FSG CUSTOMER ENGAGEMENT & PROPOSAL PROCESS

DISCOVERY

We begin with an introductory conversation to understand the customer's facility, challenges, and interest in upgrading their energy infrastructure.

ASSESSMENT

We provide the customer with a targeted questionnaire that captures key facility and operational data needed for an initial assessment.

EPIC ANALYSIS

Using the completed questionnaire, we input the data into FSG "EPIC" Software to generate a preliminary energy proposal.

PROPOSAL REVIEW

Within two weeks of receiving the questionnaire, having a scheduled call with the customer to walk through the FSG "EPIC" preliminary proposal.

DATA CAPTURE

Once preliminary alignment is confirmed, we schedule an on-site facility survey.

DEVELOPMENT

Using the on-site data, we develop material and labor estimates, refine scope, sequencing, and implementation approach, and build detailed proposal in FSG's CEP (Comprehensive Energy Proposal) Software.

PRESENTATION

We present the proposal to the customer and seek approval of the proposed scope and economics, execution of a Letter of Intent (LOI), and completion of the Credit Application.

CONTRACTING

With the LOI and credit approval in place, we lock in hard costs for materials and labor and update the CEP proposal to final pricing

DELIVERY

Present the final proposal for customer approval and contract execution. At this point, the project transitions from sales to delivery.