

LEADING PARTY RETAILER

NEW HELIUM DISTRIBUTION SYSTEMS

CASE STUDY

HIGHLIGHTS

800 stores require new helium distribution systems.

Managed overall project through NEST Facilitate™ to ensure on-time completion.

RESULTS

Kept project to a **fixed price** ensuring no budget overages by stabilizing pricing across the country.

One main point-of-contact managed the project and helped navigate project roadblocks to ensure **on-time completion**.

"[NEST] puts the stores first and goes to great lengths to make this as painless as possible."

DIRECTOR, CONSTRUCTION OPERATIONS

SITUATION

- Every retail location goes through millions of cubic feet of helium per month.
- Each store has an average of 16-24 helium tanks installed in their location at a time.
- Tubing throughout the store location that connects the tanks to the filling station was out of compliance and causing helium to leak.
- Helium is currently in a global shortage, causing any leaks to be detrimental to the store's bottom line.
- 660 stores needed their existing Praxair systems replaced with the new Praxair telemetry manifold system including a Duratec or copper piping system.
- An additional 140 stores required the new telemetry system but already had copper piping system in place.
- Each store required the old line system to be removed and disposed of.

NEST SOLUTION

- Streamlined the process by managing the entire project including scheduling, follow-ups, and completion.
- Negotiated lower rates throughout the NEST ISP™ Network. Provided training and project specifications for all installers. Leveraged repeat providers for regional coverage.
- One point-of-contact for all stores/regions lead to time efficiencies for scheduling and quality assurance.
- NEST organized weekly update calls with Corporate. Together they worked off a live reporting document so everyone had status updates in real-time.
- NEST provided pictures for each location of the installation materials. Corporate reviewed and signed off on each location's completion.

RESULTS

- Price Stabilization based upon fixed costs across the country ensured the client stayed within budget.
- NEST Project Manager handled project oversight from start to finish. Their involvement helped eliminate project reschedules, ensure efficiencies were leveraged including machine rentals, product deliveries, etc., and allowed retailer employees to focus on their daily operations requirements.
- Completed install for all 800 stores within the retailer's required timeline.
- With the new system, Corporate can evaluate helium usage per store in real-time and immediately remedy a leak.