



# Deliver an Edge for Your Project *and* Customer

It's Possible When You Select the Right Gas Delivery Equipment Provider

Gas source and distribution systems are critical components in the build-out of industrial, R&D, and high-tech environments. By choosing a gas delivery systems manufacturer with proven products and the ability to offer value-added engineering insights, contractors can differentiate their projects to ensure bid and installation success, as well as customer satisfaction.

But what are the top criteria a gas delivery equipment partner must meet to ensure they are right for your job? **Use this helpful checklist to evaluate your vendor options in a systematic way.**

## Price/Value Performance

Cost is always a top selection factor: equipment has to work for your customer while also working within their budget. Your ideal gas delivery systems supplier should have a **portfolio of equipment options, with features that scale from basic to premium**—ensuring you can deliver equipment to exact performance specifications without overpaying for unnecessary capabilities.

## Lead Time

With schedule adherence so crucial to customer satisfaction, it will be important to **vet the equipment vendor's history of on-time delivery: do they consistently meet their quoted timelines?** Ensure they also have a formal process for communicating status updates so that potential challenges can be quickly addressed before they create costly delays.

## Proven Quality

Processes involving gas delivery equipment are typically stringent and demand that systems continuously operate at peak performance. Your selected vendor's products should have a **verifiable track record of effective operation in facilities similar to the one you are constructing, not just at initial installation but throughout the following years.**

## Value-Added Expertise

By partnering with a gas delivery systems provider that is able to custom-engineer equipment to your customer's distinct application, you can create a true competitive edge. This will allow you to **present value engineering options to differentiate your quote in the bid phase, and to enhance the value you ultimately deliver to your customer** with fully optimized equipment suited for their process needs.

## Service and Support

Modern gas delivery systems can be complex. Help further improve customer satisfaction by choosing a gas delivery equipment manufacturer that also **provides services to support its equipment in the field**—from end user training to phone and on-site support as needed.

### Notes:

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# See How AES Stacks Up

Why Make AES Your Expert Equipment Partner of Choice?

AES is able to effectively address the top 5 criteria that contractors should consider when evaluating a gas delivery systems partner. **Here's how:**

## ✓ Price/Value Performance

AES offers a **diverse product portfolio to fit your customer's specifications and budgets so that you can scale investment with performance requirements.** We offer cost-effective VERSA-GAS™ high purity gas delivery systems for industrial and R&D applications, and feature-rich SEMI-GAS® ultra high purity systems for advanced facilities requiring production-ready equipment.

## ✓ Lead Time

AES' Applied Excellence program leverages accredited methodologies to continually improve manufacturing efficiency, **leading to our excellent on-time delivery rate.** The program has also helped us formalize proactive project management methods to foster open dialogue and transparency throughout the project lifecycle.

## ✓ Proven Quality

**Since 1968, customers have turned to AES for high quality gas delivery solutions.** Our SEMI S2 compliant SEMI-GAS® line has been the semiconductor industry's brand of choice for over 35 years, operating today in Tier 1 fabs throughout the world. Our VERSA-GAS™ line reflects the same standards of quality, reliably performing each day for esteemed national laboratories as well as R&D and manufacturing facilities across the globe.



## ✓ Value-Added Expertise

Whether your customer's requirements are driven by regulation, innovation, or both, we bring together our specialized engineering capabilities, knowledge of numerous industry-specific applications, and vast scope of product offerings to create the gas delivery solutions that meet their unique demands. **Our ability to deliver custom-tailored equipment gives you a value-added edge.**

## ✓ Service and Support

Through our Applied Services division, AES provides a level of field services and support that is unparalleled in the industry. Our field service experts work to assure our delivered equipment is installed to operate optimally in the environment for which it was designed. As a natural extension of our systems engineering expertise, we can **help your customers streamline user training and act as their expert resource for ongoing equipment support** well beyond the initial installation phase.

### Add AES to Your Network of Preferred Partners

Interested in learning more about how we can work together to solve your gas delivery equipment challenges?

Contact the AES team today at **610.647.8744** or **[info@appliedenergysystems.com](mailto:info@appliedenergysystems.com)**.



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#### PARTNER WITH AES:

Learn more at [appliedenergysystems.com/partner](http://appliedenergysystems.com/partner) today.

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