



## 1. Situation

- Global engineering services company in the steel industry owned by international parent company
- Historically held market share lead over all other competitors
- Industry trend is to reduce costs of new DRI plants
- Most customers require custom approaches of standard technologies

## 3. Deliverables

- Established change order process for proprietary equipment to gate any and all changes
- Developed a procedure and approval process that provided the rationale and business case justification for design changes
- Trained user community in the new documentation and procedures

Industrial Sector

## 2. Key Issues

- All new plants required extensive customization
- Proprietary equipment core to all plants and required very little customization
- Procedures were needed to lock down proprietary design change requests
- Did not have a procedure in place to manage or control changes to proprietary designs

## 4. Results

- Provided gate process to prevent engineers independently deciding to make design changes to proprietary equipment
- Provided mechanism to assure design and equipment reuse which promoted cost savings with equipment suppliers

"We were at a point where our engineers were making so many changes to our core product that we lost control of our core product. Conequity helped us gate these efforts and keep better control of our proprietary designs and technology."

**COO, Global Technology & Engineering Services Company**