



Go Build. Go Boldly™

Emerson's Reliability Advantage for
Original Equipment Manufacturers (OEMs)

AMS™


EMERSON™

OEM, Packagers & Repair Services

Unique Value for OEMs

- **Design once—build many** with standardized architecture templates and engineering documentation tailored to OEM manufacturing environments.
- **Accelerate time-to-market** with pre-engineered Machinery Health packages optimized for compressors, pumps, turbines, fans, and rotating equipment skids.
- **Reduce engineering complexity** via flexible designs that fit into tight skids and integrate cleanly with PLCs, DCS, or customer-preferred systems.
- **Win more bids** by offering modern monitoring technology instead of legacy systems nearing end of life.
- **Streamline migration paths** through Emerson's dedicated modernization assessments that reduce downtime, wiring changes, and mechanical disruption.
- **Strengthen technical credibility with end users** using Emerson-backed documentation, drawings, and support during FAT/SAT.
- **Unlock new aftermarket revenue** with integrated analytics, wireless solutions, and digital service programs.

Unique Value for Packagers

- **Prevent costly rework and delays** with Emerson's pre-validated system templates and clear integration guidelines for packaged equipment.
- **Reduce troubleshooting time** by leveraging unified diagnostics available from skid to control room.
- **Assure consistent quality** with repeatable designs that reduce project variability and field modifications.
- **Protect performance guarantees** through predictive diagnostics and remote monitoring options that enhance uptime.

Unique Value for Repair Service Suppliers

- **Speed up repairs & overhauls** with automated diagnostic tools and pre-loaded configuration sets.
- **Improve first-time fix rates** using guided workflows and local inventory recommendations.
- **Enable service technicians** through Emerson's training, certifications, and on-demand engineering support.
- **Create recurring aftermarket value** with data analytics services that strengthen customer relationships and contract renewals.
- **No forced platform lock-in** — flexible, modern technology that integrates with multiple OEM architectures.
- **Lower total installed cost** due to simpler wiring, fewer modules, and easier field replacement.
- **Modern sensor and analytics portfolio** enabling better prediction accuracy and fewer false alarms.
- **No obsolescence risk** — Emerson's platform supports scalable digital transformation paths.

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01 | The Right Products

Once a machine reaches a certain level of criticality, end users demand some level of protection – and often one that conforms to industry standards such as API 670 or 672. Protection entails a reliable means of sensing that the mechanical condition is degrading or exceeding design limits and that the machine needs to automatically shut down or be brought back within safe operating limits. As an OEM, you're typically responsible for embedding the right sensors into your machines – even if the protection monitor itself will come from the end user or another entity.

Emerson offers one of the broadest sensor portfolios in the business, spanning single and multi-axis accelerometers, piezo and moving coil velocity sensors, and eddy current proximity probes – frequently used on machines with fluid-film bearings. All of our sensors conform to industry-standard excitation and signal output conventions, meaning they'll be compatible with any monitoring system – whether our own or someone else's.



EZ1000: Programmability with OEMs and End Users in mind

Addressing costs is more than just delivering comparable products at favorable prices. Take our **EZ1000** as just one example. While other manufacturers are still delivering 1960s analog technology that requires differing hardware for every permutation of probe, cable, and shaft material, we're delivering configurable technology that lets you stock a single device that works with any of our probes, cable lengths, or material calibrations. It even works with third-party probes and cables!

Many OEMs choose to stock the device pre-configured for their most popular probe type, cable length, and target material. In these instances, the device is truly 'grab and go' – but when a different probe type, cable length, or shaft metallurgy is required, it can be easily tethered to our Machine Studio software to upload the necessary device configuration. And, these configurations can be created in advance and saved, meaning the tedium of selecting individual parameters is eliminated. Simply find the desired config file and upload it without a parade of individual dialog boxes and selections. In addition to the dozens of permutations of cable lengths and probe types supported, the EZ1000 also supports nearly a dozen different target materials as standard. And, should your target material be different, we'll create a standard calibration for you and add it to our ever-growing list.

