

The background of the slide is a photograph of an oil pumpjack (jackal) in silhouette. The pumpjack is a large mechanical device used for extracting oil from a well. It consists of a long walking beam pivoted in the middle, with a long rod connected to the wellhead at one end and a counterweight at the other. The pumpjack is set against a sky with a bright, low sun, creating a strong backlighting effect and long shadows. The overall color palette is dominated by deep blues and purples, with a bright white/yellow light source on the right side of the frame.

Barriers To Value For PWS In Oil and Gas

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STS At A Glance



Oil and Gas Opportunities



Lower Costs

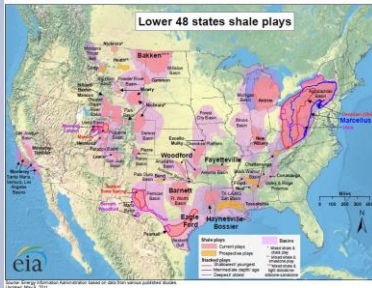


Increased
Production/
Efficiencies



Enhanced
Safety

Business Drivers



Area Of Operation



Investor Demands



Time to Market



OEMs



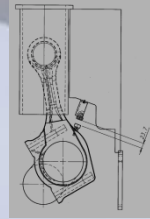
More Operational
Visibility



Great Shift Change

Oil And Gas Applications

Inside Of
Rotational
Equipment



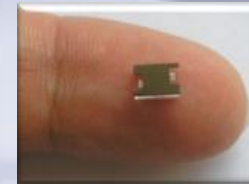
Tips Of Turbine Blades



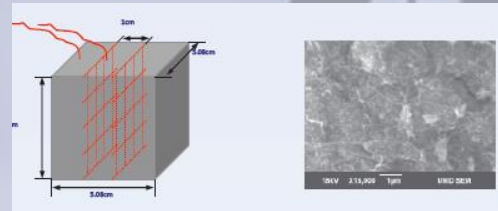
Flame Monitoring



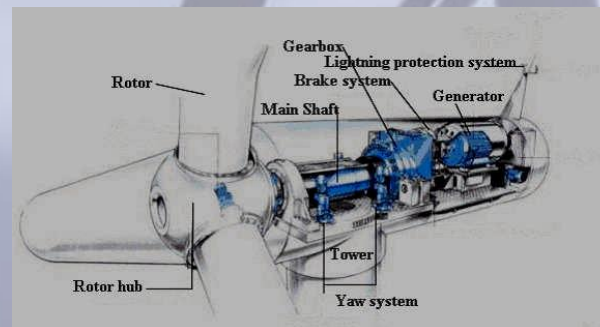
Gas Detection



Inside Of Cement
For Temperature



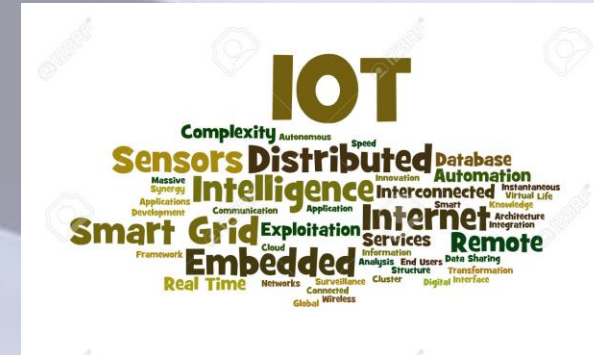
Shaft Monitoring
For Temperature,
Vibration And
Strain



Barriers To Adoption



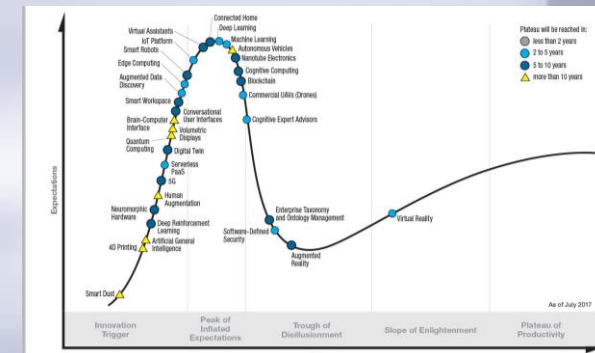
Lack Of End To End Solutions



Viewed As An Infrastructure Problem



Unwilling To Change Behavior



Large Amount Of Hype

The image features a dark silhouette of an oil pumpjack, a common sight in oil fields, set against a dramatic sky. The sky is filled with soft, white clouds, and a bright light source, likely the sun, is visible near the horizon, creating a strong backlighting effect. The overall color palette is dominated by deep blues and greys, with the white clouds providing a stark contrast.

