Practical method for the planning, engineering and installation of a (new) coating-plant

1. *Basic outlining/Feasibility study.*

Making exact definitions of the process and the plant needed, taking into account all needs, demands and (in)possibilities such as quality, price, exploitation-costs, available place, etc. No discussions with potential suppliers, in order to prevent that more will be quoted than is actually needed. Thus preventing an "oversized" investment.
This stage will finally result in knowing exactly which process to use, having a basic technical description of the plant needed, a basic lay-out in order to know the space occupied, and a budget estimation of the costs (investments as well as exploitation) involved. Shortly, a decision tool to make it possible to decide "go or no-go"

2. *Preparation of requests for quotation (tender).*

Preparing a complete technical specification containing all applicable terms of supply and the project including sufficient and correct technical data in order to give quoters the possibility to make the most adequate offer. The result will be that the quotations brought in will be comparable to each other.

3. *Evaluation of quotations (round 1).*

Evaluation of the submitted quotations. Criteria are compliance to technical specifications, technical data, pricing, and price/quality relation. Having quotations further detailed and specified if necessary and re-evaluation. Selecting, based upon the quotations and other information available, for each item of the future plant one or two suppliers.

BENEFITS OF THE BBCT PROJECT PROCEDURE

- ✓ independent, objective and professional technical support
- ✓ quick establishing of process and plants
- ✓ budgeting available from the start of the project
- ✓ structural project planning
- ✓ short time schedules
- ✓ continuous planning and costs survey
- ✓ time saving: you can stay concentrated on your actual tasks.

4. *Evaluation of quotations and selection of supplier(s).*

Second evaluation of the quotations received. Eventually visiting reference-plants installed by these firms. This will give a decision basis to choose the best supplier for each part of the job.

5. *Ordering.*

Supplying technical support for the client at preparing and signing the contracts. Negotiations and actual ordering is done by the client.

6. *Preparation of erection.*

In order to avoid problems during installation, **technical co-ordination meetings** with all the companies involved, have to be held. It is also absolutely necessary that the suppliers produce project drawings and that these drawings are checked and approved by the project management before actual production starts.

7. *Project management.*

Avoiding delays and solving the problems that will occur during the erection-period, a projectmanager has to be assigned by the principal. Also managing planning and budget.

8. *Running in, debugging.*

Getting the starting-up period of the plant being as smoothly as possible. Thus preventing that unnecessary costs have to been made. To make sure the supplied and installed items conform to the contract (technical, capacity, etc). Reviewing the manuals supplied with the plant, eventually re-writing these to comply to the actual situation and satisfy local legislation. Having spare parts lists, service interval listings etc, been made.

9. *Training/Instruction of staff.*

During the erection period training/instruction of both the personnel who will be working in the plant as well as the service team has to start. During the initial production period, the staff has to be trained intensively in order to get to nominal production figures as soon as possible..