

Hybrid FEL3 for a Major Chemical Manufacturer

A major chemical manufacturer required help with a hybrid FEL3. They already had two quotes from major OEMs, but needed assistance with the analysis and comparison to make a technical platform / solution decision.

Objective

The customer needed a hybrid FEL2 / FEL3 to make a DCS platform selection. They needed a partner that could identify and highlight gaps and pinchpoints in the potential solutions, assist with platform selection based on those results, and could continue the process with the FEL3 to provide the appropriate documentation for the next internal tollgate for project funding.

Results

The customer was able to make a well-informed, objective decision for their next DCS platform for migration based on the project deliverables. The FEL3 was completed, and the subsequent tollgates were accomplished.

Solution

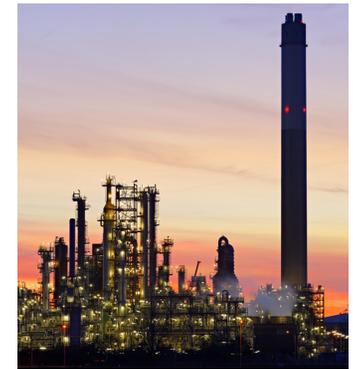
To set off the FEL, the team held a kick-off meeting and completed a site survey to obtain knowledge of the facility processes and gain an inherent understanding of facility operation.

The MAVERICK construction consultant, along with the platform subject matter expert (SME) and the rest of the team, walked the facility to offer a practical evaluation of the as-is state of the facility and to provide guidance to a realistic path forward.

Each of MAVERICK's platform technology leaders reviewed the proposals from the OEMs. They noted concerns, identified areas for clarification and noted any gaps in the solutions.

The consultant took a deep dive into the review of the bill of materials provided by the OEMs, looking for areas that may have been thin to make their pricing lower.

The customer was torn between two platforms and two different solutions. A detailed review of the best fit for their particular process was detailed in a report for internal review and customer decision.



The customer agreed with MAVERICK's recommendation of the best platform, solution and appropriate path forward for their facility and process.

After selection of the platform, the MAVERICK team developed a comprehensive project execution plan.

Included was a detailed roles and responsibility matrix for all parties, including the customer and potential third parties associated with the proposed migration.

MAVERICK's extensive expertise in assembling the +/- 10% total installed cost (TIC) estimate included definition, design, development, deployment, testing, startup, commissioning, all installation and construction, software, hardware, customer resource hours and materials along with any expected travel and living expenses to achieve a true TIC for project funding.

With complete transparency, a true partnership was formed with this customer to enable the combined team to work collaboratively to reach the mutual goal of project funding.

Continued support from MAVERICK for meetings and tollgates ensured the success of the customer's internal tollgate process.

The MAVERICK Difference

The customer was torn between two platforms and two different solutions for their DCS migration. With MAVERICK's expertise, the customer was able to make a well-informed, objective decision for their next DCS platform that was the best fit for their process and facility.



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