

ONEVISION COST SAVING SCENARIOS

EXAMPLE 1:

A national contractor submitted a quotation for a controller upgrade at site and submitted a quotation for £35,033.00.

Due to the sum involved the OneVision account manager escalated this to director level where it was established that whilst the current controller was aged, what the service provider was recommending would not have brought the equipment up to current standards and was not compatible to the current equipment installed.

It was established that the quotation was not required and ILECS suggested that the money would be better spent elsewhere on the lift.

Original cost quoted for upgrade: £35,033.00
No new quote required.

Cost avoidance for the client: £35,033.00

EXAMPLE 2:

The incumbent lift contractor quoted for a new detector 2D Panachrome Safety Edge - Ultraslim including Trailer. A quotation in the sum of £44,861.00 was originally received for the works.

ILECS challenged the price as the rate charged for the safety edges did not agree with the contracted rate for this item therefore the quotation was disputed, and a revised quotation received.

Original quotation for works: £44,861.00
New quote issued for: £31,366.00

Cost avoidance for the works: £13,495.00

EXAMPLE 3:

A nationwide lift contractor quoted for deep clean downs on six escalators at one of our client's sites. The works were required to take place outside of normal office hours.

Standard clean downs were covered under the maintenance contract; however, the lift contractor could not provide documentation to confirm that these had taken place.

At the quarterly lift contractor meeting, ILECS discussed the quotations and lack of clean downs under the contract, which, had they been carried out satisfactorily this would have prevented a full deep clean being required.

The contractor agreed that they would only charge for the out of hours fee and not the works.

Original cost per escalator: £1,275.00 x 6 = £7,650.00
New quote issued for out of hours only: £375.00 x 6 = £2,250.00

Cost avoidance for each escalator: £900.00 x 6 = £5,400.00

EXAMPLE 4:

The incumbent maintenance contractor submitted an original invoice for the monthly maintenance contract which had been approved by ILECS and forwarded to the client for payment. A second invoice was subsequently received for the same period which was disputed by the OneVision account manager.

A full credit was requested, and progress monitored until receipt.

Duplicate invoice received:	£2,400.00
Credit received:	£2,400.00
Cost avoidance for the client:	£2,400.00

EXAMPLE 5:

A monthly invoice for the regular maintenance contract was received in the sum of £2,250.00 which was incorrect and did not agree with the contracted rates. The invoice was therefore disputed with the contractor.

A credit was requested, and progress monitored until receipt.

Original invoice:	£2,250.00
Credit received:	£1,875.00
Cost avoidance for the client:	£1,875.00

EXAMPLE 6:

New control operating panels (COP's) were required for two lifts at the same site.

The incumbent lift contractor provided a quotation for £2,424.00 per lift.

ILECS challenged the price as being too high, but the lift contractor refused to reduce the cost to a price that ILECS felt to be fair for the works involved.

ILECS sought a quotation from an alternative contractor and received a quote in the sum of £1600.00 per lift. The incumbent contractor was then contacted with this information and then re-issued their quotation matching the reduced price.

Original cost per lift:	$£2,424.00 \times 2 = £4,848.00$
New quote issued for:	$£1,600.00 \times 2 = £3,200.00$

Cost avoidance for each lift: $£824.00 \times 2 = £1,648.00$

INTERNATIONAL LIFT & ESCALATOR CONSULTANTS

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