Another advantage of the EZ1000 is its ability to support different probe excitation frequencies – meaning up to three probes can be more closely physically spaced without introducing crosstalk interference. This becomes especially important on small diameter shafts where it can be impractical or impossible to maintain standard 'keep away' tolerances.



Just ONE signal conditioner!

Protection Monitors

As an OEM, you may or may not be required to supply monitors in addition to sensors. Rest assured that we have a right-sized solution to fit the needs and criticality of asset, field proven in thousands of installations globally and with the certifications you need to ensure conformity with applicable regulations.



Our **AMS 6500 ATG** platform is trusted by end users globally to deliver SIL-certified, API 670-conforming continuous machinery protection in a conventional rack-based, centralized architecture.

For the power generation and water / wastewater sectors, our **Ovation Machinery Health Monitor** provides a fully integrated machinery protection solution with our industry-leading **Ovation DCS**.



Some machines won't warrant a stand-alone system at all and the ideal approach may simply be a proportional 4-20mA signal into your machinery control system. Talk to us when these situations arise – we offer both stand-alone transmitters that work with any sensor as well as sensors that natively provide a 4-20mA output.



For machinery that doesn't warrant an API 670 feature set – and the associated cost – our **AMS Asset Monitor** is ideal, delivering stand-alone machinery protection in an affordable package that mounts at the machine.

Condition Monitoring

While sensors are a necessity for every machine, and a protection platform is also frequently within your scope, condition monitoring has historically not been a part of your remit. But today, that's changing.

Perhaps you're offering Long-Term Service Agreements that require you to monitor the machines you provide – delivering not merely a machine but the service it provides with contractual guarantees for uptime and throughput.

Or, perhaps your customers remain responsible for condition monitoring but want to ensure you have not painted them into a corner with limited connectivity to an inferior software ecosystem.

Or, perhaps you want to make certain your own service organization can deliver value-added capabilities like machinery diagnostics, machinery balancing, and machinery alignment.

With Emerson, you'll find best-in-class CM solutions to address every one of these needs.

Best-in-class condition monitoring ecosystem with our **AMS Machine Works Software** – available on-prem or as a hosted solution in the cloud. Seamlessly integrates with our **AMS Optics Asset Performance Management Software**.



Best-in-class wired condition monitoring at the edge with our AMS Asset Monitor.

Best-in-class wireless condition monitoring via our AMS Wireless Vibration Monitor.

Best-in-class portable route-based data collection, motor current analysis, lubrication analysis, machinery balancing, and more with our AMS 2140.

Best-in-class integrated condition monitoring and API 670 protection with our AMS 6500 ATG.

02 | A Half Century of Experience

For more than 50 years, our Gronau, Germany center of excellence¹ has been delivering machinery protection systems for some of the world's most demanding customers in the power generation, petrochemical, and other sectors – including both OEMs and end users. Beginning with a complete line of proximity probes in the 1970s, and quickly followed by our first API 670-conforming machinery protection system in 1980 – the RMS700 – our product line has continually expanded. Today, it covers all types of sensors and right-sized protection systems.

Our condition monitoring solutions can also be traced back to the same decades where we were one of the earliest entrants to the portable data collection market via our Knoxville center of excellence².

Today, our development locations around the globe including Gronau, Germany; Knoxville, TN; Austin, TX; and Eden Prairie, MN work collaboratively as part of Emerson's AMS product line³ to continue building on our history of product innovation and manufacturing excellence.



1. Our Gronau operations trace their roots to 1970 as the vibration monitoring division of Philips BV and the machine monitoring division of AEG (1994). The business went to market as Epro GmbH and was acquired by Emerson in 2009.

2. Our Knoxville operations trace their roots to 1984 as Computational Systems, Inc and the CSI brand with the launch of our 2100-series data collectors. The business was acquired by Emerson in 1998.

