

First contact with customer - Potential customer announces interest - Inquiry via telephone or e-Mail - Contact on trade fare - First contact to sales department - Fill in special biogas project questionnaire to gather required information for plant design - Feedstock types and quantities - Feedstock properties - Available construction area - Desired type of energy conversion (CHP, Biomethane upgrading, ...) - Digestate utilization

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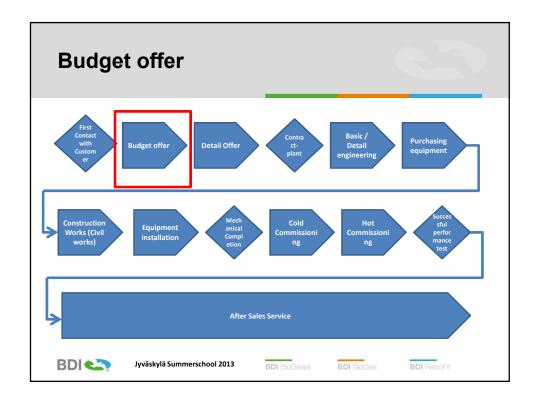
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Budget offer Budged offer is based on: · Data from tender or questionnaire and first meeting with customer The budget offer consists of · A preliminary process concept · A preliminary mass and energy balance · An example layout · A standard project schedule · A cost estimation =>Basis for a further discussion and vendor pre selection If required an authority engineering contract is set up for gathering the permits BDI 😂 Jyväskylä Summerschool 2013 BDI BioDiesel BDI BioGas BDI RetroFit



Detail offer (fixed price offer)

The detail offer is based on:

• Detailed information from the customer and the permitting documents

The detail offer consists of

- · A final process concept
- A final mass and energy balance
- · An final layout
- · A specific project schedule
- Defined main equipment
- Scope of supply definition
- · Basic economic calculation
- · A fixed price
- · Desired result of detail offer is a signed contract for building the plant

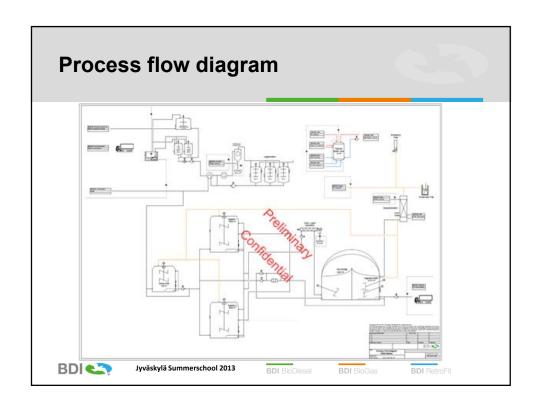


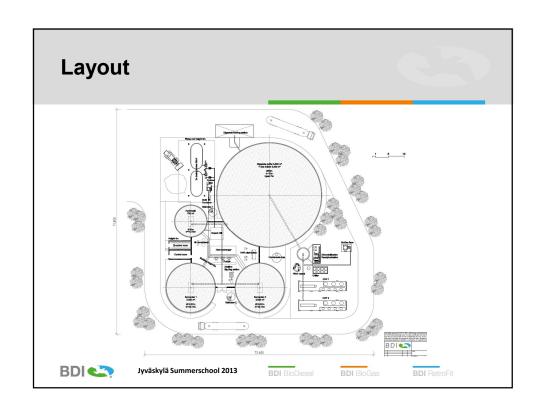
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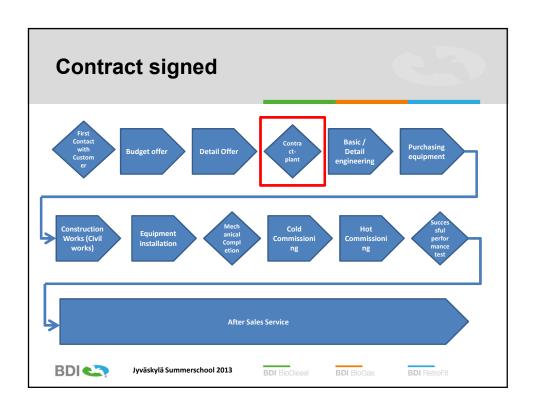


