

Prime Contractor Expectations



OBO Industry Day
October 2004

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Prime Contractor Expectations

- ◆ Don't “over promise and under deliver” on services
 - Capacity
 - Quality



Prime Contractor Expectations

- ◆ Focus on core competencies and deliver them well
 - Budget – outsourcing versus self performance
 - Schedule



Prime Contractor Expectations

- ◆ Speed with high degree of precision and accuracy is the minimum level of competency we are seeking
 - product and service quality
 - schedule
 - thoroughness and accuracy of engineering information
 - thoroughness and accuracy with shipping information and execution relative to following instructions

Prime Contractor Expectations

- ◆ Support after the sale
- ◆ Commissioning and start-up



Prime Contractor Expectations

- ◆ Schedule, schedule, schedule
 - Responsiveness



Repeat Business



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