



INSTALLED BASE EVALUATION PROVEN PROCESS

WHY COMPLETE AN INSTALLED BASE EVALUATION?

You want to avoid risks and unplanned downtime, so it makes sense to partner with Interstates on an Installed Base Evaluation (IBE). We have the technical expertise to identify and assess electrical, automation, and operational technology risks at your facilities. These risks include aging control infrastructure, cyber vulnerabilities, and system limitations. Our thorough inventory of your controls and network hardware and software components helps us prioritize recommendations for cost savings, reliability improvements, risk mitigation and more. When you don't have the staff, parts, technical knowledge, or time to evaluate and fix your equipment, partnering with Interstates is a smart choice.

INSTALLED BASE EVALUATION

YOUR GUIDE TO A SUCCESSFUL EVALUATION



Questions? Contact us at bdev@interstates.com



INSTALLED BASE EVALUATION

Protect Your Facility with a Proactive Strategy

Pinpoint and quantify risk at your facilities with our holistic approach.

An installed base evaluation (IBE) helps you avoid risks and unplanned downtime. Our technical expertise will give you a detailed analysis of the condition of your components, identifying critical risks like aging control infrastructure, cyber vulnerabilities, and system limitations. Whether you're planning an upgrade or expansion or just want to understand your facility lifecycle better, an IBE provides the resources you need.

IBE is more than just an inventory of parts; it's a holistic approach that leads to effective recommendations for cost savings, reliability improvements, risk mitigation, and more. When you don't have the staff, parts, technical knowledge, or time to evaluate and fix your equipment, partnering with Interstates on an IBE is a smart way forward.



We can provide IBE support in three areas:



ELECTRICAL HARDWARE

MCCs | Circuit breakers
Switchboards



AUTOMATION, SOFTWARE & HARDWARE

PCs | IO cards
Instrumentation
Control system servers & software



OPERATIONAL TECHNOLOGY SOFTWARE & HARDWARE

Network switches
Network software & versions

The Value of Installed Base Evaluations

THE CRITICAL RESOURCES YOU NEED

Does your organization have limited technical knowledge or lack the staff to stay on top of equipment and network lifecycles? Interstates can offer you expertise, help with maintenance, and provide the critical parts and spares you need to update or fix antiquated equipment and update your network.

IMPROVE HARDWARE & SOFTWARE RELIABILITY

Aging equipment is more susceptible to failure, leading to unplanned downtime. An IBE can keep you up and running while taking a pulse on the lifecycle of your equipment. Understanding when hardware or software needs to be upgraded will help you avoid failures, maximizing your uptime and boosting production levels.

UNDERSTAND YOUR PLANT

Do you know how and why your equipment works? An in-depth inventory of your plant with an IBE will show you the limits of your systems, how to upgrade efficiently, your network capacity, and what's at risk if you don't expand your plant. We can give you a current, forward-looking assessment of the risks of supporting legacy equipment, helping you make the most informed decisions.

MAXIMIZE TIME & MONEY

If you need to increase your production levels or improve your budgeting, an IBE with Interstates can help. Our findings will help you make informed decisions when budgeting for capital projects. You'll see additional cost savings through improved efficiency and increased production levels when you identify and fix outdated equipment, efficiently upgrade software, and resolve excessive maintenance routines.



DON'T LEAVE IT UP TO CHANCE, PARTNER WITH EXPERTS

Your equipment lifecycle affects production and uptime, so reliability matters. If your facilities and equipment are outdated or require expensive workarounds and maintenance, an IBE can help you identify risks and avoid unplanned downtime. Our experts are ready to guide you through a thorough evaluation and leave you with actionable plans and the resources you need to run your plant efficiently.

WHAT TO EXPECT

YOUR GUIDE TO A SUCCESSFUL INSTALLED BASE EVALUATION

YOUR ROLE

> Your involvement keeps the project moving. Here are a few things we'll need from you as we move through the process:

1. Provide your facility drawings and system documentation
2. Work with us to schedule the on-site visit
3. Walk through the facility with our on-site team member
4. Review and approve monthly invoices
5. Attend and participate during each meeting with our team
6. Save final documents for future use

WHAT YOU WILL RECEIVE

> Over the course of the project, you can expect to receive:

1. Progress reports
2. Monthly invoices based on the project's progression
3. Updated facility drawings and system documentation
4. A report with recommendations to improve the reliability of your facility

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YOUR GUIDE TO A SUCCESSFUL EVALUATION

■ Your involvement throughout the IBE process is important! Projects have the best outcomes when both parties are involved.

DISCOVERY PHASE > You'll receive a proposal for your installed base evaluation project.



CLIENT REQUEST

KEY STEPS

- Request Quote
- Share Project Details
- Scope Project

You need your equipment to work well and last. An IBE helps you identify and mitigate risks, reducing unplanned downtime and lost production. Once we receive your request, our team will reach out to learn more about your facility and what type of IBE fits your goals. We will also request drawings and system documentation.



PROPOSAL

KEY STEPS

- Review Proposal
- Approve Funding

Once the proposal is ready, our team will contact you to review it. Throughout this process, reach out at any time with questions or if you would like to make changes to the proposal. When you're ready to move forward, please notify us. We look forward to working with you!

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DATA COLLECTION PHASE > You'll receive a site visit(s) from our technician(s).



KICKOFF

KEY STEPS

- | Hold Kickoff Meeting
- | Schedule Site Visit
- | Prep for Data Collection Trip

We'll set up a kickoff meeting with your main point of contact and our technician, who will complete the site visit. We'll discuss project details and schedule a site data collection trip. If there are multiple facilities, we will schedule those visits at this time.



SITE VISIT

KEY STEPS

- | Review Documentation
- | Tour Facility
- | Document System Data

Before we visit your facility, we'll review the plan drawings and documentation. While on-site, the technician will meet with your point of contact to tour the facility and view all enclosures and necessary equipment. As we view each system, we'll document the system information on the facility drawings.

RESULTS PHASE



You'll receive a finalized report and recommendations for facility improvements.



ANALYSIS

KEY STEPS

- | Review and Update Drawings
- | Develop Recommendations

Once the technician is back from the site visit, we'll review and update your facility drawings and documentation. Using the information from the site visit, we'll discuss recommendations such as replacing obsolete equipment to improve your facility's downtime.



REVIEW

KEY STEPS

- | Draft Report
- | Hold Review Meeting

You'll receive a draft of the report for your facility. The project scope will determine what is included in your final report. You'll have a chance to review the document to ensure it meets your expectations.



FINAL DOCUMENTS

KEY STEPS

- | Discuss Recommendations
- | Send Final Documents

Our team will work with your site contact to discuss the facility improvement recommendations from our engineering team. The report and recommendations will help you reduce risk and enhance reliability at your facility