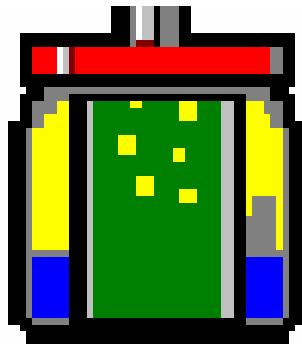


# WinGLUE

## Gas-Lift Surveillance Program

Gas-Lift Tools for  
**Design**  
**Analysis**  
**Optimization**  
**Simulation**  
**Training**



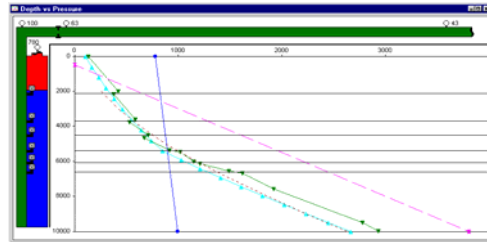
**Field Proven Gas-Lift Technology**

**Time Proven IT Expertise**

# WinGLUE Strengths

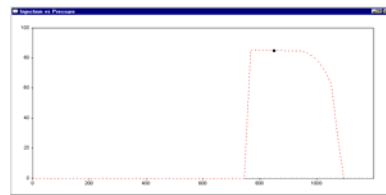
- **Gas-Lift Technology**

- Robust design capability using field-proven methods
- Extensive gas-lift analysis capability
- Excellent gas-lift optimization capability
- Backed by on-going R&D



- **Gas-Lift Valve Technology**

- Incorporates VPC™ gas-lift valve models, including choked unloading valve model, for VPC members
- Link available to gas-lift valve, automatic validation tester (GLV-AVT) from Decker Technology™



- **Gas-Lift Surveillance**

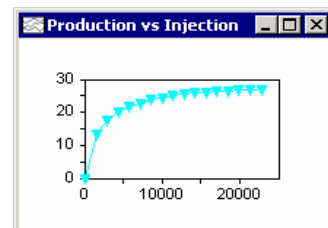
- Links available for gas-lift automation (SCADA) systems
- This can support downloading the optimization table to the automation system and uploading “current” gas-lift conditions for immediate analysis of gas-lift problems
- Complete Bottom Hole Pressure Survey sub-system including graphical interface for survey data manipulation

- **Gas-Lift Training**

- Has comprehensive, on-line tutorial
- Has context-sensitive help function
- Has dynamic gas-lift simulator

- **Information Technology**

- SQL and Oracle database support
- WinGLUE API available for COM
- Software support available via AppSmiths through annual maintenance and support agreement



The VPC, Valve Performance Clearinghouse, is a joint industry project for testing gas-lift valves.

# WinGLUE Benefits

- **Typical Gains**
  - Produce 10%+ more oil
  - Save 10%+ injection gas
  - Normally save significant OPEX
  - Sometimes save significant CAPEX
- **Supports Gas-Lift Surveillance Process**
  - Provides robust gas-lift designs
  - When linked with SCADA, provides up-to-the-minute awareness of problems
  - Good tools for troubleshooting, problem analysis
- **Supports Gas-Lift Team**
  - SQL database eliminates redundant data entry
  - Network capability allows staff in field and office to be linked in “real” time
- **Stays Current with Technology**
  - Supports latest gas-lift valve models, for VPC members
  - Has link to new gas-lift valve tester for quality assurance
- **Links are Available with Other Tools**
  - PipeSimGOAL
  - SCADA systems
  - PETEX GAP™
  - Decker Technology's gas-lift valve tester™
  - Can be linked with most Windows systems
  - Third party data warehousing systems

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There are over 500 registered WinGLUE users in 12 oil and service companies and universities throughout the world. Over 10,000 gas-lift wells are modeled in WinGLUE.

- **Sales Terms**
  - **WinGLUE** can be licensed per seat
    - A seat is a user working on a specific machine
    - Discount schedules are available for licenses of 5 or more seats
    - Arrangements can be made for users who wish to obtain "site" licenses or set up "work groups" of two or more users on a common system
  - **WinGLUE** can be leased
  - **WinGLUE** offers academic licensing options
  
- **Maintenance and Support Agreement**
  - Cost is 15% of license cost
    - A one year maintenance and support agreement is required with each license
    - Discounts are available based on multiple seats or multiple years
  - Maintenance and support includes:
    - All program upgrades
    - Unlimited **live** phone support with no automated systems to navigate, call during business hours and a person will answer!
    - Unlimited email support
    - Unlimited Net Meeting (or similar) support, where available
  
- **System Requirements Include**
  - A single-user or multi-user SQL database is required (SQL Server, Oracle, SQL Anywhere)
  - A "Stand Alone" single-user database solution is included with WinGLUE
  - Available for Windows 2000, Windows XP, Windows Vista
    - WinGLUE can be run with Windows 98 and Windows NT with proper Service Packs and core OS updates installed
  
- **Other Services Available**
  - On-site WinGLUE Installation/configuration/integration
  - On-site field-wide gas-lift optimization services
  - Custom-tailored WinGLUE User Course
  - Additional IT training for WinGLUE environments
  - Enhancements available as required
  - WellTracer Gas Lift Surveillance Tool
  
- **Contacts**
  - AppSmiths: support@appsmiths.com, 1-281-578-0154