

# Main Automation Contractors (MAC)

SELECT THE OPTIMAL SOLUTION AND PARTNER FOR YOUR PROJECT

## ARC STAR SERVICE FOR SUPPLIER EVALUATION AND SELECTION

You are undertaking one of the most important decisions to impact your business, choosing a critical technology solution and partner to operate your plant for years to come.

- Are you ready for the task?
- Do you need guidance or support with the project?
- Do you have a proven process that will lead to success?

If you are unsure about any of these questions, then you need the assistance ARC Advisory Group has to offer.

ARC is the industry leading provider of technology research and supplier information for operations management, supply chain, maintenance, engineering and project management. Our products and services integrate hands on experience with global market research to deliver the intelligence you need.

ARC developed the STAR Service through years of experience in helping companies select technology solutions. STAR guides you through project definition, team identification, criteria development, criteria prioritization, supplier short-listing, supplier polling, supplier results analysis, and supplier positioning. STAR also provides you with the right selection criteria and the information you need to identify the market leading suppliers.

All too often, supplier selection is contentious, lacks key information, and is prone to delays. The ARC STAR Service leverages the Analytic Hierarchy Process (AHP) for criteria weighting and supplier rating, and enables your team to reach consensus without conflict. The ARC STAR Service is thorough, structured, and fair, producing results based on facts and sound logic.

For more information, please visit us at [www.arcweb.com/services/supplier-selection/](http://www.arcweb.com/services/supplier-selection/)

## MAC STRATEGIC ISSUES

ARC has been researching the MAC market for decades and we know the issues:

- Presence in a region
- Competency in an application area
- Certifications to perform work
- Familiarity with local standards
- Relationships with vendors
- Competency with vendor offerings
- Meets schedules
- Offers training
- Offers critical assistance
- Integrates with customer personnel and processes
- Access to additional resources
- History of past projects
- Project execution record/visibility
- Project management process

## ARC STAR SERVICE KEY FEATURES AND BENEFITS

### ARC STAR SERVICE OVERVIEW

On-line Web Hosted Solution  
Microsoft Excel-based  
Easy to Use, Fact-based Process

### ARC STAR SERVICE FEATURES

Project and Team Definition  
Criteria Selection  
Criteria Weighting  
AHP Criteria Analysis  
Market Analysis  
Supplier Profiling  
Supplier Short-Listing  
RFI Development  
RFI Response Management  
Supplier Response Evaluation  
Kepner-Tregoe (KT) Analysis  
Track process and results  
Complete Process Documentation

### ARC STAR SERVICE BENEFITS

Standardized Business Process  
Comprehensive Selection Criteria  
A Proven, Results Oriented Toolset  
Shorter Project Cycle Time

### ARC STAR SERVICE OPTIONS

ARC MIRA for Market Research  
ARC Analysts for Process Facilitation

| Criteria   |  |         | Weights |      |   | Supplier Ratings |            |            | Supplier Normalized Scores |            |            |
|--|--|---------|---------|------|---|------------------|------------|------------|----------------------------|------------|------------|
| A  | B  | C       | A       | B    | C | Supplier 1       | Supplier 2 | Supplier 3 | Supplier 4                 | Supplier 5 | Supplier 6 |
| <b>1.0 SUPPLIER BUSINESS SCOPE</b>                     |  |         |         |      |   |                  |            |            |                            |            |            |
| 1.1 General  |  |         |         |      |   |                  |            |            |                            |            |            |
| 1.11   | Established DCS supplier (Share/ARC Provided)    | Current | 20%     | 12.5 |   | 0.00             | 0.00       | 0.00       | 0.00                       | 0.00       | 0.00       |
| 1.12   | Established DCS supplier in Vertical (Share/ARC) | Current | 20%     | 12.5 |   | 0.00             | 0.00       | 0.00       | 0.00                       | 0.00       | 0.00       |
| 1.13   | Established DCS Supplier in Region (Share/ARC)   | Current | 20%     | 12.5 |   | 0.00             | 0.00       | 0.00       | 0.00                       | 0.00       | 0.00       |
| 1.14   | Established wide base automation supplier        | Current | 20%     | 12.5 |   | 0.00             | 0.00       | 0.00       | 0.00                       | 0.00       | 0.00       |
| 1.15   | Good Business Partner                            | Vision  | 20%     | 12.5 |   | 0.00             | 0.00       | 0.00       | 0.00                       | 0.00       | 0.00       |
| 1.2 Commercial   |  |         |         |      |   |                  |            |            |                            |            |            |
| 1.21   | Field Proven                                     | Current | 17%     | 10.4 |   | 0.00             | 0.00       | 0.00       | 0.00                       | 0.00       | 0.00       |
| 1.22   | Supplier Prequalified                            | Current | 17%     | 10.4 |   | 0.00             | 0.00       | 0.00       | 0.00                       | 0.00       | 0.00       |
| 1.23   | No Shutdown products                             | Current | 17%     | 10.4 |   | 0.00             | 0.00       | 0.00       | 0.00                       | 0.00       | 0.00       |
| 1.24   | Consequential Damages                            | Current | 17%     | 10.4 |   | 0.00             | 0.00       | 0.00       | 0.00                       | 0.00       | 0.00       |
| 1.25   | Single Source Warrantee                          | Current | 17%     | 10.4 |   | 0.00             | 0.00       | 0.00       | 0.00                       | 0.00       | 0.00       |
| 1.26   | Corporate Purchase Agreement                     | Current | 17%     | 10.4 |   | 0.00             | 0.00       | 0.00       | 0.00                       | 0.00       | 0.00       |
| <b>2.0 SERVICES CAPABILITY and QUALITY</b>             |  |         |         |      |   |                  |            |            |                            |            |            |
| 2.1 Project Services                                   |  |         |         |      |   |                  |            |            |                            |            |            |
| 2.11   | Project Management                               | Current | 16%     | 8.3  |   | 0.00             | 0.00       | 0.00       | 0.00                       | 0.00       | 0.00       |
| 2.12   | Project Implementation                           | Current | 16%     | 8.3  |   | 0.00             | 0.00       | 0.00       | 0.00                       | 0.00       | 0.00       |
| 2.13   | Control Code Design                              | Current | 16%     | 8.3  |   | 0.00             | 0.00       | 0.00       | 0.00                       | 0.00       | 0.00       |
| 2.14   | Startup Design                                   | Current | 16%     | 8.3  |   | 0.00             | 0.00       | 0.00       | 0.00                       | 0.00       | 0.00       |
| 2.15   | Installation                                     | Current | 16%     | 8.3  |   | 0.00             | 0.00       | 0.00       | 0.00                       | 0.00       | 0.00       |
| 2.16   | Check-out  | Current | 16%     | 8.3  |   | 0.00             | 0.00       | 0.00       | 0.00                       | 0.00       | 0.00       |
| 2.17   | Commissioning                                    | Current | 16%     | 8.3  |   | 0.00             | 0.00       | 0.00       | 0.00                       | 0.00       | 0.00       |
| 2.2 Lifecycle Services                                 |  |         |         |      |   |                  |            |            |                            |            |            |
| 2.21   | Training   | Current | 16%     | 8.3  |   | 0.00             | 0.00       | 0.00       | 0.00                       | 0.00       | 0.00       |
| 2.22   | Maintenance                                      | Current | 16%     | 8.3  |   | 0.00             | 0.00       | 0.00       | 0.00                       | 0.00       | 0.00       |
| <b>3.0 STANDARD HARDWARE &amp; SOFTWARE CAPABILITY</b> |  |         |         |      |   |                  |            |            |                            |            |            |

