



## Industries Served

- Oil and Gas (Upstream / Midstream / Downstream)
- Petrochemical
- Pharmaceutical
- Pulp and Paper

## Applications

- Process Piping
- Pipelines
- Offshore

## Benefits of SCIT

- Enhanced safety
- Major financial benefits based on increased efficiencies
- Eliminates fresh water consumption & wastewater treatment makes this technology environmentally friendly

**Pipeline Tie-Ins can be time consuming, dangerous and result in very costly downtime.**

**Vital Tools' SCIT series Isolation & Test Tool is designed to improve safety and save customers costs of 50% or more.**

## Traditional Tie in Methods Require

- Shut down of long sections of pipe, complex rigging scaffolding and are laborious
- Utilization of 3rd party cleaning services
- High water consumption and disposal costs, glycol in cold weather and are not environmentally friendly
- Installation of blinds for long pipe isolations
- Significant production downtime

## Vital Tools SCIT Series Tie in Solution Requires

- No excessive water, water recycling disposal costs, no glycol
- No use of blinds for shut down of long sections of pipe
- No third party services, pipe cleaning services
- Requires fewer scaffoldings for at height tie ins

## Vital Tools Solutions and Savings in Action:

- Complete work more quickly
- Lower total installation costs
- Improve site safety
- Utilize less labor
- Significantly reduce costly downtime



## Calculating the Total Cost of Ownership (TCO)

The Enerpac team works very closely with customers to determine their current costs compared to the TCO using the MITT solution. Cost factors considered are:

- Cost of Downtime
- Water & Treatment Costs
- Third Party Costs
- Disposal Fees
- Equipment Costs
- Setup Costs
- Labor Costs

## Cost Analysis Breakdown

The cost analysis breakdown is based on:

- A typical 16" diameter pipe tie in on a pipe rack, with an elevation 30ft from grade
- A typical 100ft pipe run to the nearest valve approximately 1,000 gallons of water

Traditional Methodology	Traditional Methodology	Test Tool	Scaffolding	Water (Gal)	Water Recycle Disposal (Gal)	Install & Remove Blinds	3rd Party Pipe Cleaning	Labor (Man-Hrs)	Total Operational Cost	Downtime Hrs
	Quantity	1	24	1043	1043	2	1	96		
	Cost	\$5,582	\$1,500	\$0.10	\$1.00	\$7,500	\$25,000	\$125		
	Total Cost	\$5,582	\$36,000	\$104	\$1,043	\$15,000	\$25,000	\$12,000		
<b>Grand Total Cost</b>									<b>\$94,729</b>	<b>\$734,729</b>

SCIT Methodology	SCIT Series Methodology	SCIT Tool	Scaffolding	Water (Gal)	Water Recycle Disposal (Gal)	Install & Remove Blinds	3rd Party Pipe Cleaning	Labor (Man-Hrs)	Total Operational Cost	Downtime
	Quantity	1	4	1	1	0	0	32		
	Cost	\$9,375	\$1,500	\$0.10	\$1.00	\$7,500	\$7,500	\$125		
	Total Cost	\$9,375	\$6,000	\$0	\$1	\$0	\$0	\$4,000		
<b>Grand Total Cost</b>									<b>\$19,376</b>	<b>\$259,376</b>

<b>Total Savings</b>									<b>\$75,353</b>	<b>\$475,353</b>
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On a single turnaround, one Enerpac customer demonstrated savings of \$470,000+ just for cleaning and testing operations alone. This did not include savings in scaffolding, wastewater, or downtime.

## Total Cost of Ownership (TCO)—Competitive Comparison

The Enerpac MITT system is designed to limit the number of tools required to cover all applications that our customers will see in the field.

The patent pending design allows the tools to cover up to 6 different pipe schedules this results in the fewest number of tools required to cover all possible pipe schedules to high pressures.

### Cost of Competitors Products

	 Vital Tools	 Superior	 EST Group	 STATS
<b>Avg. List Price</b>	<b>Baseline</b>	-9%	-4%	+86%
<b>Qty of Tools Required*</b>	<b>30</b>	39	57	41
<b>Total Fleet Cost*</b>	<b>\$176,000</b>	\$192,000	\$290,000	\$288,000
<b>Avg. Spare Seal Price*</b>	<b>\$105</b>	\$290	\$338	\$1,251

\*to cover common pipe schedules up to 24" diameters

The multi-schedule capability of the tools, combined with inexpensive seals and ancillaries, allows Vital Tools to offer the most versatile inline isolation and testing system on the market with the lowest total cost of ownership.

**THE RIGHT TOOL MAKES ALL THE DIFFERENCE**