

## Differentiation features for NPA Order Class Clusters

	Q	V	S	K	P		
order code							
order type	Quick Ship	Preferred machine	Standard	Customized machine	Standard	Customized machine	Project machine
submittal process?	No (Customer Service)	No (Customer Service)	No (Customer Service)	No (Customer Service)	Yes (Project Management)	Yes (Project Management)	Yes (Project Management)
technical package (TPS, GAD, PC) with OC	No	Yes	Yes	Yes	No	No	No
customer approval of submittal package or technical package required	No	No	Yes, 48 hour window to approve drawing only, no changes afterward	Yes - Drawing only	Yes	Yes	Yes
<b>Drive components</b>	Predefined in the quick ship program	Nord range SK072.1 to SK772.1	Manufacturer's standard + standard accessories according to price list	Electric drives not in price list and hydraulic drives	Manufacturer's standard + standard accessories according to price list	Electric drives not in price list and hydraulic drives	Special drives, combustion engines and compressed air drives
<b>Phased out ranges/series</b>	not available	not available unless in stock	not available unless in stock	Yes, based upon availability	not available unless in stock	Yes, based upon availability	Yes, based upon availability
<b>Shaft sealings</b>	Standard (MG1, uNS-SEAL)	Standard (MG1, uNS-SEAL) unless in stock	All, subject to dimensional check	All, subject to dimensional check	All, subject to dimensional check	All, subject to dimensional check	All, subject to dimensional check
<b>Scope of documentation</b>	Standard O&M manual	Standard O&M manual	Standard O&M manual	Standard O&M manual	Special documentation	Special documentation	Special documentation
<b>Customer specified suppliers</b>	not available	not available	not available	Only for drives and accessories	not available	Only for drives and accessories	Only for drives and accessories
<b>Painting/Coating system</b>	Manufacturer's standard -NPA standard 1	Manufacturer's standard - NPA standard 1 and 2	available on the price sheets	Per customer specification, subject to availability	available on the price sheets	Per customer specification, subject to availability	Per customer specification, subject to availability
<b>Materials</b>	Minis and BYs up to 063	Minis and BYs up to 063 and any pump in stock	available on the price sheets with up to 4 -10 weeks delivery times	All, subject to availability	available on the price sheets with up to 4 -10 weeks delivery times	All, subject to availability	All, subject to availability
<b>New/special designs</b>	not available	not available	not available	Customer specific modification (e.g. Length/width of hopper)	not available	Customer specific modification (e.g. Length/width of hopper)	Yes
<b>Material testing (NDE)</b>							Depending on material
<b>Dye penetrant test (PT)</b>	not available	not available	not available	not available	not available	not available	ISO and ASME
<b>PMI test</b>	not available	not available	not available	not available	not available	not available	XRF (x-ray fluorescence analysis)
<b>X-ray test (RT)</b>	not available	not available	not available	not available	not available	not available	ISO and ASME
<b>Ultrasonic test (UT)</b>	not available	not available	not available	not available	not available	not available	ISO and ASME
<b>Ferrite test (e.g. API XXX)</b>	not available	not available	not available	not available	not available	not available	ISO and ASME
<b>Magnetic particle test (MT)</b>	not available	not available	not available	not available	not available	not available	ISO and ASME
<b>Visual test (VT)</b>	not available	not available	not available	not available	not available	not available	ISO and ASME
<b>Factory acceptance test</b>							
<b>Pump inspection</b>	not available	not available	not available	not available	not available	witness or nonwitness pump inspection	witness or nonwitness pump inspection
<b>Coating inspection</b>	not available	not available	not available	not available	not available	witness or nonwitness pump inspection	witness or nonwitness pump inspection
<b>Packing inspection</b>	not available	not available	not available	not available	not available	witness or nonwitness pump inspection	witness or nonwitness pump inspection
<b>Hydrostatic tests</b>	Standard	Standard	Standard	Standard	Standard	Per customer specification, subject to availability	Per customer specification, subject to availability
<b>Performance tests</b>	not available	with or without	with or without	with or without	with or without	Per customer specification, subject to availability	Per customer specification, subject to availability
<b>Mech. Seal buffer fluid systems</b>	not available	not available	Burgmann 3 gallon reservoir, Safematic seal flush, seal quench	Burgmann 3 gallon reservoir, Safematic seal flush, seal quench	Burgmann 3 gallon reservoir, Safematic seal flush, seal quench	Acc. to customer specification, subject to availability	Acc. to customer specification, subject to availability
<b>Bypass pipe work w. safety relief valve</b>	not available	not available	not available	Relief valve from price sheets	not available	Yes	Yes
<b>Packing</b>	standard	standard or export boxing	standard or export boxing	standard or export boxing	standard or export boxing	standard or export boxing	standard or export boxing
<b>Material Certificates</b>	not available	According to DIN EN 10204 type 2.1	According to DIN EN 10204 type 2.1	According to DIN EN 10204 type 2.1	According to DIN EN 10204 type 2.1	According to DIN EN 10204 type 2.1 and type 3.1	Acc. to customer specification, subject to availability
<b>Accessories</b>	not available	STP3	available on the price sheets	available on the price sheets	available on the price sheets	All, subject to availability	All, subject to availability
<b>Controls and control systems</b>	not available	available on the price sheets	available on the price sheets	available on the price sheets	available on the price sheets	All, subject to availability	All, subject to availability
<b>Documentation and drawing approval</b>	not available	not available	not available	drawing approval	Single and multi step approval of drawing procedures and documents	Single and multi step approval of drawing procedures and documents	Single and multi step approval of drawing procedures and documents

## Consequences

<b>Order confirmation process</b>	Customer Service Department	Customer Service Department	Customer Service Department	Customer Service Department	Project Department	Project Department	Project Department
<b>Determination of delivery date /time</b>	Predetermined by program	Predetermined by program	Purchasing Department	Purchasing Department	Purchasing Department	Purchasing Department	Purchasing Department
<b>Approval of order confirmation</b>	not available	not available	Application engineer	Application engineer	Application engineer - Sr Management	Application engineer - Sr Management	Application engineer - Sr Management
<b>Discounts/Surcharges</b>	not available	not available	not available	not available	not available	not available	not available
<b>Delivery time / Lead time</b>	24 / 72 Hours	3-4 Weeks	4-10 weeks	Purchasing Department	4-10 weeks	Purchasing Department	Purchasing Department
<b>Adherence to delivery date</b>	According to set targets	According to set targets	According to set targets	According to set targets	According to set targets	According to set targets	According to set targets

## Measures for sub-processes

<b>Stocking</b>	all parts are available	all parts are available	Stock or order from NPS or NDB	Stock or order from NPS or NDB	Stock or order from NPS or NDB	Stock or order from NPS or NDB	Order from NPS or NDB
<b>Computer system supported engineering</b>	Yes	Yes	Mainly implemented some manual engineering	Manual engineering	Mainly implemented some manual engineering	Manual engineering	Manual engineering
<b>Order confirmation process</b>	Customer Service Department	Customer Service Department	Customer Service Department	Customer Service Department	Project Management Department	Project Management Department	Project Management Department
<b>Additionally required qualification</b>	none	none	none	none	none	none	none