



Providing Maximum Value



Most bid evaluations address only technical and commercial compliance.

We're here to address performance.

The Powell Value

Quotation & Pre-Award Stage

- Pre-engineered models developed during quotation stage
- Cable schedules with to/from points developed during quotation stage ensuring **reliable electrical cost estimate**
- Man-hour estimates created with engineering and production teams resulting in **most reliable task durations/scheduling in the industry**
- **170+ years of combined experience** in Application Engineering group
- Scalable work capacity
- Flexibility with customer preferences for preferred sub-suppliers and components

Dedicated In-House Resources

- Regulatory/energy code compliance manager **ensures reliability and acceptance from regulatory agencies**
- Logistics group provides **safe, efficient and reliable shipments to jobsite**
- Blast/Structural professional engineer (PE)
- Electrical Power Systems PE
- HVAC/UPS/DC systems specialists
- Relay/SCADA/Power Management Engineers enabling consultative and programming services

Supply Chain Management

Inventory Management

- Pre-award opportunities vetted through strategic sourcing for high risk components.
- Committed schedules procurement sign off
- Pre-purchasing inventory of high risk, high use materials/components

Management of Long Lead ETO Items

- Major buyout ETO lead times vetted against committed schedules for accuracy/required purchase dates
- Early identification of high risk ETO items and risk mitigation strategies developed in advance

Execution

- Periodic meetings with vendors of high risk items
- Weekly review meeting to update buyout components/finished goods by risk category
- Regularly vets new channels of supply for risk mitigation against high risk buyouts
- All manufacturing under one roof mitigates unexpected supply challenges
- In-house fabrication capability reduces third party dependencies
- On-time parts enable a greater percent of activities to start on schedule



Project Management

Risk Management

- Risk Register identifies areas of risk on every project
- Potential risks are shared with customer and action plans are jointly developed to mitigate them in advance

Vendor/Scope management

- Major ETO buyout processes in place to insure flowdown requirements are met, scope and interfaces defined
- Ensure customer is getting a fair price on vendor change orders by baselining first cost and demonstrating any further savings

Predictability/Reliability

- Periodic reporting on progress, safety, scheduling (Primavera), sub-vendor management
- Transparency to our scheduling and progress
- Other areas tracked as required by project



Quality

- Robust quality plan
- ITP's available upon request
- Integrated testing models between electrical substation/ECMS/DCS/ICSS
- ISO 9001 & API certified
- Receiving/in-process and final inspections on all components and final assemblies
- Quality metrics measured and posted throughout each of our factories

