

## Process and financial optimization of coal-fired stations: Integrating on-line coal analyzers and today's knowledge management tools into the control system platform

### A Pearlstreet/Coalsmith Multi-client Study

Electric Power Expo

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#### Special Points of Interest

Advanced power plant controls system offerings are fragmented among many suppliers. A unified approach to process control is needed.

This multi-client study of the capabilities of these systems will bring clarity and focus to utility decision makers.

Coalsmith and Pearlstreet can bring the knowledge together needed for a decision to improve your plant.

Participants in the study will acquire a generic specification for the next generation of process control systems, to increase their returns and competitive position.

The components of an advanced power plant process control and knowledge management system are fragmented among many different suppliers. Many of these suppliers are small, technology-oriented firms, software companies, or divisions of larger corporations focused on niche markets. These firms require better alliances and strategic business development to gain traction for their products. By necessity, these firms usually find themselves pursuing a narrow market niche, rather than a systems approach to enhancing asset value for the customer.

In our view, one of the most important components of this advanced system is an on-line coal analyzer (OLA) measuring and propagating real-time coal quality data to the control, automation, and plant information systems, as well as through the enterprise as necessary. While a few plants have installed and applied such devices and proven the OLA technology is commercially viable, coal analyzers have not yet significantly penetrated the power plant market. Often, when coal analyzers are used or installed, their capabilities tend to be under-utilized. For the most part, they have not been integrated into the plant process control strategies.

Pearl Street Inc and Coalsmith Consultants, together with their clients, are collaborating on a multi-client study that we believe will bridge the gap between power plant owner/operators, OLA suppliers, and process control, automation, and software suppliers. Through this study, we will function as a "bridge" between parties that can collaborate to pursue this system level approach, and we hope to act as a "catalyst" in accelerating the penetration of these advanced concepts in the power plant market. Our current work plan will:

- Survey coal-fired plant owner/operators to determine issues and barriers of entry for an advanced integrated optimization approach.
- Identify technology, integration, and market gaps and how they can be overcome.
- Market and promote the concepts through industry publications, conferences, forums, and on-line channels.
- Engage suppliers and stakeholders with specific pieces of the system in dialogue that could lead to strategic alliances, cooperation, marketing agreements, and project justifications.

## Putting the pieces of the puzzle together in a unified study

Benefits of your participation in this study are:

- ✦ A 100-150-page final report that can be used to engage plant owner/operators in system and enterprise-level conversations
- ✦ A short list of potential prospects for advanced control systems among coal-fired plant owner/operators
- ✦ The opportunity to create alliances and closer relationships with the participants in this study
- ✦ Brand and company awareness through the marketing and promotional campaign.

**CONTACT US FOR YOUR COPY OF THE FULL PROSPECTUS or DOWNLOAD PROSPECTUS FROM [PEARLSTREET.COM](http://www.pearlstreet.com)**

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