

Pump selection - flow until purchase order

The flow until purchase order is as follows at the API610 application.

1 . Inquiry

A purchaser such as engineering companies requests of pump manufacturers to quote pumps for a plant construction with pump specifications. The pump respectively has its own numbers, "ITEM No.". It corresponds to the name of the person. The number of the pumps that exists in the specifications might exceed 100 when it is many and several when it is few. The pump manufacturer will submit a quotation in about one week. It covers pump performance curve, outline drawing, sectional drawing, deviation list (if required), experience list (if required), price, delivery time, etc.

2 . Price negotiation

The purchaser who had a quotation provisionally decides around two pump manufacturers in consideration of price, delivery time, efficiency, reliability, maintenance, interchangeability, and their customer's (end user) intentions etc. and negotiates on the price.

3 . Purchase order

As a result of a severe price negotiation, in general, the pump manufacturer with the lowest price of the pump gets the order. And, the purchase order is formally placed.

