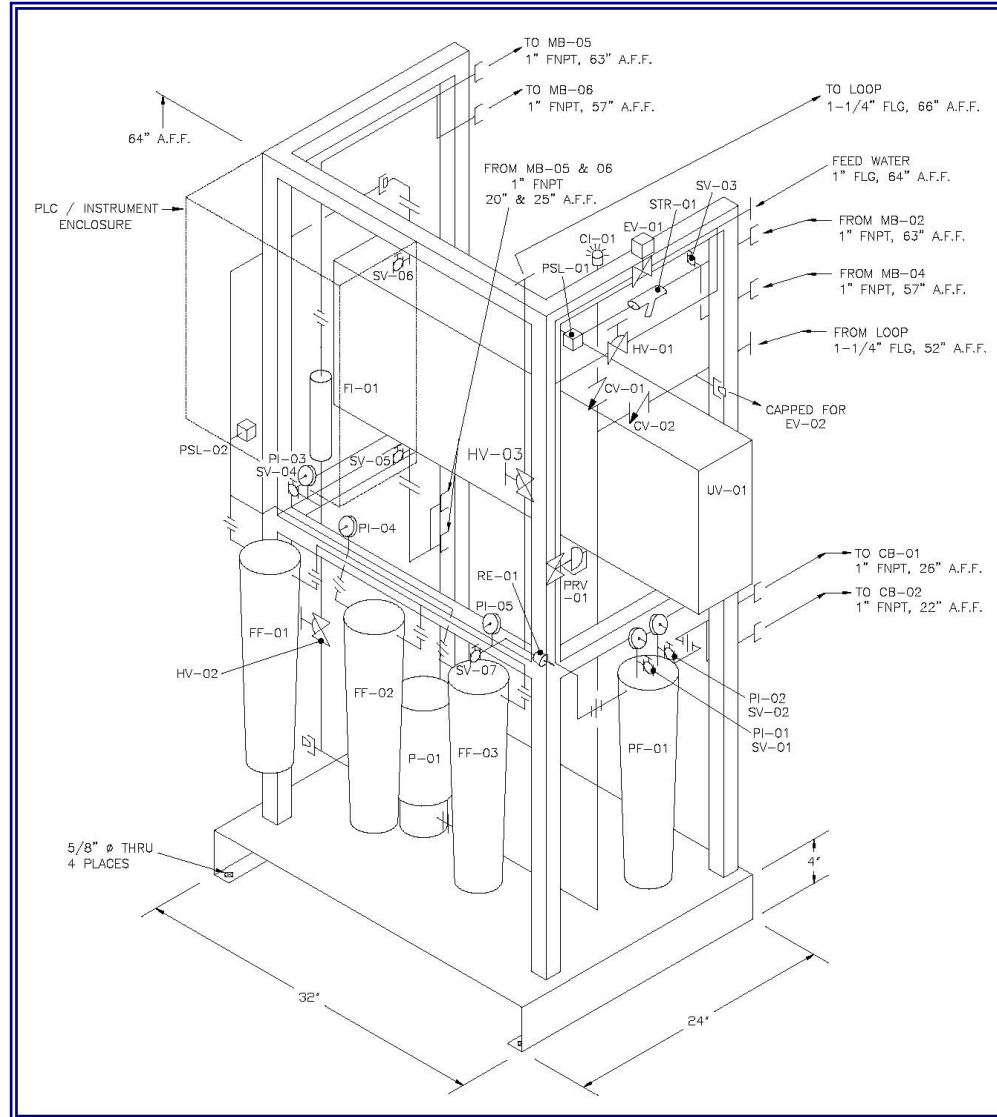
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Design & Engineering

Examples

Summary





FLEXX DP SYSTEM ("DISTRIBUTION/POLISH")

