



# Go Build. **Go Boldly**<sup>™</sup>

Emerson's Reliability Advantage for  
Engineering, Procurement, & Construction (EPC)

AMS<sup>™</sup>

  
EMERSON<sup>™</sup>

# Make Emerson your low-risk, high-value partner from Pre-FEED to Commissioning.

## Unique Value for EPCs – Greenfield and CapEx Projects

- **Reduce project risk early** with dedicated Emerson Pre-FEED advisory support that sharpens cost estimates, minimizes late-stage changes, and accelerates FEED development.
- **Lower engineering hours** through simplified system architectures, standardized templates, and repeatable documentation packages.
- **Eliminate integration headaches** by leveraging a unified Machinery Health platform designed for easier interface with DCS, SIS, and digital project environments.
- **Achieve on-time, on-budget project delivery** through proven project management and consistent global execution practices.
- **Minimize change orders and procurement delays** with Emerson's stable supply chain, local Emerson Impact Partner network, and flexible commercial packages.
- **Design for lifetime value—not just compliance** by incorporating Machinery Health insights that align with the end user's reliability and performance requirements.
- **De-risk digitalization & cybersecurity exposure** with secure-by-design architecture, certified protocols, and integration playbooks tailored for EPC environments.
- **Ensure EPC success with end users** by co-creating solutions that meet owner-operator standards and reduce dispute points during handover.
- **Future-proofed platform** that avoids the legacy-system limitations and obsolescence risks.
- **Lower lifecycle cost & simpler install** thanks to fewer modules, flexible mounting options, and streamlined commissioning workflows.
- **Better digital integration** across control systems and analytics platforms — without forcing end users into proprietary ecosystems.
- **Global technical support from project start to startup**, not just after equipment is delivered.

## Accelerate Engineering & Reduce Cost

- Early **Pre-FEED advisory support** to sharpen cost estimates, validate design assumptions, and reduce surprises during FEED.
- **Simplified, standardized architectures** that reduce engineering hours, drawing complexity, and document churn.
- **Integrated Machinery Health platform** that reduces vendor interfaces and eliminates multi-system integration risk.

## Deliver Predictable Project Performance

- Proven project execution framework enabling consistent global delivery and schedule reliability.
- **Stable and responsive supply chain** minimizing expediting costs and change orders.
- **Cybersecurity-ready design** aligned with modern EPC digitalization standards.

## Strengthen EPC-to-End-User Alignment

- Joint solution design to comply with **end user specifications**, target performance requirements, and plant lifecycle expectations.
- Reduce closeout disputes with **cleaner commissioning packages**, consolidated documentation, and integrated diagnostics.

## A Modern Machinery Health Foundation Built for Longevity

- Modern, scalable Machinery Health platform with no legacy obsolescence issues.
- **Lower total project cost** due to fewer modules, simpler wiring, and easier configuration.
- Seamless integration with **multiple DCS/SIS vendors**, avoiding BN's proprietary ecosystem dependency.
- Complete lifecycle support — **Pre-FEED → Startup → Operations** — not just hardware delivery.

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# 01 | The Right Products

## Protection

The critical machinery at the heart of your customers' infrastructure merits continuous, auto-shutdown protection. Emerson provides trusted, comprehensive, right-sized solutions to match the machine's criticality, the project's budget, and your client's automation philosophy.

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.



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.



Emerson offers one of the industry's broadest selection of sensors spanning accelerometers, velocity transducers, proximity probes, and more. But if your machinery OEM uses another provider, we'll never lock you in. Our monitoring systems are completely sensor-agnostic.

