

RFQ 101



AGTS*SERVICES* Inc.

What Is a RFQ?

- Request For Quotation
 - Specifies the scope of work for your outage.



Why write a RFQ?

- Eliminate ambiguity among contractors
 - Service
 - Price
 - Schedule
- Allow for Apples to Apples Comparison Between Contractors

What Makes A RFQ “Good”?

- Technically Sound
- Clearly Defined / Confined Scope
- Dates
 - Outage
 - Start / Finish Work
 - Bid Due Date
 - Contractor Award Notification Date
- Owner / Contractor Responsibilities

What Makes A RFQ “Good”?

- Technically Sound
 - Unit information
 - Drawings
 - Number of Coils/turns in a field
 - Number of slots in the stator
 - TIL’s/OMM’s Identified
- The More Information the Better
 - Indoor / Outdoor Unit
 - Site Specific Safety Requirements

One Spec Does Not Do It

- Assuming all OEMs require the same list of tests
 - Differences between GE & W test criteria
 - TIL's vs. OMM vs. OEM Recommendations
- Assuming all OEMs recommend the same materials
 - Stator Wedge Material, Class B, F, or H Insulation
 - Retaining Ring Insulation

Schedule

- What hours / schedule do you want?
 - 5-10s – Longer Cycle / Can be lower cost
 - 6-10s
 - 7-10s
 - 5-12s
 - 6-12s
 - 7-12s* - Shorter Cycle / Increase Overtime Costs
- * Increase productivity is debatable with 7-12s,
- Is there advantage to shorting cycle??
 - More people = More \$\$ = Shorter cycle ??

Plant Support

- How much plant assistance will be given to contractor?
 - Contractor's equipment – Handling / Moving
 - Scaffolding
 - Welding Gases (propane & oxygen)
 - Heat lamps/heaters for equipment protection
 - Phone services
 - Office facilities (copier and fax)
 - Sanitary Facilities (sink and toilet)
 - Protective covers for turbine deck, electrical equipment, etc. (outdoor units)
 - Trash receptacles and disposal
 - Electricians for all specialty electrical work
 - Designated hazardous material (flammable liquid) storage

Plant Support

- How much plant assistance will be given to contractor ?

(test and inspection)

- Test helper – Reduce costs / Time
- NDT services (retaining rings, journals, etc.)
- Dry generator upon arrival.
- Disconnect / reconnect generator links and neutral grounding transformer connections
- Open bushing box; ventilate; test for acceptable O2 levels
- Test & remove all materials designated as hazardous by EPA and/or OSHA (asbestos & lead)

Plant Support

- How much plant assistance will be given to contractor ?

(retaining ring work)

- Electric Power (480V, 3 phase, 200 Amp)
- Compressed Air Water (minimum of 10 gpm)
- NDT services (retaining rings, journals, etc.)
- Crane (with operator)
- Timbers, skids, blocking and materials to store or support disassembled components
- Rotor placed with pole faces on the horizontal
- Rotor cribbing located at least 24” inboard of retaining rings

Uniform Standards

- Reference IEEE, ASTM standards whenever possible rather than using words such as “equivalent” or “similar”
- (Refer to IEEE handout)



OEM Inside Information

- If you request compliance with an OEM modification (GE issues TILs, Westinghouse issues OMMs, etc.),
 - Include a copy of the modification letter, as those documents are NOT made available by the OEM to 3rd parties!
- “As per OEM specifications and procedures”
 - Not available to NON-OEM Services Providers

Phrases to Avoid

- Avoid catchall provisions, such as:
 - “Repair as necessary”
 - “Clean as required”
 - “Replace any parts found to be defective”
 - “Return the unit to good condition”

Protection vs. Price/Schedule

- Post-repair testing – Yes or No?
- A contractor should always want to conduct post-repair testing, but testing will take additional time (= additional cost).
 - D-C test series – if contractors working around your stator insulation, this will confirm no damage was done during the repair
 - Bump test – if you've re-blocked the end windings, this will confirm the blocking is correct.
 - ELCID – if contractors have been in the stator core, this will confirm there has been no lamination damage

Line Item Pricing Sheets

DON'T's

- Line Item Pricing for “what if situations”
 - Pricing for one Coil rewind
 - Pricing for 2nd Coil rewind
 - Pricing For 3rd Coil rewind

DO's

- Specify exactly what each line is to contain.
 - Field Rewind - include all materials, transportation, & labor)

Conclusion

Ultimate goal

- Apples to Apples Comparison between vendors
- All work necessary is quoted and accounted for.
- Critical aspects of outage identified
 - Schedule
 - Price
- Vendor & Customer on same page prior to outage
- Meet and beat outage expectations