Removing Barriers

Think Business Problems



Articulate Value



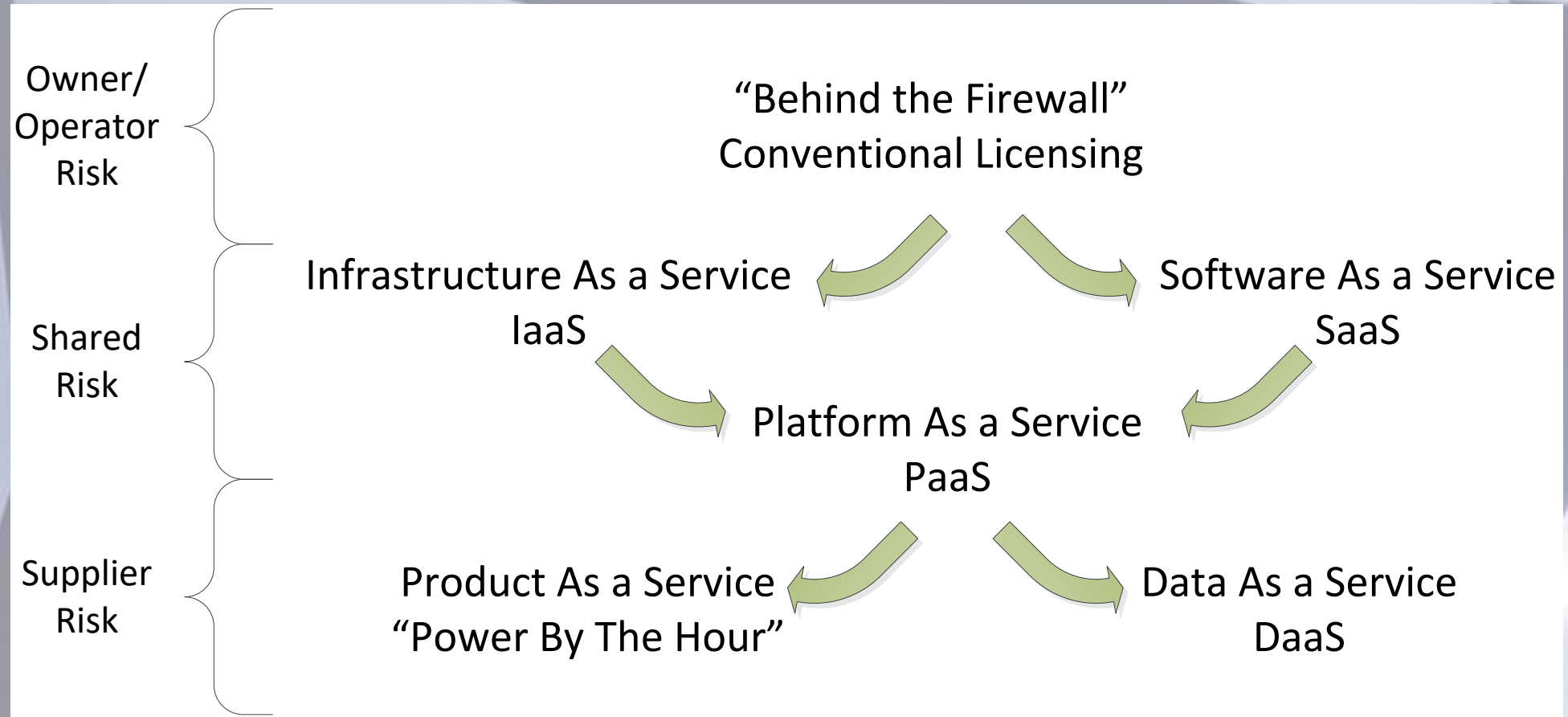
Know Your Customer



