



Speed, Savings, and Service from a Nationwide Procurement Network

EMCOR Group operates one of the industry’s most powerful, well-organized national supply chain and procurement networks. Our robust, centralized in-house procurement team is an available resource to all of our operating companies, ready to help maximize supply chain savings and source parts, equipment, and materials as efficiently as possible.

Why Choose EMCOR?

- » Extraordinary purchasing power, virtually unmatched in the market
- » Access to a nationwide network of suppliers, distributors, and manufacturers
- » Existing contracts, strategic agreements, and long-standing relationships with hundreds of top-tier companies
- » Pricing leverage as the largest single customer for a number of manufacturers and distributors
- » In-house support for planning and scheduling deliveries and tracking items with long-lead times
- » System for comparing prices across the nation to secure lowest rates available



Our Approach

We identify long-lead equipment as early in the process as possible to help ensure strict adherence to project schedules and budgets.

Strategically, we focus on maximizing supply-chain savings by analyzing a client’s historic spend, dividing that spend into markets, and reviewing each supplier base for savings opportunities.



Benefits of Our Procurement Supply Chain

Depending on what good or service is needed, our national procurement network affords a number of unique benefits:

- » **Goods and Materials**
We have hundreds of existing national agreements with leading suppliers. This puts us in an exclusive group of customers and helps us receive the best pricing and service.
- » **Major Equipment**
Our system for comparing prices nationwide, on a real-time basis, helps ensure we are getting the best prices available. And, by dealing directly with many manufacturers, we are able to influence delivery times and receive more attentive problem resolutions.
- » **Commodities**
From pipe valves and fitting to wire and conduit to steel and much more, we leverage our purchasing power and volume purchases to secure significant discounts on a number of commodities. In general, we can source commodities up to 30 percent lower than market cost.
- » **Rental Equipment**
Thanks to long-standing relationships with a majority of the nation’s equipment rental companies, we receive exceptional rates in virtually every region of the country.
- » **Managed Services**
We strive to integrate our subcontractors into our project teams, so that clients see a seamless, integrated service provider. Suppliers are expected to meet strict pre-established criteria and achieve key performance metrics for employee retention, safety, and quality.