



## Customer Reference Story

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### → Situation

General Manager, Bechtel

### → Critical Issue

**Defining the solutions requirements, clearly and comprehensively, so that potential suppliers could consider them, design and offer their best technical and commercial deal.**

### → Reason

Bechtel was leading the development of a multi-billion dollar minerals plant; they **did not have the specialist knowledge and available resources, to focus on defining the technical and commercial options** as well as the advantages - disadvantages / pitfalls for this essential piece of plant infrastructure.

### → Capability

He said he needed assistance with the following;

- 1) A background on the industry (that would supply the products – who were the potential suppliers etc).
- 2) Define the product requirements, there linkages with their processes and how these would / may impact on there capital and operating costs.
- 3) Define the various commercial options available, there advantages and pitfalls.
- 4) Detail the technical and commercial elements of supply and the options which would be sought in the Request for Quotation.

### → We Provided

Our **Solution Requirements offer** / capability.

### → Result

**A robust request for quotation (RFQ) was prepared quickly, enabling; Identification of areas of value, anomalies as well as opportunities, whilst managing the risk associated with this multi-million dollar infrastructure supply.**