



CASE STUDY

EFFLUENT TREATMENT PLANT COMMERCIAL BIDDING ASSESSMENT

CLIENT: CONFIDENTIAL

LOCATION: UK

Highlights:

- Wastewater expertise
- Bid evaluation
- Technical assurance

THE CHALLENGE

Our client, a global leader in engineering components, required a new effluent treatment plant for their manufacturing facility in Scotland. With three water engineering companies shortlisted, each proposing a different treatment solution, the client sought independent technical and commercial expertise to support contractor selection for this capital project.

The challenge was to objectively assess each bid, not only in terms of technical merit but also commercial viability, regulatory compliance, and alignment with industry norms. The client needed clarity on which proposal offered the best value, lowest risk, and most effective long-term solution.



info@arthian.com



www.arthian.com



+44 (0) 3301 200 151



THE SOLUTION

Arthian's Process Engineering team was appointed to conduct a comprehensive review of the three tender submissions. Our approach included:

- Reviewing site information and project conditions.
- Evaluating the technical robustness of each proposed treatment solution.
- Assessing commercial aspects, including cost breakdowns, risk registers, and compliance with industry standards.

We produced a detailed report summarising our findings and presented an action plan outlining recommendations for contractor appointment. This included a comparative analysis of each proposal, identification of the most suitable technology, and a breakdown of potential cost savings and risks.

Our assessment highlighted the proposal that offered the best combination of process design, cost efficiency, and regulatory compliance. The recommended contractor demonstrated superior engineering capability and use of Best Available Techniques (BAT), ensuring optimal performance of the effluent treatment plant.

PROJECT OUTCOMES

The client implemented our recommendations, resulting in an estimated capital saving of £200,000, nearly 40% of the total project cost. This not only delivered financial value but ensured the most effective and future-proofed technology would be installed.

By appointing the best-qualified contractor, the client gained confidence in the long-term performance and environmental compliance of the plant. The project demonstrated the value of independent review in capital project decision-making, helping clients navigate complex bids with clarity and assurance.



info@arthian.com



www.arthian.com



+44 (0) 3301 200 151