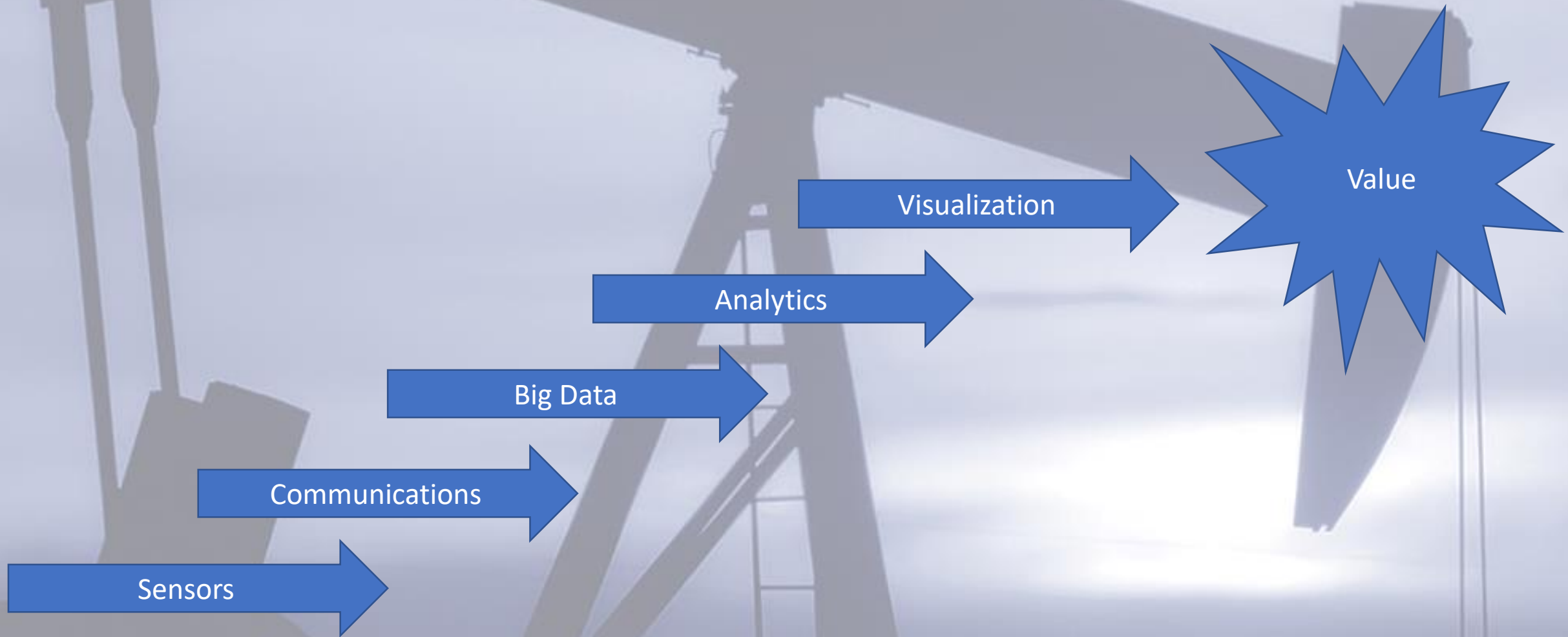
Change Behaviors



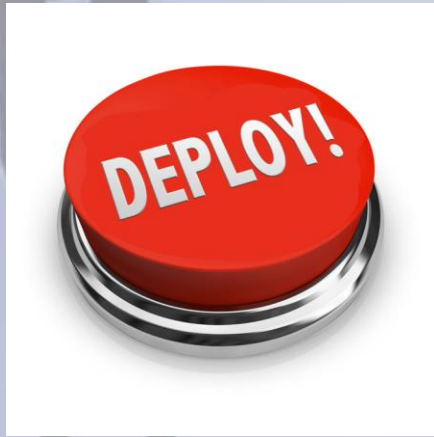
Explore New Business Models