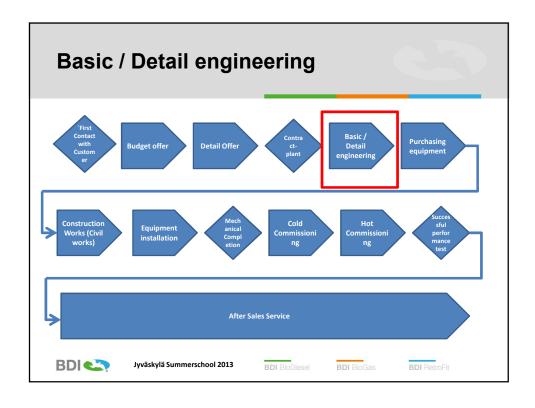


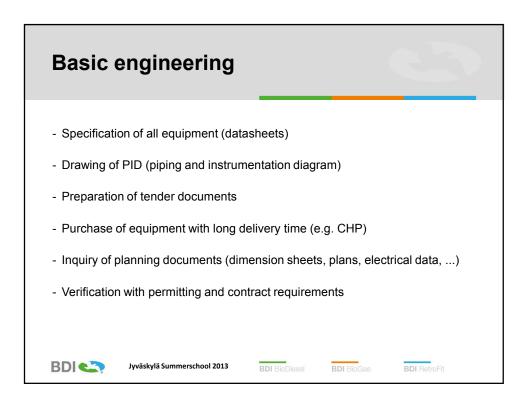
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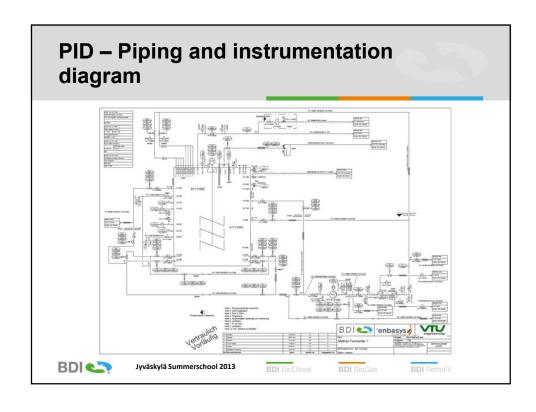


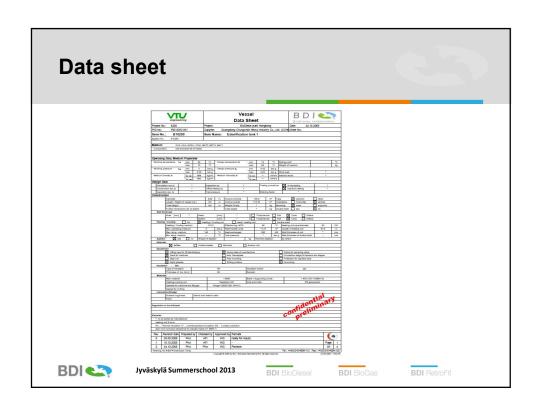












Detail engineering

- Detailed electrical planning
 - Wiring diagrams
 - Instruments
- Detailed piping planning
 - 3D planning
 - Isometric drawings
 - Part lists
- development of a description for the process control system
 - PLC description