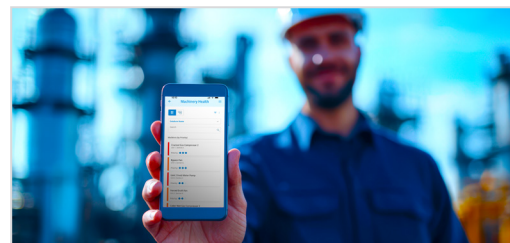


# 01 | The Right Products

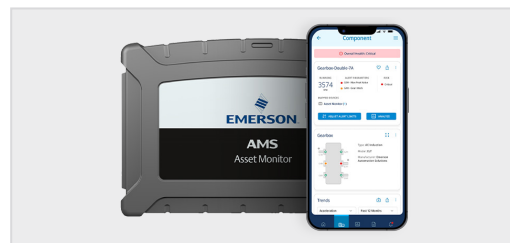
## Prediction

Prediction – also known as condition monitoring – has become as indispensable as protection in modern industrial operations. Sometimes, these systems will be within your scope as an EPC. Other times, your client will source this themselves. Regardless, planning for eventual connectivity between protection and a CM ecosystem has to be part of every project's concerns. You simply cannot afford to create a dead end that locks your client in to a cumbersome, costly solution that doesn't measure up. By choosing Emerson, you're creating plenty of runway for your client by ensuring they'll be able to use the industry's leading plantwide condition monitoring solution, able to handle less-critical assets just as capably as those needing protection, all within a modern CM ecosystem that unifies every relevant data source.

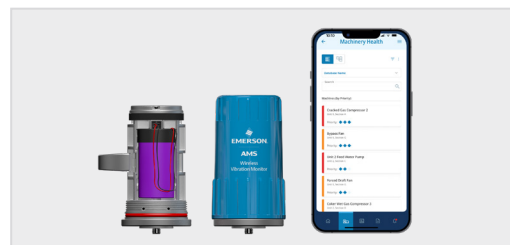
AMS Machine Works software links all your condition monitoring data sources together into a single, unified ecosystem with an industry-leading toolset. It seamlessly integrates with our AMS Optics™ platform – an enterprise-level solution for comprehensive Asset Performance Management.



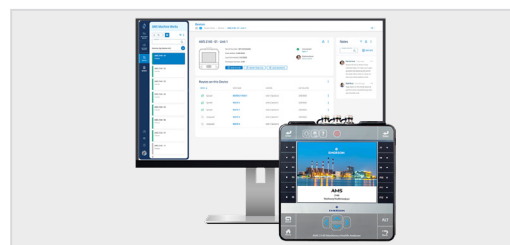
The AMS Asset Monitor is perfectly suited to condition monitoring – whether protection is needed or not. It's the only product of its kind that embeds prescriptive analytics at the edge – automatically identifying faults on a broad variety of rotating and fixed equipment without need of a cloud connection or subscription.



As more and more machines justify moving from portably collected data to permanent monitoring via wireless sensors, Emerson's AMS Wireless Vibration Monitor delivers industry-leading features, robustness, battery life, and value with triaxial + temperature measurements and powerful embedded analytics.



Emerson offers the world's most popular series of portable data collector / machinery analyzers – continually refining and innovating over six successive generations. We pioneered this instrumentation in the mid-1980s, quickly assumed global leadership, and never looked back.

