



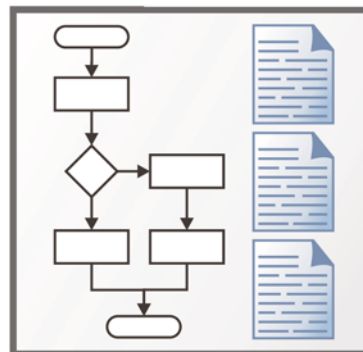
Meridium Packaged Solutions

Technology and tools are extremely important to facilitate and provide a competitive edge to achieve successful outcomes in any endeavor. However, technology alone will not guarantee success. Technology and tools in capable hands that are enabled for proper use are key factors for success. This is especially true for an Asset Performance Management (APM) initiative.

Meridium Packaged Solutions

Meridium developed Packaged Solutions to provide you with a straightforward, defined path to value. Meridium Packaged Solutions are fixed-price, fixed scope, low-risk implementation packages that provide a standard path to APM value through the alignment and deployment of our Solution Best Practices, software, training and services expertise.

Meridium Packaged Solutions help you focus on quick value delivery rather than technical details by lowering your implementation risks, providing fixed-price deployment options, and accelerating time-to-benefit.



All Meridium Packaged Solutions include:

- **A Meridium Solution Best Practice**
- **Product Software** (*licensed separately*)
- **Standard Implementation**
 - Functional and Technical Specification
 - System Installation and Configuration
 - System Testing
- **Enablement Support and Education**
 - Best Practice / Methodology Training
 - Software Training
 - Value Consulting
 - Facilitations, workshops, and other coaching for your personnel at your site(s)

Meridium Solution Best Practices

In general, a best practice is defined as a method that is far more effective at delivering a successful outcome than any other method or technique. A best practice will include the application of knowledge, experience, skill and technology to provide repeatable and superior results.

Meridium Solution Best Practices are recommended methodologies that enable industry-proven APM Work Processes. Solution Best Practices are comprehensive, role based workflows that illustrate how to use each solution method and tool. This ensures that the methodology and software tools are used in a consistent and standard way to deliver value based on their intended purpose. Meridium Solution Best Practices represent the culmination of extensive experience working with our clients to practically apply APM solutions in the field. Meridium Solution Best Practices are developed and

maintained to align with, support and continuously improve all Meridium APM software modules.

Alignment with Work Processes

Based on our comprehensive experience across multiple industries, Meridium has identified five key, proven work processes that are enabled by the Meridium Packaged Solutions and fundamentally drive a successful APM initiative. Without appropriate focus on these work processes and Meridium Solution Best Practices to enable them, companies will never realize the full potential from their APM efforts.

Benefits of Meridium Packaged Solutions

Meridium Packaged Solutions have built-in:

- **Accelerated value delivery** with a standard implementation, aligned to industry Work Processes and a focus on Meridium Solution Best Practice enablement
- **Low-risk, fixed-price implementations** that guarantee no cost or over-run surprises
- **Industry-proven methodologies and techniques** through Meridium Solution Best Practices
- **A clear path to identified savings** from the beginning of the project and a method for getting there

For more information on how your organization can begin to realize value with a Meridium Packaged Solution, contact your Meridium representative.



Meridium's Packaged Solutions drive continuous APM value through the alignment and deployment of our software with Meridium Solution Best Practices, training and services expertise - all within a fixed-price, fixed-scope, low-risk package which helps you focus on realizing value quickly.

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