

The “Right Fit” Process

How RPM assures your equipment is the best match for your projects



Pre-Bid

- Assess potential relationship
- Can RPM have a positive impact?
- Determine Right Fit

Blueprint Review

- Current fleet/ suppliers
- Productivity/ profit opportunities?
- Future goals?
- Review Right Fit

Planning and Estimating

- Expectations
- Product Clarification
- Cost Estimates & Acquisition method
- Confirm Right Fit

Mobilization

- Product Demonstration
- Just in CASE Assurance
- Finalize price and financing



Groundbreaking

- Delivery & Product review
- Payment
- Introduce support team

Ribbon Cutting

- Management accessibility
- Ongoing support
- Training