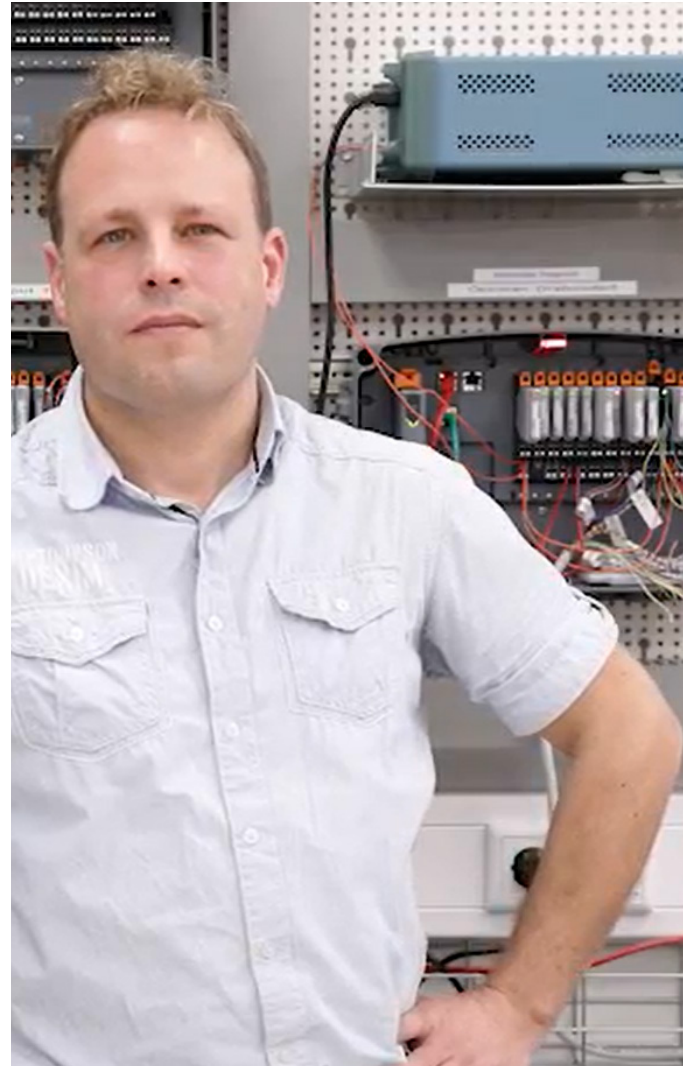


# 02 | A Half Century of Experience

For more than 50 years, our Gronau, Germany center of excellence<sup>1</sup> 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 excellence<sup>2</sup>.

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 line<sup>3</sup> 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.

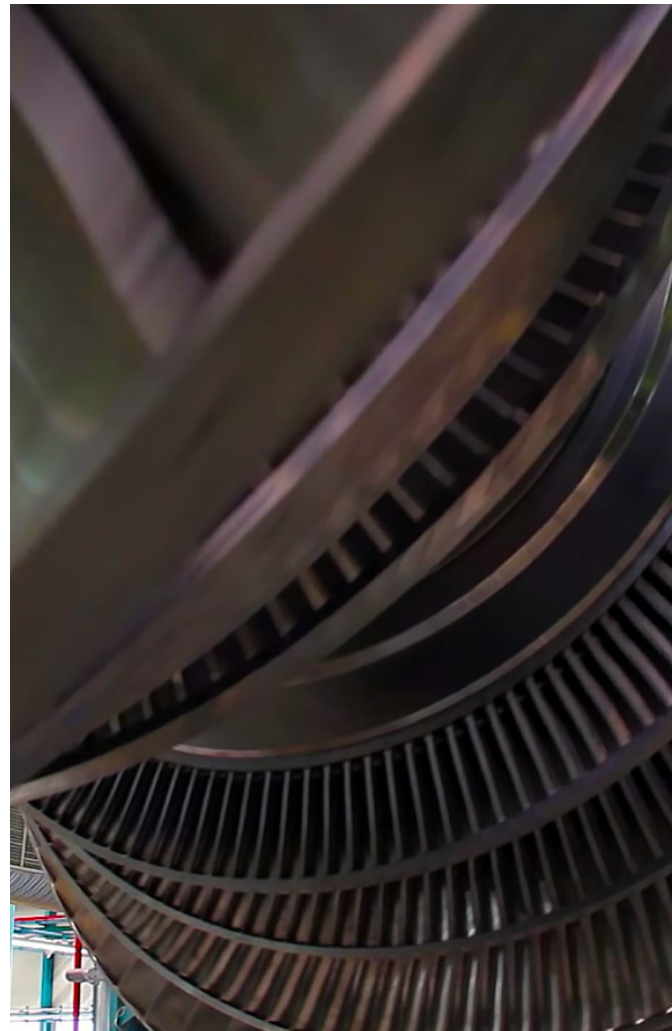
2. Our Knoxville operations trace their roots to 1984 as Computational Systems, Inc and the CSI brand with the launch of our 2100-series data collectors. The business was acquired by Emerson in 1998.

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. But often, eclipsing even these issues in terms of cost, is the process itself and associated downtime. Just a single false trip can equate to millions in lost production.