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Overview

Opportunity

The Offering

Design & Engineering

Examples

Summary





FLEXX LR SYSTEM

OEM

Overview

Opportunity

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Design & Engineering

Examples

Summary



Lab Recirc.
Wall Panel



Lab Recirc.
Skid



900 GPM CARBON TOWERS

OEM

Overview

Opportunity

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Design & Engineering

Examples

Summary





HWS PRETREATMENT

OEM

Overview

Opportunity

The Offering

Design & Engineering

Examples

Summary





HOT SANI PHARM RO SYSTEM

OEM

Overview

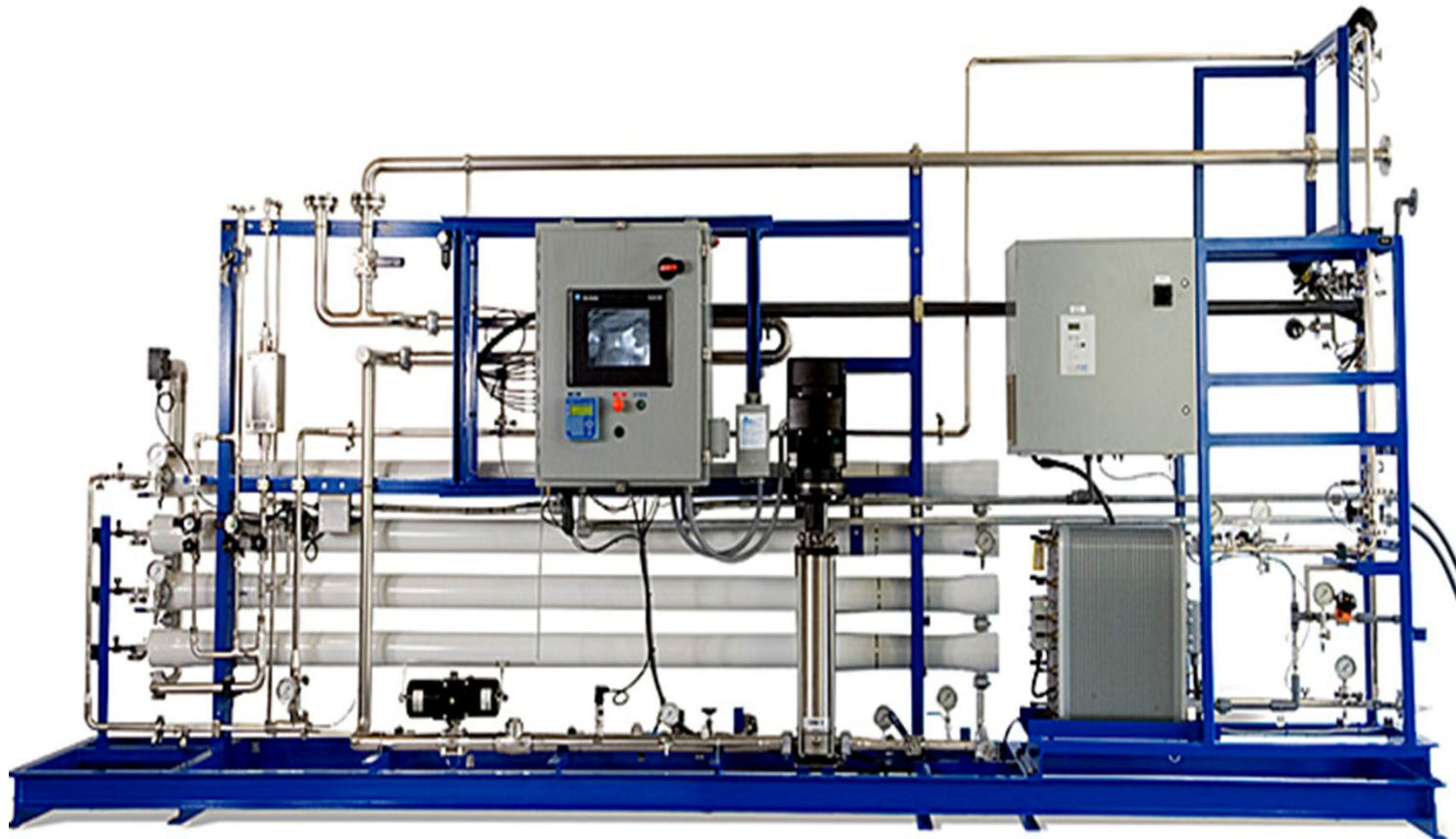
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The Offering