3. The legacy brands of CSI and Epro were systematically retired following acquisition and became AMS in 2017.

03 | World-Class Quality

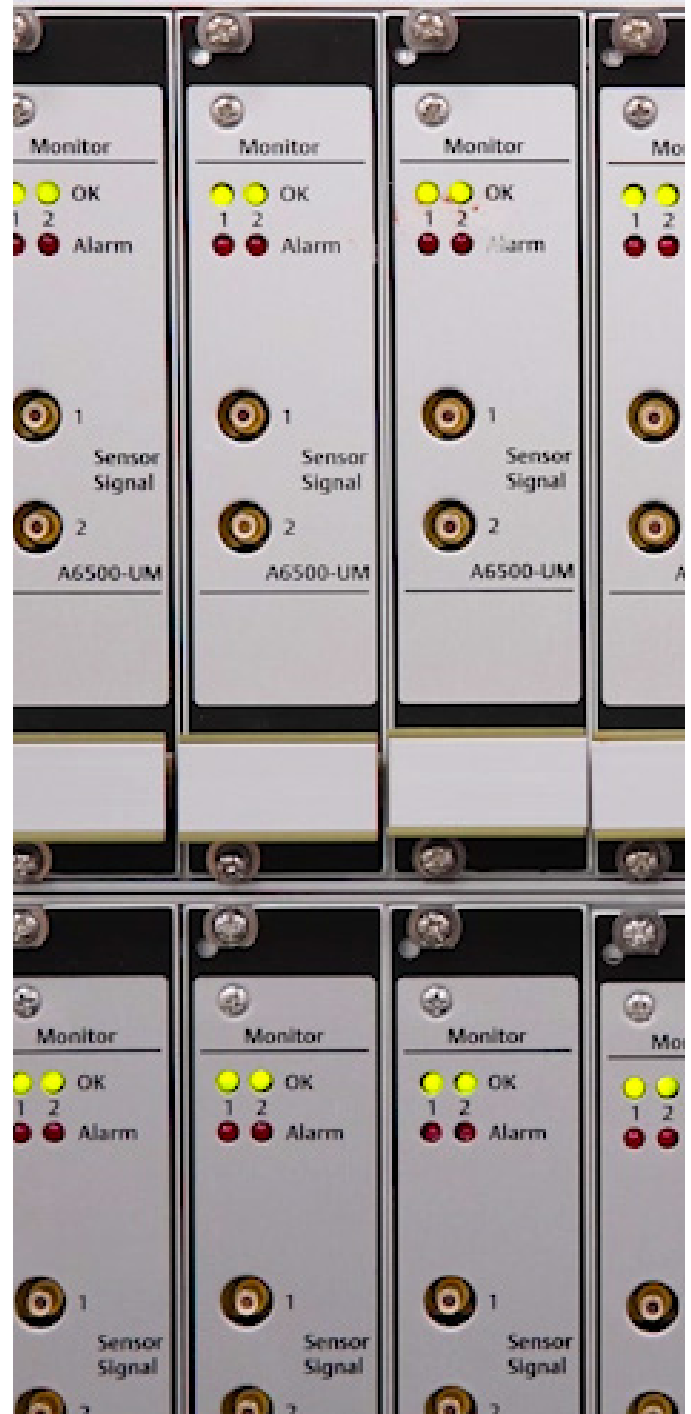
When it comes to machinery protection, the necessity for rock-solid quality cannot be overstated. The machinery powering many industrial processes is often un-spared and represents tens of millions of dollars in replacement costs. Safety-related issues are also often at play, with consequences to both the environment and personnel if a machine fails catastrophically.

Other times, a sensor will be used not for protection but critical control, with equally important repercussions of failure.

Still other times, you may be looking for a solution to monitor the machines you provide as part of a long-term service agreement with your customers where the reliability of an asset and its uptime is part of a contractual agreement.

Regardless of whether some or all of these describes your business needs, we understand just how much is on the line, and that's why we are downright fanatical about delivering products that work – every time – and products that last.

When sensors are embedded inside machines, they must last years under the harshest conditions. When protection systems go into service, end users expect 15-20 years of reliable service. And when condition monitoring software is added, customers expect regular updates, easy migration paths, and industrial-strength cybersecurity.



04 | Unmatched Value

Let's be honest. Every dollar you save is a dollar you can take directly to the bottom line.

