



VP Buildings, Inc. Engineering Services

Sales and Engineering Services

Let our experienced estimating department assist you on complex projects. The sales department in your local area consists of Business Development Managers and their support staff. This group is dedicated to helping you keep up with industry trends and local pre-engineered metal building opportunities.

- Sales and Estimating
 - Regional Sales Managers
 - Business Development Managers (BDM)
 - Estimators
 - Sales Engineers

After you have secured an order the Customer Service and Engineering departments take over to efficiently process your order and support your needs during the construction phase of the project.

- Customer and Engineering Services
 - Customer and Engineering Services Managers
 - Project Managers (PM)
 - Order Clarifiers
 - Designers
 - Detailers
 - Technical Service Representatives (TSR)

Estimating:

Here are some tips that will help you succeed when pricing a VP buildings.

- Notify your BDM that you are bidding the job
- Get all of the information you can about the job from the customer
- Is there anything VP can do to help you sell the job?

Critical items for a complete estimate:

These items will help us process your request as fast and accurately as possible.

- Due date of estimate
 - When do you really need it?
 - The more time we have the more complete the estimate will be.
- How serious is the customer?
- Please let us know if this is a budget number or a hard bid so that we can apply resources accordingly



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What we need:

These items help us get critical information about the project so that we can do the best job possible and give you the highest chance of success.

- Quote Request form or equivalent
- VPCCommand file if available
- Any special drawings or details
- Specifications if required
- Order Clarification Forms available in the Supplemental Price Guide on the vpbuildings.com website can be used to provide information on complex situations.

If you have attended VPCCommand training you will be able to create complete estimates for certain projects in your own office. Some jobs require conditions that are not supported in VPCCommand. For those you can request assistance from your estimating department.

- Builder Sends project to the builder web, and faxes in confirmation.
- Quote number is assigned.
- Project is downloaded from the builder web.
- Project is reviewed and processed for pricing accuracy.
- Project is sent back to the builder web.
- Use the vpbuildings.com website to transfer your VPCCommand files in for assistance!
- Also can be used for help either getting a price or using VPCCommand!

Engineering Services

Once you have obtained a confirmed order from your customer you will work with the following customer service and engineering positions to process the building.

- Teams - Supervised by Customer Service and Engineering Team Managers:
- Project Managers
 - Input and clarify order using VPCCommand.
- Engineers
 - Design the project based on loading requirements and product choices.
- Project Technicians
 - Detail the project to ensure quality.
- Technical Service Representatives will assist with any product needs as the project is constructed.



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Typical Job Flow

When you are ready to place the order it will go through the following areas for processing.

- Builder sends the job to the builder web site, www.vpbldings.com as an order
- Order is clarified, this means the Project Manager will evaluate VPCOMMAND input and any other information to ensure that your order is input properly.
- Designer verifies loading, and input and processes any non-standard conditions. The designer will also put together the calculation package. After calculations are complete, the job is given back to Project Manager.
- Once the job is designed it is given to the Detailer who will verify all parts in the system, and makes any changes per the designers calculations.
- Completes Erection drawings.
- The job is then released to Production Control to process and send to the shop for actual fabrication.