



# Deliver an Edge for Your Project *and* Customer

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

By choosing a gas delivery systems manufacturer with proven products and the ability to offer value-added engineering insights, contractors can differentiate their industrial, R&D, and high-tech build-outs 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

Equipment must fulfill your customer's needs while also working within their budget. **The ideal vendor's gas delivery systems should scale from basic to premium**, meeting customer's needs without charging them for unnecessary features.

## Lead Time

With schedule adherence so crucial to customer satisfaction, **you require a vendor with a history of on time delivery**, as well as a formal process for heading off potential challenges before they cause costly delays.

## Proven Quality

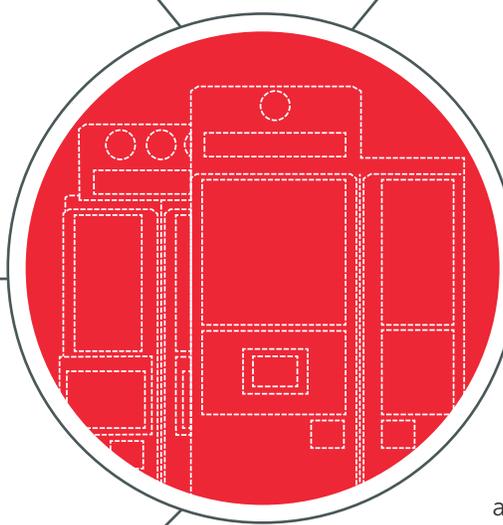
To provide your customer with gas delivery systems that meet their requirements, not just today but well into the future, you need products with **a verifiable record operating in facilities like the one you are constructing**, and a vendor that offers support even after the initial installation process.

## Value-Added Expertise

A partner that can custom-engineer gas delivery systems to your customer's distinct applications **allows you to present value engineering options in your initial quote**, and garner a competitive edge during the bid phase.

## Service and Support

Modern gas delivery systems can be complex. By choosing a vendor that **provides in-field equipment support services** like end user training and phone and on-site support, you can further improve customer satisfaction.



### 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' diverse product portfolio fits various specifications **and** budgets: the cost-effective VERSA-GASTM line for industrial and R&D applications and the feature-rich SEMI-GAS® line for more advanced, production-ready requirements.

## Lead Time

AES' Applied Excellence program leverages accredited methodologies to improve manufacturing efficiency, and ensures a **system of proactive project management** is maintained throughout the project lifecycle.

## Proven Quality

AES has been delivering for our customers since **1968**. Our SEMI S2 compliant SEMI-GAS® line has been the semiconductor industry's brand of choice for over 35 years, while our VERSA-GASTM line has been reliably performing for esteemed national laboratories, R&D, and manufacturing facilities for years.

## Value-Added Expertise

AES brings together our specialized engineering capabilities and vast scope of product offerings to provide custom-tailored solutions that **meet your customer's unique demands, giving you a value-added edge during the bid process.**

## Service and Support

Our Applied Services division provides an unparalleled level of field services and support. This division helps **streamline user training for your customers and offers equipment support** 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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