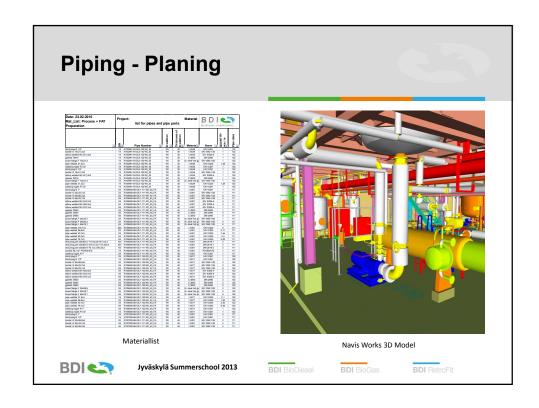


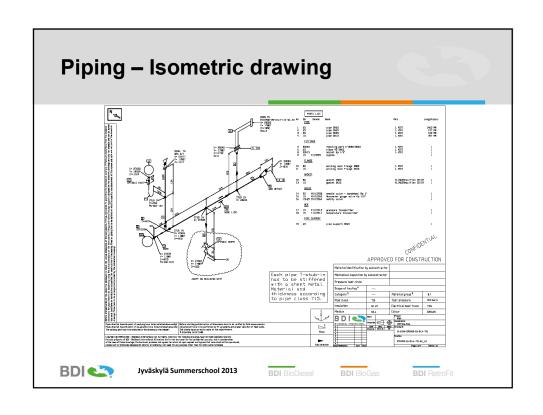
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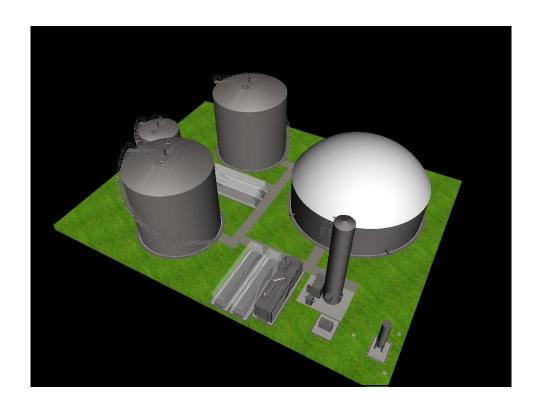
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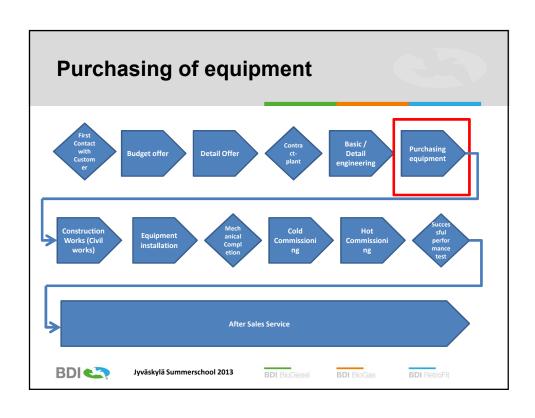
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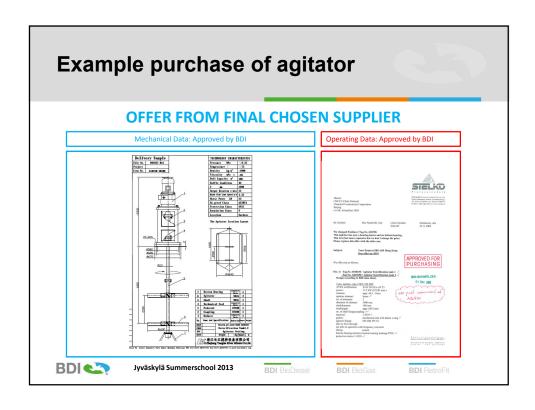


