

The "external construction division" concept

The concept described in the following is primarily meant for customers who - due to downsizing or non-availability of internal specialist departments - wish to commission an external source with new investment or rebuilding projects for existing plants in a cost-effective and professional manner.

Steps and actions	Services by ICS	Remarks
<p><u>Phase 1:</u> Design engineering</p>		
<p>The tender documents are developed.</p>	<ul style="list-style-type: none"> • Draft layout • Draft process scheme • Technical specifications 	<p>A concept with relevant inquiry documents for the complete facility is developed in close cooperation with the customer.</p>
<p>Inquiries are sent to selected suppliers.</p>	<p>Inquiry documents are compiled and mailed, and questions asked by suppliers are answered.</p>	<p>The customer may also wish to select suppliers to whom inquiries have to be sent.</p>
<p>The offers are evaluated.</p>	<p>The project segments are pre-evaluated and budgeted on the basis of the offers received. Inconsistencies or gaps in the offers are clarified.</p>	<p>The individual budgets and the overall budget for the planned investment project are set up and determined in cooperation with the customer.</p>
<p><u>Phase 2:</u> Project implementation</p>		
<p><u>Phase 2.1:</u> Suitable suppliers are pre-selected, final negotiations are held with up to three suppliers.</p>	<p>Technical and commercial negotiations are held with eligible suppliers, and all resultant modifications of technical specifications are carried out.</p>	<p>Negotiations with suppliers are held on the basis of the commercial terms and conditions determined by the customer. The customer holds final negotiations with the</p>



		involvement of ICS.
The contract is signed.	The written order is made out on the customer's letterhead, and the pertinent documents are compiled.	The customer signs the contract.
Coordination		
Coordination of all parties involved, including delivery of the components.	<ul style="list-style-type: none">• Time scheduling• Project management• Final layout• Process scheme• Documentation of parts from subcontractors• Assembly and erection documentation	Regular reporting procedures make the project implementation phase transparent for the customer. Negative trends are reported immediately.
<u>Phase 3:</u> Erection and installation coordination at the site	Coordination and supervision of all the suppliers and customer departments involved in erection and installation.	
<u>Phase 4:</u> Coordination of commissioning at the site	Coordination and supervision of all the suppliers and customer departments involved in the commissioning phase.	

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