



How to
**save BIG on oil cost &
improve engine life**
with Oil Quality
Management Solution?

NEPTUNUS
The Machine Reliability Expert

Business Context

- Post-COVID 19 businesses looking for cutting waste & increasing margins
- What is the maintenance waste for diesel engines?
- **How can engine maintenance contribute to the business margin?**
- **Big OPEX saving opportunity with oil - find out HOW?**

Oil facts

- Single biggest root-cause of mechanical failures
- Early reflection of the engine's wear & tear and emerging faults
- Oil changes & top-ups on engine constitute a major consumable cost (OPEX)

Breaking the myths about clean oil

- Is new oil out of barrel the cleanest? - **NO**
- My engine has built-in filters, aren't they enough? - **NO**
- Does oil wear out with time? - **NO**
- To be always safer, is it ok to over-lubricate the machine? **NO**

Improving engine life with clean oil

Studies done by Noria Corp, USA - a leading global industry expert in tribology & oil management revealed following results

1. Reduction in fine particle contamination by just 1 step on ISO's scale (from 18/15 to 17/14 level) can lead up to **30% improvement in machine life** (measured in terms of MTBO - Mean Time Between Overhauls)
2. Reduction in moisture level in oil from 2500 ppm to 156 ppm can lead up to **5X improvement in machine life** (measured in terms of MTBF - Mean Time Between Failures)

Oil is well that's managed well

The **good news** is, Oil by itself does not wear out over time...
... the **bad news** is, Oil degrades due to dirt & contamination

However the **BEST NEWS** is

by using Neptunus' *oil quality management solution (OQMS)*,
it's possible to arrest oil degradation and
increase the reusability of oil by up to 3X

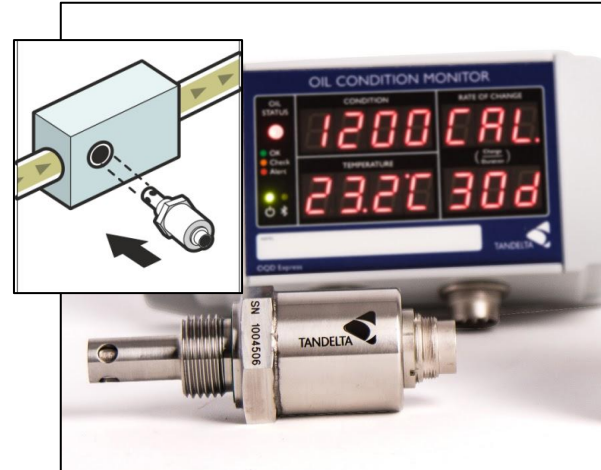
Oil Quality Management Solution (OQMS)

- Oil Quality Management = Oil Cleaning + Oil Quality Monitoring

Hi-efficiency continuous bypass kidney loop oil filtration system



Inline sensor for real time oil quality monitoring



Proof of Value: Case studies in Oil & Gas

Customer Land Rig Operator, Oman

Engines Caterpillar 3512

- Pain Areas**
- High OPEX - frequent oil changes
 - Recurring contamination

**Neptunus' OQMS unlocked
~\$317,000 savings potential
over 3 years contract period**

Customer Jackup Rig Operator, India

Engines Caterpillar 3516

- Pain Areas**
- High OPEX - frequent oil changes
 - Long delays in getting lab sample reports

**Neptunus' OQMS unlocked
~\$108,000 savings potential
over 3 years contract period**

Why Neptunus?



**Engine
Maintenance**



**Asset Reliability
Management**



**Turnkey EPC
Projects**

- The Machine Reliability Expert
- 25th year of delivering reliable solutions for engine repair & maintenance
- More than 2000 assignments completed across segments
- A strong & committed team of ~100 people
- Customers in 25 countries across Europe, Asia & Africa
- ISO 9001:2015 certified by LRQA
- Rated BBB long term and A2 short term by ICRA and Crisil

Partial list of our global customers

Marine & Defense Segment

- Adani Ports
- GreatShip
- Indian Coast Guard
- Indian Navy
- JSW Group
- Milaha Shipping Qatar
- Ocean Sparkle Ltd.
- Pacific Radiance S'pore
- PMS Egypt
- Polestar
- Reliance Group
- Samson Maritime
- Stanford Marine UAE
- Major Shipyards in India, Middle-East & SriLanka

Oil & Gas Segment

- Aban Offshore
- Abraj Oman
- Dynamic Drilling
- Essar Oil
- Greatship
- Jagson
- Jindal Drilling
- John Energy
- Nabors Drilling
- ONGC
- Quippo
- Shelf Drilling
- Transocean

Industrial Segment

- Bajaj Auto
- BPCL
- Greaves Cotton
- Hindalco
- HPCL
- IOCL
- Saint-Gobain
- Sigma Electric
- Sterlite
- Tata Metaliks

Turnkey EPC

- Balkrishna Industries
- Bridge Data Center
- Calvalley, Yemen
- Kenya Navy Kenya
- Natco, Yemen
- Nxtra Data Center
- Surat Municipal Corporation

To know more about how OQMS can help YOU save BIG

*Set-up a meeting with
our technical expert...*

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