

Value Proposition – Flygt biogas mixing systems

<p>The identified customer issues are:</p>	<p>Biogas customers are looking for a biogas mixing system that:</p> <ol style="list-style-type: none"> 1. Ensures proper digester operation and maximizes gas production 2. Offers high value, but is reasonably priced 3. Requires minimum installation, maintenance, and service time, but is still safe and durable <p>OEMs are also looking to receive timely, valuable support from their supplier.</p>
<p>We are pitching the following offering:</p>	<p>Flygt biogas mixing system that includes a Flygt mixer (4600 Series mixers or 4460 mixers) installed on the BIS-1 biogas support system.</p>
<p>Which meets the customer needs because:</p>	<ol style="list-style-type: none"> 1. Xylem mixing systems have been engineered to optimize digester operation: <ul style="list-style-type: none"> • Reliable mixers installed on durable support systems where required functions can be achieved without opening the digester roof or hatch including rotation +/- 45 degrees in the horizontal plane and moving the mixer up and down • A complete mixing system delivered by one supplier both ensures a perfect fit and optimal performance of the mixer 2. Xylem's Flygt mixing systems guarantee low life cycle cost: <ul style="list-style-type: none"> • Quick and simple on-site installation • Support system features patented guide bar connection, which guarantees reliability and safety • Engineered to withstand a minimum 5 years of demanding service • Minimum process interruption because mixers can be easily lifted out of the digester without emptying the tank 3. Xylem's global presence and service organization ensures timely support
<p>Our competitors claim:</p>	<ol style="list-style-type: none"> 1. They can offer mixing systems that enable plants to achieve sufficient mixing results 2. They have competitively priced, durable mixing solutions even when the support system comes from other suppliers 3. They have mixing systems that ensure easy maintenance
<p>How are we the same:</p>	<p>Both Flygt and the competition are able to offer complete systems (mixers + support systems), and systems that allow the mixer to be adjusted without opening the digester roof or hatch.</p>
<p>How are we different:</p>	<ol style="list-style-type: none"> 1. Flygt motors and heavy-duty gearboxes guarantee non-stop performance 2. Non-clogging hydraulics with a range of different propeller material guarantee reliability and fulfill demands of the unique biogas application requirements 3. Patented sealing technology ensures long life of trouble-free operation 4. BIS-1 biogas support system with patented guide bar connection guarantees a secure and durable guide bar connection, minimizing vibration and thereby maximizing system longevity 5. BIS-1 biogas support system equipped with intermediate support (a registered and protected design in 29 countries) - enables a mixer to pass over an intermediate wall bracket smoothly without obstruction
<p>Reason to believe (e.g., examples or statistics):</p>	<ol style="list-style-type: none"> 1. During the last 20 years Xylem has equipped nearly 6000 biogas plants worldwide with mixers, strengthening our expertise in the most challenging biogas applications. Biogas reference list outlines Xylem global activity. 2. Long term cooperation with world leading biogas construction companies (Envitec, PlanEt, Nesemaier, BTS) 3. Deep application knowledge supported by academic research at Hochschule Hannover in Germany and developed in Flygt laboratory. 4. Conferences and awards. Xylem was nominated in 2013 for an award by the Anaerobic Digestion & Biogas Association (UK) in the category "Innovation in process efficiency/optimization" 5. Quick and easy equipment installation and mixer maintenance procedure - BIS-1 enables to reduce installation time by up to 40 percent (according to Xylem tests)