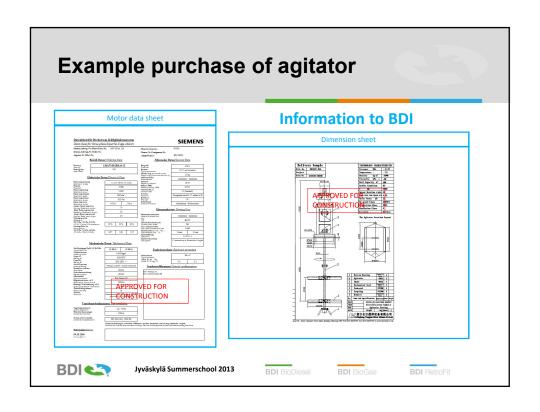


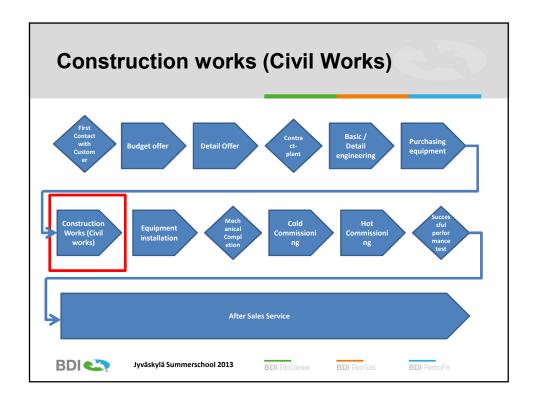


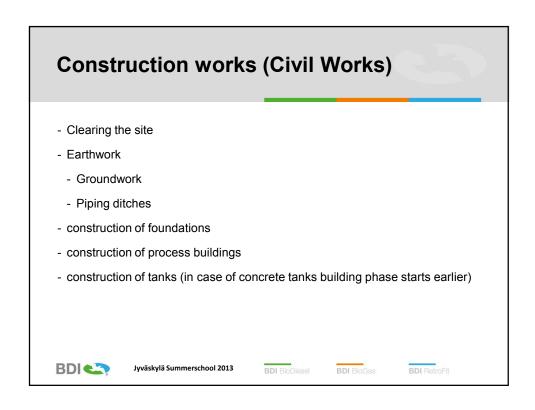




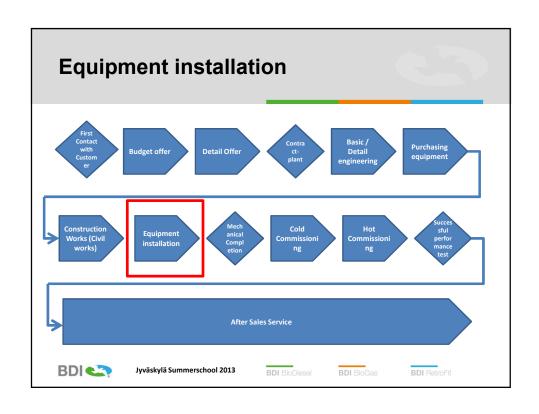








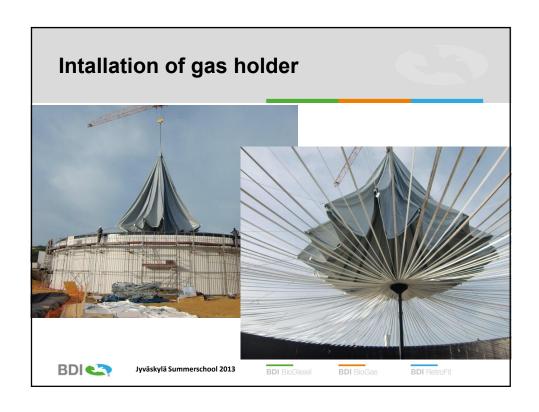




Equipment Installation - Pipe work - Equipment installation - Pumps - Tanks - Heat exchangers - Instruments - Agitators - - Electrical installation - Wiring - Cabinets BDI BIODIESI BDI Retrofit