Design & Engineering

Examples

Summary





FILTRATION SKID - XP RATED

OEM

Overview

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Design & Engineering

Examples

Summary





RAIN WATER RECOVERY PUMP SKID

OEM

Overview

Opportunity

The Offering

Design & Engineering

Examples

Summary





DEMIN STORAGE

OEM

Overview

Opportunity

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Examples

Summary





CIP SYSTEM

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Overview

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Examples

Summary





PHARM BATCH MIX SYSTEM

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Overview

Opportunity

The Offering

Design & Engineering

Examples

Summary





WASTE WATER TANK

OEM

Overview

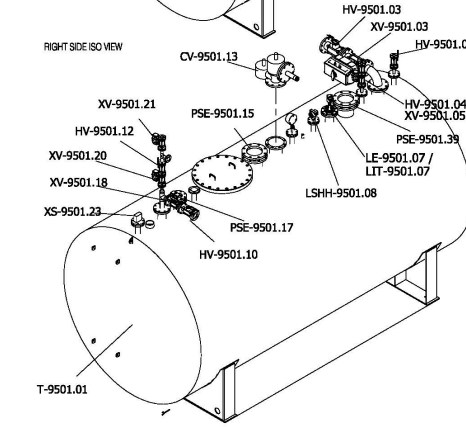
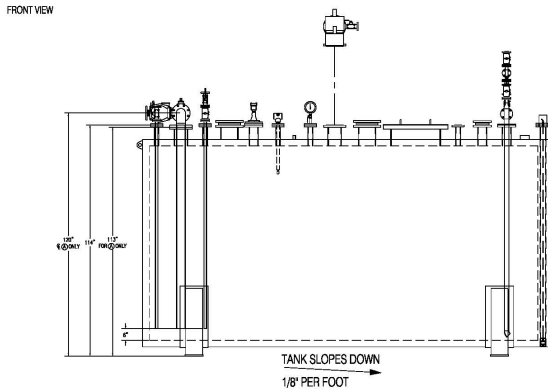
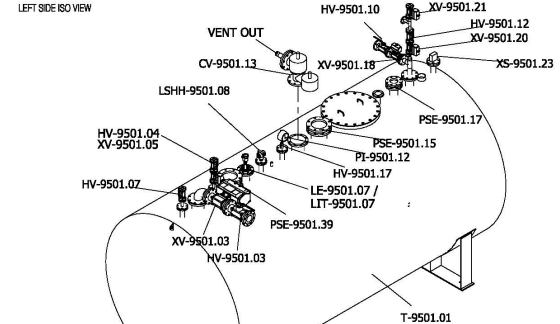
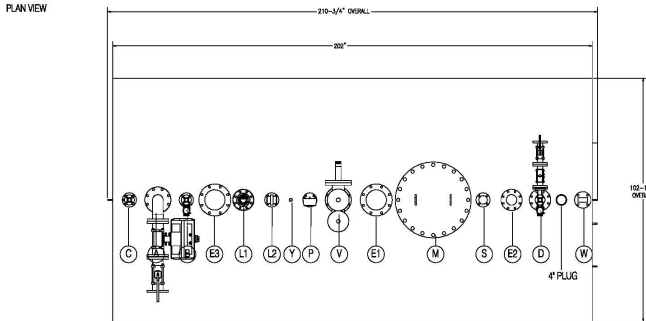
Opportunity

