

«VSP: Test & Buy»: trial operation practice.

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«*Measure twice. Cut once*».

What is the right way to decide that this or other product of a supplier or a manufacturer complies with requirements of a certain process or application? Based on facts.

Whichever long and detailed is the presentation of advantages of a product by the seller or manufacturer comparing benefits of the solution with a competitive example and highlighting disadvantages, in most cases one presentation will not be enough. To be more precise, just a presentation will not be enough to form an objective opinion on whether the product does comply to a maximum with a concrete application.

In such a case which constituents might serve the basis good enough for taking a balanced decision? To our mind, the answer to the question implies considering various components as a must, as well as a certain feasibility of taking a wider view on the selection process on the whole.

- (1) Competence.
- (2) Independent testing.
- (3) Trial operation.

- (1) Competence.

Expertise in a certain field, knowledge and understanding of real requirements for this or other solution, process or application is the basis for any successful project. To be competent in everything is possibly difficult. On the other hand, competence in a certain field can't be gained in a year or two. Expertise is acquired resulting from multiple errors and successful projects, broad horizon and extended professional network.

- (2) Independent testing.

It is hardly possible to find a manufacturer who launching a new product would say —

«You know, we have had a thought and we would note that the solution is not the best in the market; there are some competitive products which exceed our product both in terms of technical criteria, and from the commercial point of view it's not the best choice; but you'd better buy it; we may definitely recommend it».

To our mind, only an objective, i.e. independent conclusion may give a full and unbiased answer, to verdict — which product is better in comparison with the other.

- (3) Trial operation.

Each concrete application, a production unit and an enterprise are unique with their individual context and special operational conditions. With no understanding of such practical details it is likely impossible to provide an accurate solution complying with all the detail. A possibility for real field testing of equipment is a key and final condition for a comprehensive choice.

Of course we do not doubt that the formula described and its components — competence + independent testing + trial operation — are well known to customers in our market as well, it is no way a know-how. But to our mind, the important thing is that for our team positive answers to each of the questions and points above are a must when building frame relationships with any of the VSP customers.

ROSNEFT oil refineries, Kirishinefteorgsynthes, Slavneft-YANOS, petrochemical and pharmaceutical production plants in Russia, oil refineries in Belorussia, ... — practicing transfer of equipment for trial operation

on all the lines of the company business is an integral and regular part of VSP activities.

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