

B2B PURCHASE

for Project Procurement

Access equipment market moving to electric and smart

Leaders in the access equipment sector and rental experts discuss the opportunities and challenges in project procurement. They further examine the existing concerns and anticipated changes in project safety in the coming years.



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Robust demand predictions ahead for the access equipment market

*Subhash Sethi, Chairman,
SPML Infra Limited*

Trends and opportunities in access equipment in India

India is moving faster with infrastructure development in several sectors, and with heightened construction activity, there is a growing demand for access equipment. Awareness about the utility of access work platforms (AWP) has increased demand from industrial and infrastructure projects for construction and maintenance purposes. High demand for well-maintained equipment is backed by proper service support and taking cognisance. Big rental companies are going for large-scale procurements of new and used equipment.

At SPML Infra Limited, we are executing several large water supply projects that require modern, sophisticated, and technologically advanced equipment and systems for construction and operation with the idea that they should expedite the construction pace, provide unmatched quality, and save on time and money. With extensive and complex projects being awarded and built across the country under several government-funded schemes and private investment, the market for access equipment is showing strong demand and will continue in the foreseeable future.

Shifting towards battery-based and electric-powered equipment

The fluctuating fuel prices are majorly affecting the project's delivery cost. It has forced established organisations engaged in large project executions to look for better alternatives by maximising the use of battery-operated and electric-powered machinery and equipment. These are environmentally friendly and provide better execution facilities while supporting cost control. As a conscious decision in SPML Infra, we are using environment-friendly products, equipment, and services wherever possible, and our intense interest is to reduce fuel-based machinery. Our team of experts

evaluate the requirements of each project and seek information from listed suppliers, and look for the best possible option from the market. Depending upon the project's nature of work, various non-fuel-based machinery and equipment are procured and deployed.

Equipment procurement and project timeline challenges

Rising imports of used equipment, escalating prices, and pressure on margins make it challenging for the original equipment manufacturers to launch new equipment. Chinese manufacturers are penetrating with low-cost equipment compared to their European counterparts, but Indian OEMs, shrugging competition aside, have been offering products with long-term maintenance guarantees through specialised equipment to large infrastructure and industrial projects with requirements for quality and timely construction.

Time and cost control are prime tasks by quality parameters for our projects' execution. Moreover, new procurement challenges are on the rise as the market and technology continue to evolve. Understanding the complexities of the procure-to-pay process, vendor management, and contract management will help businesses stay ahead of the competition and meet their procurement goals.

The investment in new and imported equipment

Demand for construction equipment and machinery will increase given the country's fundamental long-term positive construction outlook. The development trends indicate that many companies and rental buyers will make major purchases to replenish stock and expand fleets to cater to future demands. The investment in new and imported equipment will increase as the market grows, and rental companies will play a dominant role. ■