



Your local **gas generation** partner

FlexFlow Gas Subscription

Rental Proposition Opportunity Scenarios



Scenario 1: Existing Customer



Customer with older Peak generator, under contract:

- Discontinued generator approaching end of life
- Facing increasing service/contract costs and uncertainty on parts
- Customer not able or keen to invest in new equipment but looking for a solution to future proof

Main benefits of FlexFlow...

- Gets latest generator technology without any capital investment
- Service & breakdown costs included in monthly rental
- Gives customer flexibility (upgrade plan later) & future-proof supply
- Removes worry of running old equipment nearing end of life

Scenario 2: Existing Customer



Customer with older Peak generator, no contract:

- Discontinued generator approaching end of life
- No existing business with Peak
- Currently paid maintenance or self maintaining
- Faced with increasing costs/uncertainty on parts

Main benefits of FlexFlow...

- Replaces old gas generator with latest technology
- Eliminate on-going costs for parts/servicing
- Gives customer flexibility (upgrade plan later) & future-proof supply
- Removes worry of running old equipment nearing end of life

Scenario 4: New Customer



Current cylinder user, new to generators:

- Uses cylinders / dewars / bulk delivery for instrument gas
- Unfamiliar with generators, little or no understanding of potential benefit
- Willing to consider, but prefers monthly cost or no CAPEX budget

Main benefits of FlexFlow...

- More convenient, safer and maybe cheaper (monthly) gas solution
- Fully managed, hassle free – subscription fully inclusive of generator breakdown / maintenance, parts & servicing
- Customer can stick to current preference for OPEX and avoid issues with depreciating capital equipment

Scenario 3: New Customer



Current cylinder user, sceptical about generator:

- Uses cylinders / dewars / bulk delivery for instrument gas
- Partial scepticism about generators, maybe previous bad experience
- Not convinced enough of generator value to make significant capital investment in equipment

Main benefits of FlexFlow...

- No need for capital investment or concern over asset depreciation
- More convenient and safer alternative to cylinders
- Fully managed – subscription inclusive of generator maintenance / breakdown, parts & servicing
- 28 day period to trial before being locked into contract

Scenario 5: New instrument situation



Customer purchasing new mass-spec

- Customer has purchased new LC-MS & looking for new gas solution
- CAPEX budget may be exhausted with new MS purchase but keen on generator – may not be offered by OEM as bundle
- Historically used gas cylinders with other instruments but open to better alternative

Main benefits of FlexFlow...

- No need for capital investment in generator equipment
- More convenient solution to instrument supply than gas cylinders
- Hassle free – inclusive of generator breakdown, parts & servicing
- Allows customer greater flexibility, with ability to adapt supply subscription in line with any future changes in demand.

For more info visit: peakscientific.com/flexflow



Our Vision:

To exceed the expectation of our Customers, Colleagues and Suppliers

Our Values:

- **Respect** customer, supplier, colleague
- **Restless** constantly striving to improve
- **Freedom with responsibility**
- **Fun & passion** in everything we do

