

Value delivered to CLARIANT[®] Clariant Oil Services

This document is intended to demonstrate the value that has been provided to Clariant Oil Services by WellAware through exception-based monitoring and control tools, including performance dashboards, alarms, automated reports, inventory monitoring, and remote pump setpoint control.

For the purpose of this exercise, WellAware will focus on three main value drivers:



Minimizing time that continuous injection tanks are empty



Reducing time that pumps experience unplanned downtime



Eliminating extra field trips for inventory and setpoint changes

WellAware helps oilfield chemical service providers provide an **exceptional and differentiated customer experience**. Our automation tools are designed to reduce operational costs and free up time for account managers and service technicians to focus on providing exceptional customer service.



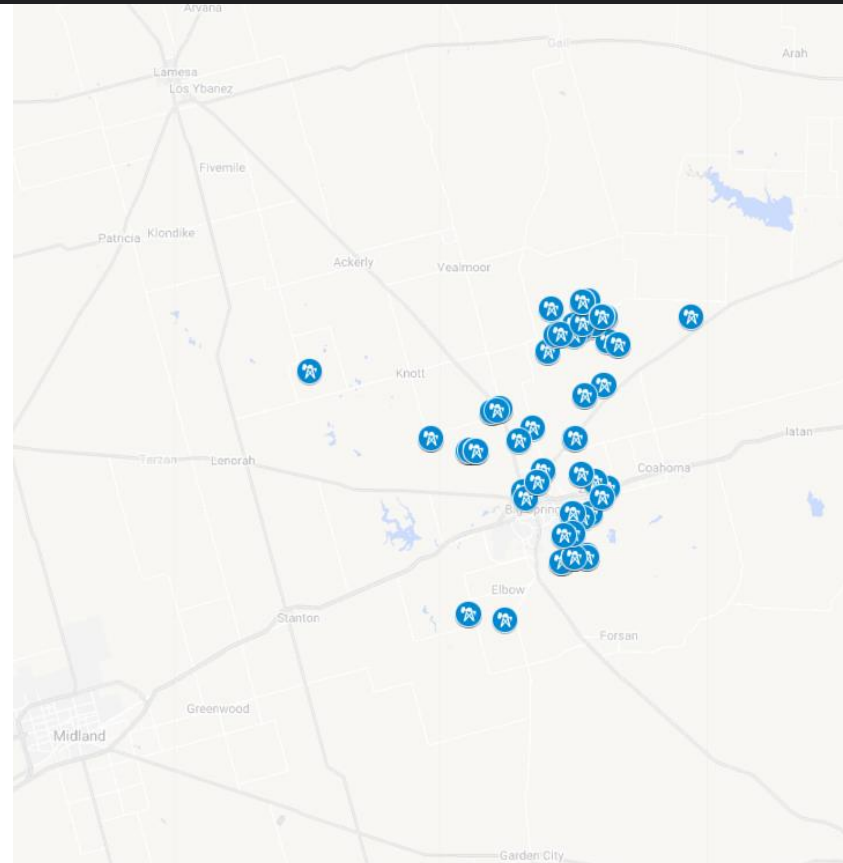


LOCATION STATISTICS

97 locations

151 days online per site

5 Clariant users



WellAware Locations

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“EVERYTHING IS RUNNING GREAT. CAN'T WAIT 'TIL WE GET SOME MORE!”

Gary Roberts, Account Manager, Clariant



The equipment at these locations was ordered and implemented by the Account Manager for SM Energy, **Gary Roberts**.

Gary originally purchased 20 WellAware solution packages to support Clariant, and his investment has grown by nearly **five times** so that he can better support this account.

Gary and his team have become advocates for WellAware, noting its ease of use and how it allows them to **improve their operational processes to provide better customer service and reduce costs**



Value Delivered:

Zero Empty Tanks

WellAware monitors chemical inventory and provides Low and Very Low alarms to notify account managers and technicians of impending loss of injection.