The Offering

Design & Engineering

Examples

Summary



SEE PAGE 2 OF TANK DATA SHEET FOR MORE DETAILS

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SINTERED METAL FILTERS

OEM

Overview

Opportunity

The Offering

Design & Engineering

Examples

Summary





CHEMICAL DELIVERY

OEM

Overview

Opportunity

The Offering

Design & Engineering

Examples

Summary





CHEMICAL DELIVERY

OEM

Overview

Opportunity

The Offering

Design & Engineering

Examples

Summary





CHEMICAL DELIVERY

OEM

Overview

Opportunity

The Offering

Design & Engineering

Examples

Summary





GAS DELIVERY

OEM

Overview

Opportunity

The Offering

Design & Engineering

Examples

Summary





GAS DELIVERY

OEM

Overview

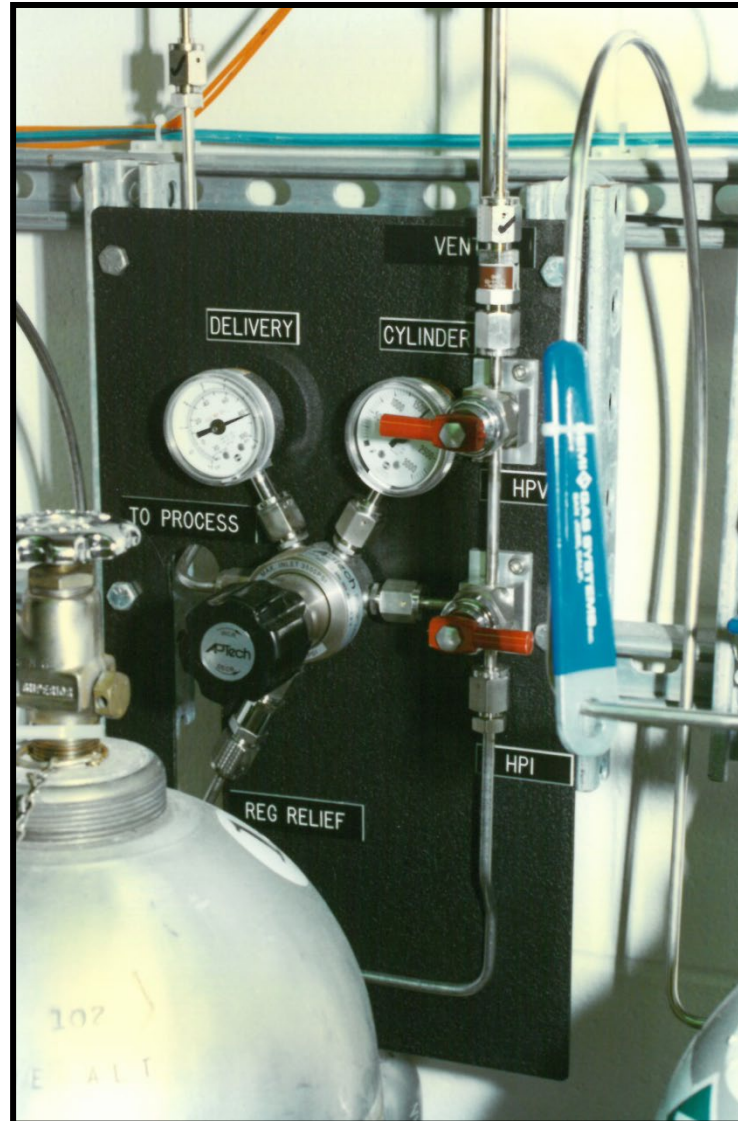
Opportunity

The Offering

Design & Engineering

Examples

Summary





GAS DELIVERY

OEM

Overview

Opportunity

The Offering

Design & Engineering

Examples

Summary





CONTROL SYSTEMS

OEM

Siemens



Allen-Bradley



Overview

Opportunity

The Offering

Design & Engineering

Examples

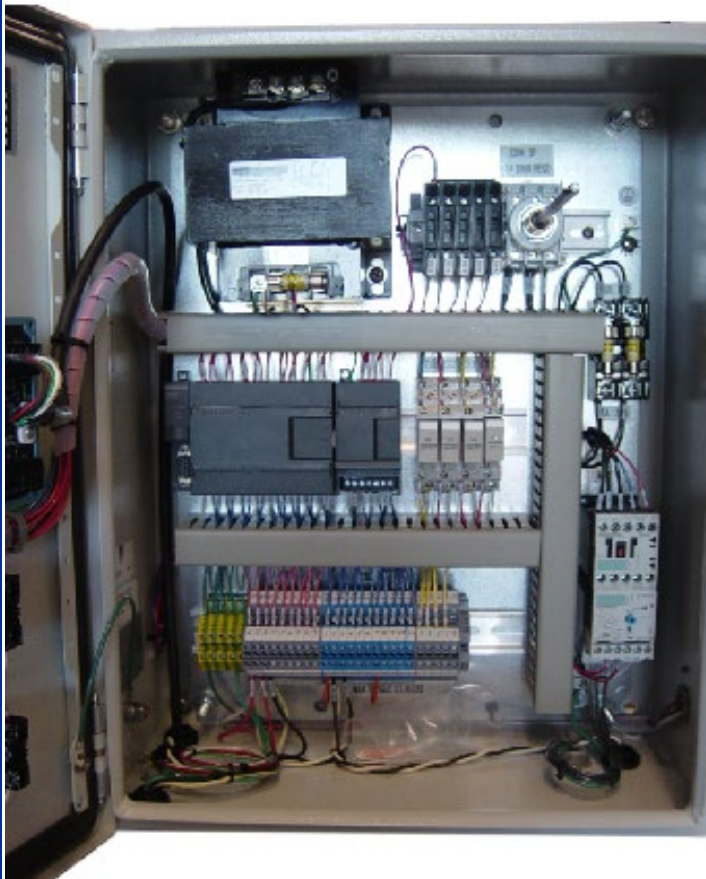
Summary



CONTROL SYSTEMS

OEM

Simple



Complex



Overview

Opportunity

The Offering

Design & Engineering

Examples

Summary



SUMMARY

OEM

PSC looks forward to exploring system and packaged system opportunities with OEM's, where it brings value to clients and allows us to be a solutions provider!

Overview

Opportunity

The Offering

Design & Engineering

Examples

Summary

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