



## Procurement: A Key Element of Effective Planning

Projects demand efficient execution and thorough pre-planning of logistics. Developing a procurement program helps our team to determine the optimum balance of risk, project controls and capital required to meet the project schedule. At IPS, we recognize the procurement phase as a critical component of construction management and an opportunity for our procurement experts to identify ways to maximize best value for our clients and achieve the overall business goals of every project.

Our procurement experts possess the knowledge and experience necessary to ensure we are receiving and negotiating the lowest pricing to provide the greatest value for each client project. By procuring a significant amount of material directly, we are able to eliminate middlemen and improve delivery dates thereby providing a strong buying power and personal attention to the expediting, fabrication and factory acceptance testing of these items. We establish key dates and monitor submittal and delivery cycles; including functional specifications, vendor coordination and shop visits as appropriate to verify progress and expedite delivery and the overall project.

Our approach and our subject knowledge expertise in construction management, engineering, commissioning and validation has been the cornerstone of our success. For over twenty years, we have applied LEAN techniques throughout the project life cycle, continually finding ways to do things better and more efficiently, delivering higher quality and controlling costs – resulting in real value for our clients.

Our team provides an integrated, extensive approach to Procurement including:

- Pre-Qualification of Bidders
- Invitation for Bids
- Bid Analysis
- Pre-Award and Award Coordination
- Expediting
- Drawing Approvals
- Delivery Coordination
- Execution Controls
- Purchasing
- Expediting / Inspection
- Life Cycle Analysis
- Total Cost of Ownership (TCO) Modeling

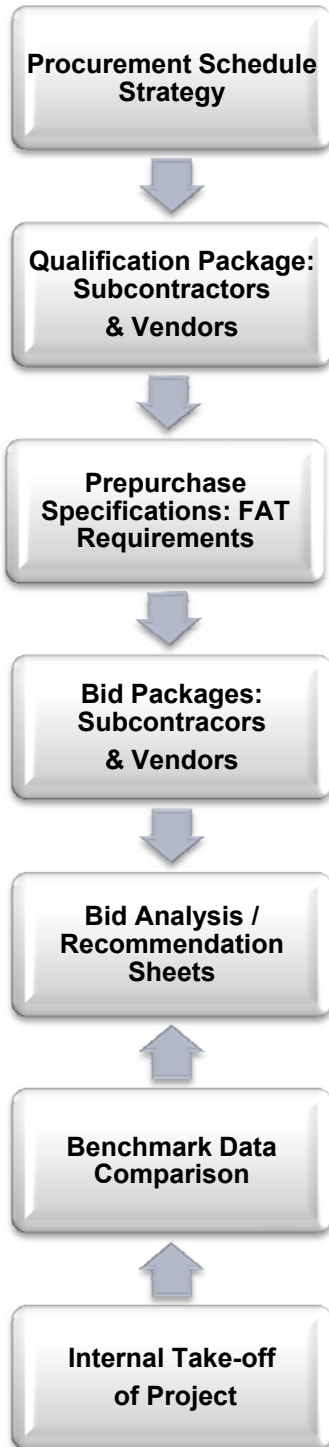
### Key IPS Value Add

- As procurement agent, IPS negotiated over \$300K in pricing reductions on a \$2.5 MM process equipment buy-out as part of a biotech client's upgrade project.
- We analyzed, qualified and maintain a core trade contractor program, consisting of over 150 companies continuously monitored for financial strength, capabilities and safety performance to enable smooth execution of over \$100MM in projects annually on a large multi-product Pharma R&D and manufacturing campus.
- Recently, we competitively bid de-scoped, value engineering and reduced the overall project cost by approximately \$2MM on a \$7MM hazardous materials abatement and demolition project for an East Coast client.
- Our procurement experts have a proven track record of exceeding client expectations on project metrics such as diverse contractor opportunity, diverse contractor spend and overall project cost savings and cost avoidance.

In collaboration with our clients, IPS Procurement experts undertake an extensive upfront sourcing strategy and procurement planning exercise for every assignment to ensure the clients project goals and business drivers can be successfully achieved through the contracting strategies utilized; while risks are minimized or eliminated. Key elements of our approach include assessments of global supply markets (materials/equipment), project schedule and timing, benchmarking and a variety of local factors such as labor availability and bid environment.

## Procurement Flow

### Project Management Execution



### Field Execution