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

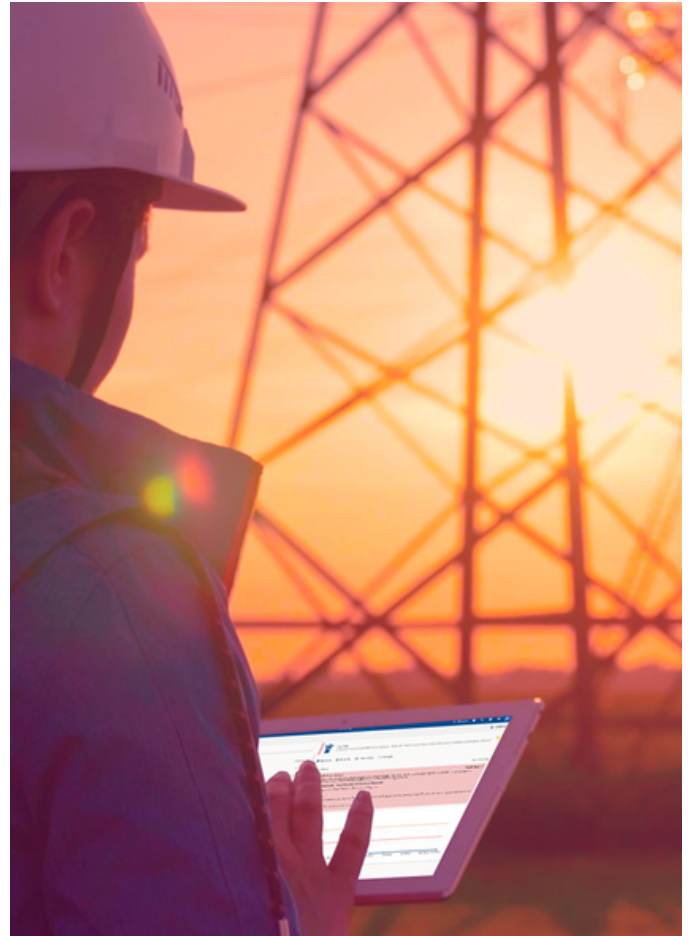
Let's be honest. Every dollar you save is a dollar you can take directly to the bottom line. And with the scope of some projects using almost as much instrumentation in the machinery monitoring systems as in the entire process control system, it can represent a sizable percentage of the control and automation budget.

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 – or a provider that has limited presence and sub-par service.

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

We invite you to talk to us on your current – and upcoming – projects to see just how much value we can deliver relative to other providers you may be 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.

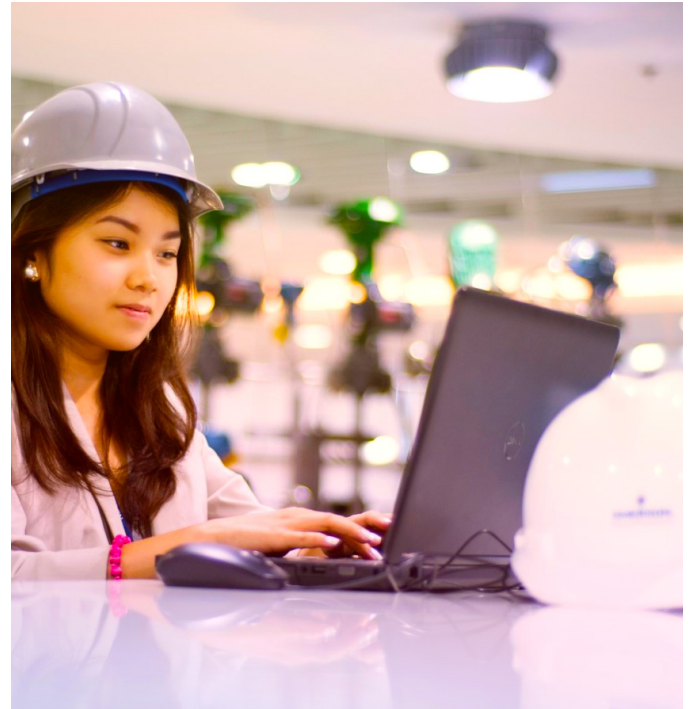


# 06 | Expansive Scope

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, but expansive controls and automation scope ranging from field devices like Rosemount® transmitters and Fisher® valves to our controls offerings like Ovation and DeltaV Distributed Control and Safety Instrumented Systems.

For you, that increased scope typically translates to more savings, better integration, and fewer vendors to manage. It also means more of your project 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 projects 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.

Or, perhaps you need a partner willing to explore commercial flexibility instead of special technical requirements.

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”.





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