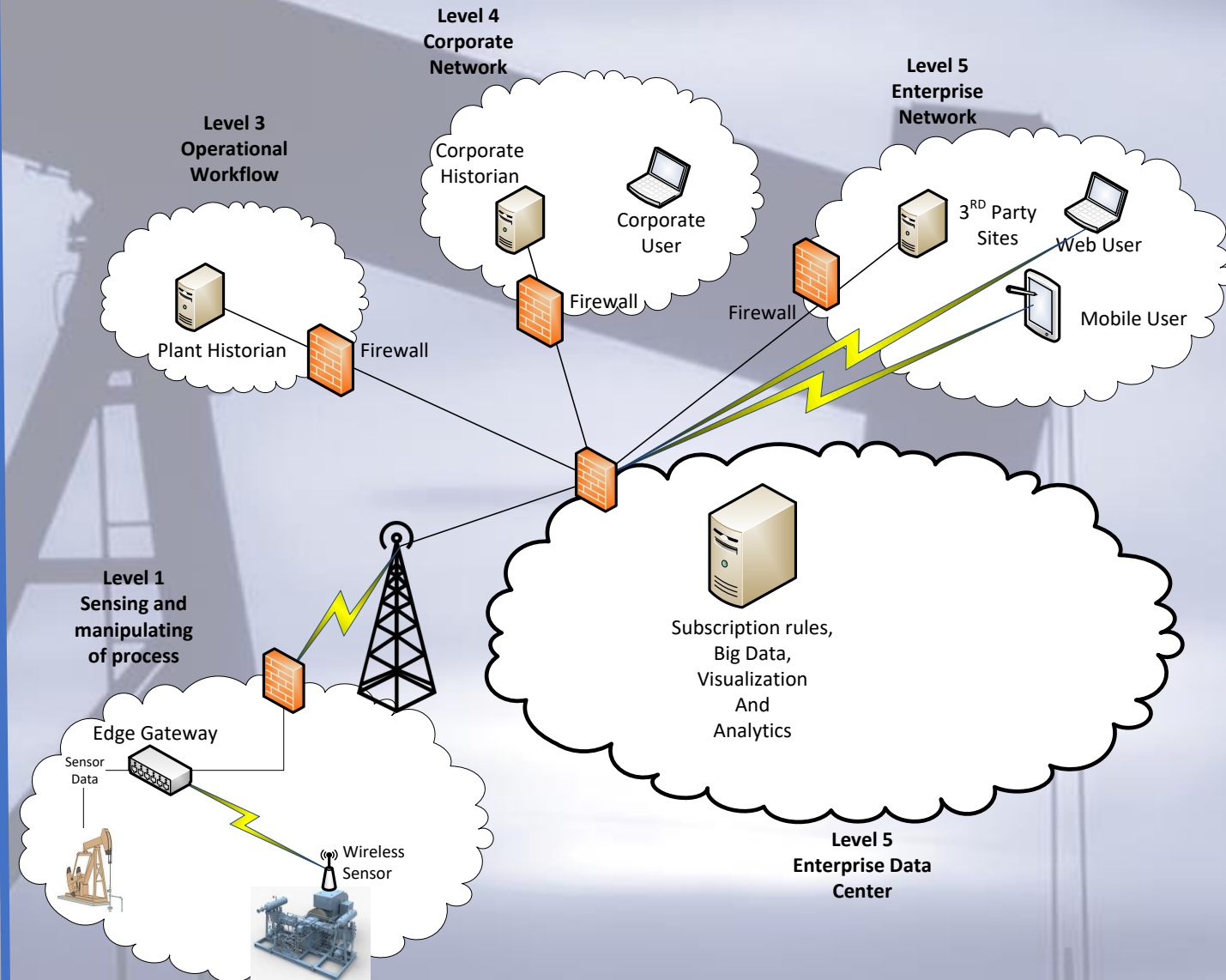
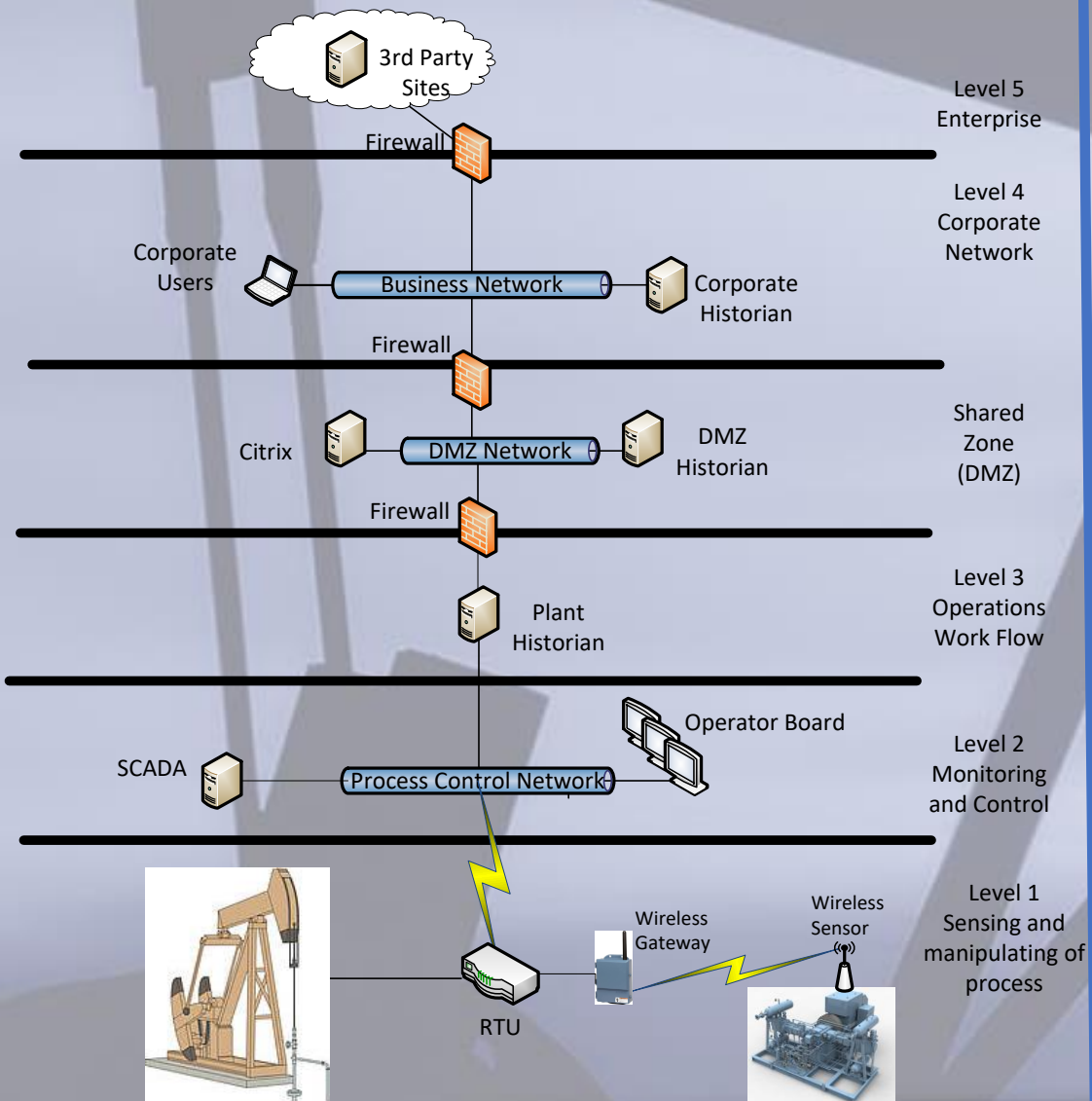
End To End Solutions



Moving Beyond PoC



Use IIoT





PWS Has The Potential Of
Generating Great Value For Oil and Gas
However
Barriers To Value Must Be Addressed
For Wide Scale Adoption