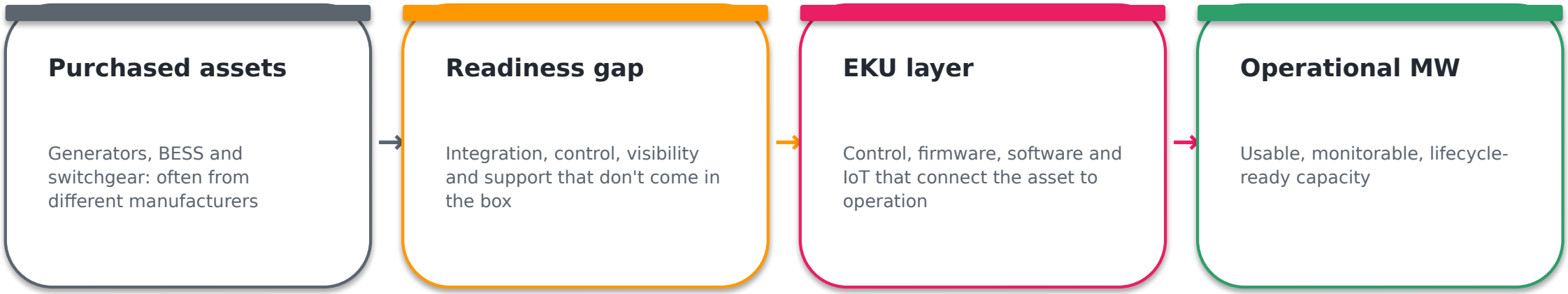
The pain behind "from purchased equipment to operational MW."

The buyer does not buy a generator. They buy the ability to operate. Between the two there is a gap: and that gap is EKU's space.



The buyer's pain: they paid for the equipment, but still can't operate it as a system.

Source: Working foundation for executive review. Not approved external copy.