

GE Sensing & Inspection

DMS Go A-Scan Thickness Gauge



Competitive Comparison
November 2010



imagination at work

DMS Go



High performance A-Scan thickness gauge in
field-proven USM Go Package

Plus

Powerful data recorder

With

Field upgradeability to USM Go functionality

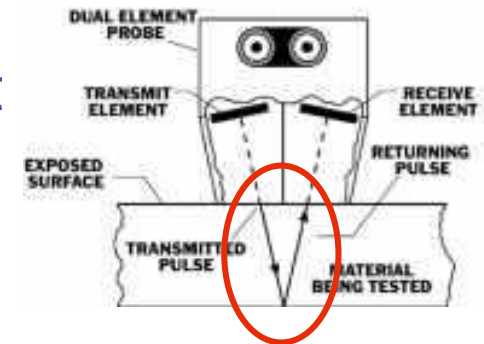
DMS Go Addresses the Previous Customer Comments About the DMS2

- More stable thickness readings with AGC & zero crossing.
 - Consistent high temperature measurements with DA-590.
 - Thickness compensation for temperature.
-
- And all the great features of the USM Go.



Thickness Measurement Stability

- Automated Gain Control (AGC)
 - Big time-saving for customers: gain is adjusted automatically to compensate for surface and back wall condition
- Zero crossing measurement improves reading stability
 - It's easier –and faster- to check the measurement because it is always done the same way
 - Proprietary algorithm eliminates measurement errors due to cycle skipping
- V-path correction ensures measurement accuracy with dual element transducers



V-Path

High Temperature Thickness Measurement Performance

Stable high temperature thickness readings with DA-590 probe

Temperature correction of thickness with industry algorithms

Ability to support other probes including HT-400 using custom probe set-ups



| Testing Block | Measured Temperature (°F) | Measured Thickness |
|---------------|---------------------------|--------------------|
| .040" | 435 | 0.039 |
| .103" | 414 | 0.102 |
| .207" | 484 | 0.203 |
| .516" | 446 | 0.508 |
| 1.031" | 404 | 1.031 |

1000°F

| Testing Block | Measurement (inch) |
|---------------|--------------------|
| .25" | 0.263 |
| .50" | 0.499 |
| .75" | 0.754 |
| 1.00" | 1.011 |

DMS Go Addresses the Limitations of the DMS2

- More stable thickness readings with AGC & zero crossing measurement.
- Consistent high temp measurements with DA-590.
- Thickness compensation for temperature.

Plus the DMS Go is a A-Scan thickness gauge with the hardware of a flaw detector for higher precision thickness measurements.

DMS Go Addresses the Limitations of the DMS2

- More stable thickness readings with AGC & zero crossing measurement.
- Stable high temperature measurements with DA-590.

DMS Go is a true competitor to the
Olympus/Panametrics
36, 37 & 38 DL Plus

DMS Go Has The Same Great Features as the Field Proven USM Go...

- Small and lightweight
 - 870 g (1.87 lbs)
- Simple user interface
- One hand ambidextrous operation
- Large color TFT display
 - 5 inch screen diagonal
 - 800 x 400 pixels
- Sealed to IP 67



DMS Go Competitors

- 36/37DL+ and New Olympus 38DL+
 - A-Scan thickness gauge of choice by major asset owners & inspection companies
- The Others...
 - Smaller A-scan display with fewer features and basic data loggers
 - Olympus 36/37
 - Danatronics EHC-09
 - Other WW local manufacturers



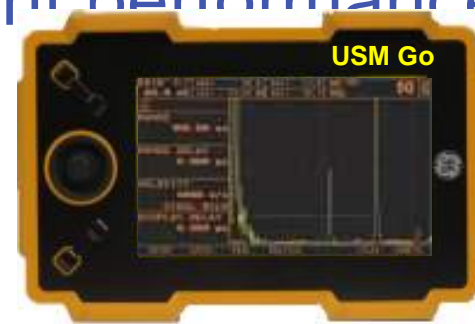
Key DMS Go Selling Features Versus Panametrics 36, 37, and 38

- **DMS Go & USM Go** dual functionality w/easy upgrades
- DMS Go has better UT performance with flaw detector hardware
- DMS Go is smaller and lighter
- DMS Go has better ergonomics & less operator fatigue
- DMS Go has a landscape display for better echo separation
- DMS Go has higher pixel count for better readability

Key DMS Go Selling Features Versus Panametrics 36, 37, and 38

DL Plus

- Dual functionality instrument with DMS Go & USM Go...with simple field upgradeability
- DMS Go is an A-Scan thickness gauge with flaw detector electronics for better UT thickness measurement performance