In other words, it pays to shop around.

But you simply can't afford to take chances on inferior quality, a new market entrant that may not be there a year from now - let alone a decade from now - or a provider that has limited presence and sub-par support.

With Emerson, you're getting the best of both worlds: quality and value.

We invite you to talk to us to see just how much value we can deliver relative to other providers you may already be using or considering.



05 | Deep Domain Knowledge

In a world where shallowness seems to be the order of the day, we prefer to be an inch wide and a mile deep. And while Emerson's size and corresponding stability is an important factor, none of that matters if we don't deliver the know-how you need – in our products, in our support, and in our field services.

That expertise can be seen in multiple ways.

For example, our AMS product line has been responsible for nearly 200 patents over the years – including our PeakVue™ technology that revolutionized the industry and has been globally embraced as the de facto method for early detection of rolling element bearing failure.

Our expertise can also be seen in the training we provide, covering not just our products, but machinery diagnostics and vibration analysis under the ISO 18436-2 CAT I-IV scheme. Understanding vibration instrumentation is one thing. Understanding how machinery behaves – both rotating and reciprocating – is quite another. With Emerson, you are assured of both.

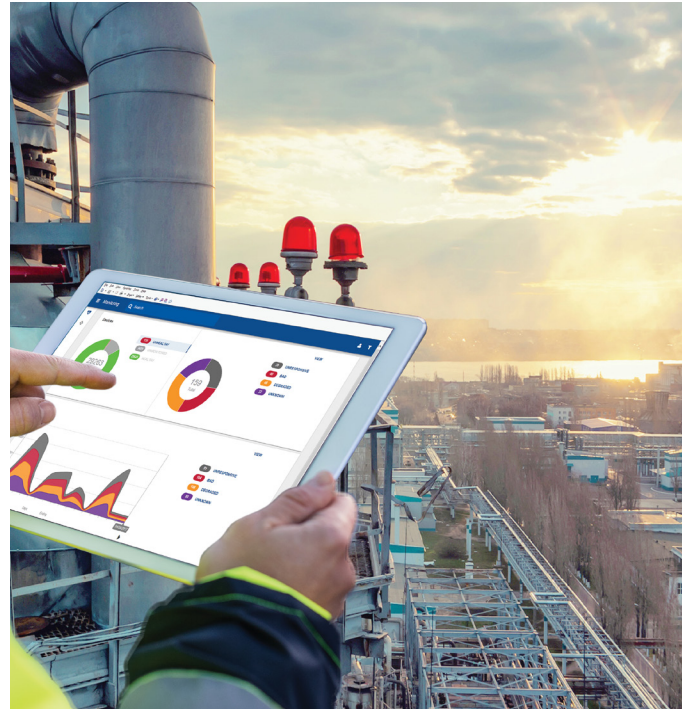


06 | Expansive Scope

While you've already seen the breadth of our AMS portfolio, our scope doesn't stop there.

Emerson can deliver not only machinery monitoring scope encompassing sensors, monitors, and software, but field devices that may also be used in your packages. Our Rosemount® transmitters and Fisher® control valves are just two examples among many in the Emerson portfolio.

Increased Emerson scope typically translates to more savings, better integration, and fewer vendors to manage. It also means more of your packages will receive Emerson's world-class quality and innovation through our trusted family of heritage brands with field-proven reputations.



07 | Customer-Centered Agility

Size should never be a disadvantage, but while stability comes with being a \$20B company, we work exceptionally hard to also remain nimble.

Why does this matter?

Because on many machine designs, there are special requirements – requirements that often mean the off-the-shelf solution offered by multiple vendors becomes “not exactly”. In those instances, you need a tailored technical solution that might be entirely new or perhaps just an enhancement to an existing offering.

We also understand that a “one-off” for machine builders is rarely a true “one off”. Once engineered, it becomes standard and you need a partner agile enough to welcome special requirements rather than resist them.

Whatever your needs, you’ll find that our agile culture is a refreshing mindset – one that puts you in the center of everything we do and is always finding ways to say “yes”.





Go Boldly™

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