

Partnering with Major Equipment Suppliers during Engineering and Construction of Large Manufacturing Facilities

The selection of a supplier "partner" prior to the start of engineering and construction of major industrial projects permits certain efficiencies and cost savings. Benefits of the "partnering" concept may include reduced engineering costs, reduced numbers of activities to be bid, standardization, high responsiveness of supplier from design to delivery, no contractor markups, field installation supervision, extended warranty benefits and minimization of replacement parts. The "partnering" concept replaces competitive bidding for primary components and eliminates the possibility that incompatible components might be used.

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