The value provided by this service includes:

- ✓ **Capturing lost revenue**
- ✓ **Improving customer service quality**
- ✓ **Optimizing delivery schedules**

106

Very Low Tank
Alarm Incidents

489

Notifications
Sent to Clariant People

3.4%

Empty Tank
Rate of occurrence

"We check pumps weekly and this has made it easier to know if there are any issues with them and **schedule for deliveries.**"

Morgan Barron, Senior Field Tech

1,350

Gallons of lost injection avoided



Value Delivered:

No Unplanned Downtime

WellAware not only controls chemical pumps, but also monitors their health. Our devices identify pump power failure and create awareness of lost injection.

WellAware has allowed Clariant to recover nearly 5,000 gallons of lost injection, and the associated revenue.

684

Lost Injection Incidents

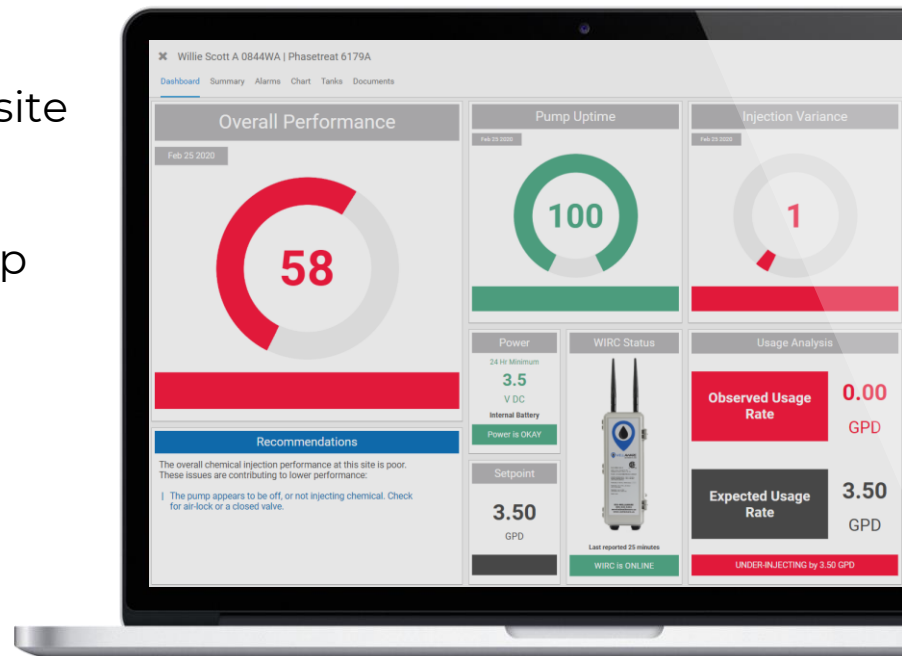
7

Incidents per site

4%

Overall rate of pump failure

Failure rate per month since project start



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“FOR ME, THE BEST PART OF THIS SYSTEM IS THE FACT I CAN FIND OUT DAILY WHETHER OR NOT OUR PUMPS ARE PUMPING AND PREFORMING PROPERLY”

Morgan Barron, Senior Field Tech



Value Delivered:

No Extra Site Trips

At the core of the WellAware Platform is the goal to save time and money associated with site trips that don't need to happen. Our products eliminate the need to do inventory runs or go on location to change setpoints.



232

Setpoint Change
Trips avoided

Did you know?

WellAware keeps an audit log of all remote setpoint changes, so you know who did what and when.

525

Inventory Check
Trips avoided

Assuming they were previously done monthly

Based on these results, WellAware estimates it has saved Clariant personnel over

175 man-hours

and

7,500 miles

previously spent on time and trips associated with gathering inventory and changing pump setpoints.



Total Value Delivered

Based on the three main value drivers of eliminating empty tanks, minimizing injection failures, and cutting extra site trips, Clariant has achieved a significant positive return on their investment in WellAware Chemical Management Solutions.

By capturing

1,350

gallons of lost injection due to empty tanks, and...

... eliminating over

750

on-site inventory checks and setpoint changes

... recovering almost

5,000

gallons of lost injection because of failed pumps, plus...

CLARIANT HAS ACHIEVED OVER \$600 PER SITE OF DIRECT AND IMMEDIATE VALUE, AND AN AVERAGE ROI OF 300% COMPARED TO THE COST OF WELLAWARE

300%

RETURN ON INVESTMENT