Before the Sale

Site Application Review
Our PGNAA experts will solicit information and work with the plant’s quality and operations staff to determine equipment specifications and optimize the application benefits.

The deliverable for this service is a detailed technical report that includes material flow inter-connect diagrams, and outlines where recommended Thermo Scientific products and services can be applied in the process to achieve a quantifiable economic benefit.

Prior to Delivery

Onsite “Kick-off” Meeting
An onsite meeting is arranged with the end user(s) and project manager(s) prior to the commencement of the project. Specific activities include reviewing the project timeline, establishing critical paths and significant aspects of the project, identifying special requirements for radiation licensing and/or documentation, reviewing the site preparation manual and estimating the onsite resources required for success.

Our business philosophy emphasizes planning, preparation and communication to accomplish efficient and cost-effective benefit realization.

Delivery Services

System Start-Up
Our field engineers will:
• Install all electronics and computer hardware
• Install radioactive sources and perform a radiation survey
• Power up and test components, signals and software operation; establish system communications link
• Review plant interface protocol and establish interface with plant systems
• Confirm and verify configuration of base software
• Provide basic operator and radiation safety training
• Monitor analyzer performance under normal operating conditions to confirm material flow, communications and software functionality

Dynamic Calibration & System Commissioning for Base System
Our field engineers will:
• Verify interface with plant systems
• Develop the scope and plan for dynamic calibration and dynamic performance monitoring to ensure that process goals are achieved
• Complete the dynamic calibration and validate system performance
• Provide training related to on-going dynamic calibration and dynamic performance monitoring

Dynamic Calibration & System Commissioning for Control Software
Our field engineers will:
• Test system interfaces and response of plant equipment
• Tune process control software

Notes
• The amount paid for the site application review may be applied to the purchase price of the related Thermo Scientific analyzer system.
• An alternate venue for the kick-off meeting and pre-installation training may be arranged to accommodate customer preferences.
• Travel and living expenses: All quotes for onsite services are exclusive of travel and living expenses. Customers are responsible for all travel and living expenses when visiting the Thermo Fisher Scientific facility.