Key DMS Go Selling Features Versus Panametrics 36, 37, and 38

DL Plus

- DMS Go is 63% smaller in size and 33% lighter
 - DMS Go weighs 870 grams
 - 38 DL Plus weighs 1270 grams
- DMS Go will easily fit inside a briefcase or coveralls pocket
- Less operator fatigue with one-hand operation



Key DMS Go Selling Features Versus Panametrics 36, 37, and 38

DL Plus

Better Ergonomics and
Less Operator Fatigue

38 DL Plus

One third of keys not accessible
in handheld operation

DMS Go

All controls fall naturally under
the thumb



Key DMS Go Selling Features Versus Panametrics 36, 37, and 38

DL Plus

- DMS Go has **larger** display area & **higher** pixel count for better signal resolution and easier readability
- DMS Go 'landscape' display ratio gives better echo separation



Echo Separation



Note small thickness reading on 38 DL Plus

- Display Area: DMS Go 35% larger
- Pixel Count: DMS Go 25% more
- Display Ratio: DMS Go Landscape

DMS Go vs. 38DL+

Key Features

| Feature | DMS Go | 38DL+ | Comments |
|----------------------------|--|--|--|
| Flaw Detector Capable | YES | NO | DMS Go is field upgradeable |
| Size and Weight | 175 x 111 x 50 mm 870 g (1.87 lbs) | 125 x 211 x 46 mm 1140 g (2.51 lbs) | |
| Display Area & Pixel Count | Diagonal: 127 mm Pixel: 800 w x 480 h | Diagonal: 94 mm Pixel: Not reported | DMS Go has larger display with more pixels/ mm |
| Display Orientation | Landscape | Portrait | Landscape has better echo separation |

DMS Go vs. 38DL+

Key Features

| Feature | DMS Go | 38DL+ | Comments |
|--------------------------|---------------|-----------------|------------------------------|
| Optimized Default Gain | YES | YES | DMS Go has AGC with override |
| Single and Dual Probes | YES | YES | |
| Thru Coating Measurement | YES (TopCOAT) | YES (Thru-coat) | We also have Auto-V |
| Auto Probe ID | YES (Dialog) | YES | |
| Custom Setups | 20 set-ups | 10 set-ups | Custom probe set-up |

DMS Go vs. 38DL+

Key Features

| Feature | DMS Go | 38DL+ | Comments |
|----------------------------|----------------|-------------------------|--------------------------|
| Temperature Compensation | YES | YES | Uses same method |
| File/Report Export | YES | NO | PDF, CSV, DAT |
| Std. SD Card | YES (16GM max) | Micro SD Card (2GB max) | Easy in/out with SD card |
| File Types | 7 Formats | 9 Formats | DMS Go supports 4D files |
| Data Recorder Software Pkg | UltraMate | GageView | |

DMS Go vs. 38DL+ Specialized Features

| Feature | DMS Go | 38DL+ | Comments |
|-------------------------|------------------------------|-------|--|
| Hi Res 'Precision' Mode | NO...but CL5 is our PTG | YES | 0.0001"/0.001mm |
| Multi-Layer | NO | YES | |
| Hi-Penetration Option | YES – Square Wave Pulsar | YES | |
| Oxide Scale Measurement | YES | YES | 38DL+ displays scale & tube wall thickness |
| V-Path Builder | YES with custom probe set-up | YES | |
| VGA Output | NO | YES | |
| RS-232 Comm | NO | YES | Rarely needed for A-Scan thickness gauge |

DMS Go Target Customers

36/37/38 DL Plus Owners

Olympus/Panametrics are the entrenched competitor with their 36, 37, & 38 DL Plus A-Scan gauges

- Asset owners & ISP's often have large fleets (40+) of DL Plus gauges

Call-to-Action

- Go to the SSL and review the competitive matrix comparing the DMS Go to the 36/37/38 DL Plus
- Identify the top 36/7/8 DL Plus owners in your regions
- Demo the DMS Go to 36/37/38 DL Plus owners
- Your RSM will provide details of an aggressive trade-in program



DMS Go Target Customers 36/37/38 DL Plus Owners

Just In

The new Olympus/Panametrics 38 DL Plus has a new user interface compared to the legacy 36 & 37 DL Plus thickness gauges...

So if your customer is hesitant about learning the new DMS Go user interface, they should have the same concern with the 38 DL Plus



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DMS Go Sales Tools on Sales Support Library

- Virtual Demo
- Presentation Video
- Selling Against Olympus/Panametrics ppt
- E-mailers for potential customers