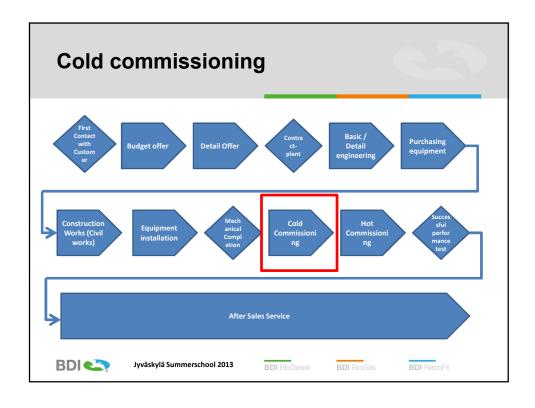


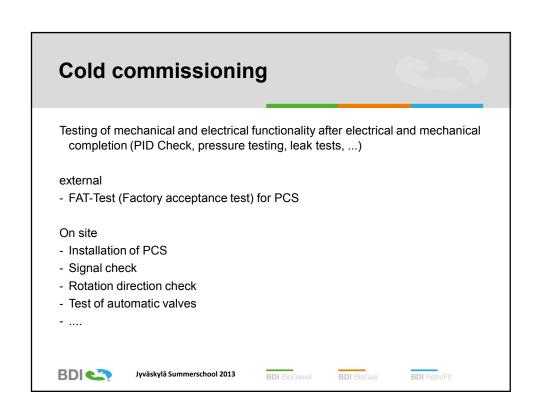


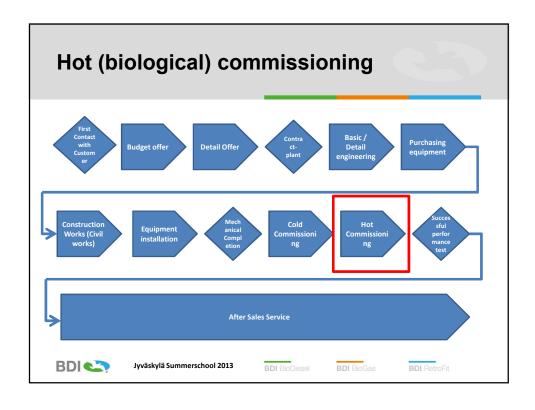


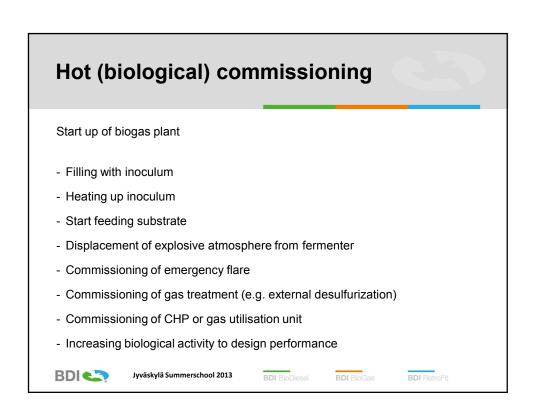


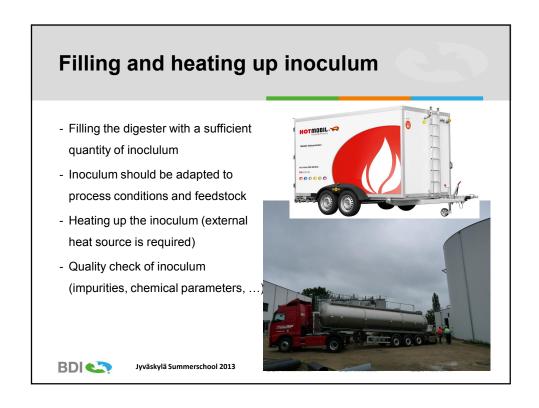




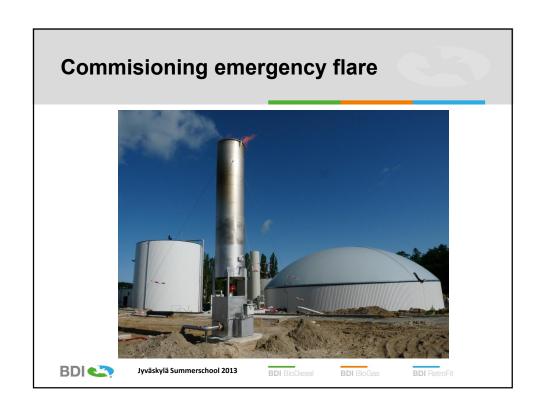


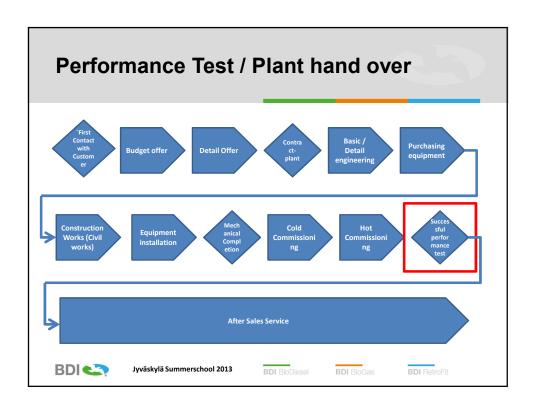












Performance Test / Plant hand over

- Hand over conditions for the biogas plant are defined in the contract
- Usually the functionality and capacity of the plant has to proven by the plant manufacturer in a performance test
- Parameters of performance test are defined in the contract



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After Sales Support

- After hand over of the plant to the customer the warrenty period starts
- During this period the After Sales department takes care about guarantee items
- Furthermore the After Sales department provides services like:
 - Spare parts
 - Maintenance
 - Repair works (out of guarantee)
 - Hotline services



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