

TCM[®] THIRD-PARTY COMPLIANCE PROGRAM

The TCM[®] Third-Party Compliance Program

The TCM[®] Compliance Product Certification Program is accredited by Gram & Juhl A/S, and contributes to our goal of offering our clients an all-encompassing condition monitoring solution. Gram & Juhl's Third-Party Compliance Program is designed as a cooperation between Gram & Juhl and third-part manufactures offering complementary products, and solutions such as:

- Oil particle counters
- Contamination sensors
- Metrology data
- Disc charge sensors
- Lightning measurement sensors
- Blade monitoring
- Controler Integration
- Transformer monitoring
- Bat monitoring
- Foundation monitoring
- etc.

A WIN-WIN-WIN solution

The Third-Party Compliance program is an opportunity to create synergy between complementary products and data plots, and the synergy will be even better when more parties join the program.

Benefits for the Third-Pparty supplier:

- 1) Access to a large existing fleet of TCM[®] installations. Access to an infrastructure, which it would otherwise be costly to establish
- 2) Improves the capability of their products
- 3) Make them more competitive by these unique selling propositions
- 4) Releases potential synergies by combining the data from the participants solution with data on the TCM[®] platform
- 5) Maintain the interface and compatibility

Benefits for the end user:

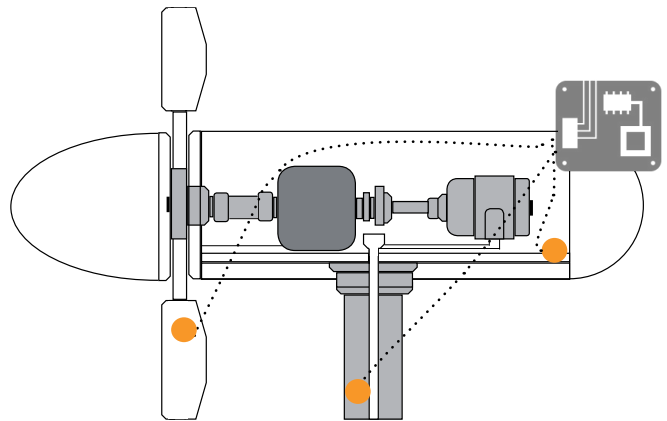
- 1) Seamless integration
- 2) Fast start up - Products that integrate right out of the box
- 3) No expenses for integration
- 4) Low risk when trying out things
- 5) One system for all

Benefits for Gram & Juhl:

- 1) Strengthen the versatility of the TCM[®] platform
- 2) Ensure the stability of the platform - By maintaining one version

The Third-Party Setup

Gram & Juhl will deliver and establish the framework needed for the infrastructure. This allows you to get into the WTG platform in an easy and profitable way since the TCM[®] system has been installed in more than 22.000 WTG's world wide. Your product or solution will be connected to the TCM[®] system via the M-System. This allows for measurements from complementary products to be recorded, processed and evaluated by the TCM[®] system.



3 Steps Approach

To become a Third-Part supplier you will go though a simple and well defined 3 step approach including test and validation of the prouct synergy and certification.

TCM[®] Compliance Certification

All Third-Party suppliers are granted the right to label their products as "TCM[®] Compliant". In addition, the phrase may be used for all related marketing material.

For more information please contact Gram & Juhl's sales department.

Ordering Information

TCM[®] Compliance Prog. Application

9000-0011-0000