



VALUE FOR MONEY STATEMENT

MARCH 2023

OUR MISSION



Value for money, we all want it, and these days we all expect it. So, how do we give you the **BEST** value for money.

Elliotts Filtration has set high standards for its Service, products and conduct, priding itself on **integrity, accountability and environmental sustainability**.

Elliotts Filtration strives to supply the best value for money with its products; keeping long lasting quality products on hand to ensure little to no delay occurs should an issue arise.

We also believe that this, in turn, upholds the **sustainability** of the council.

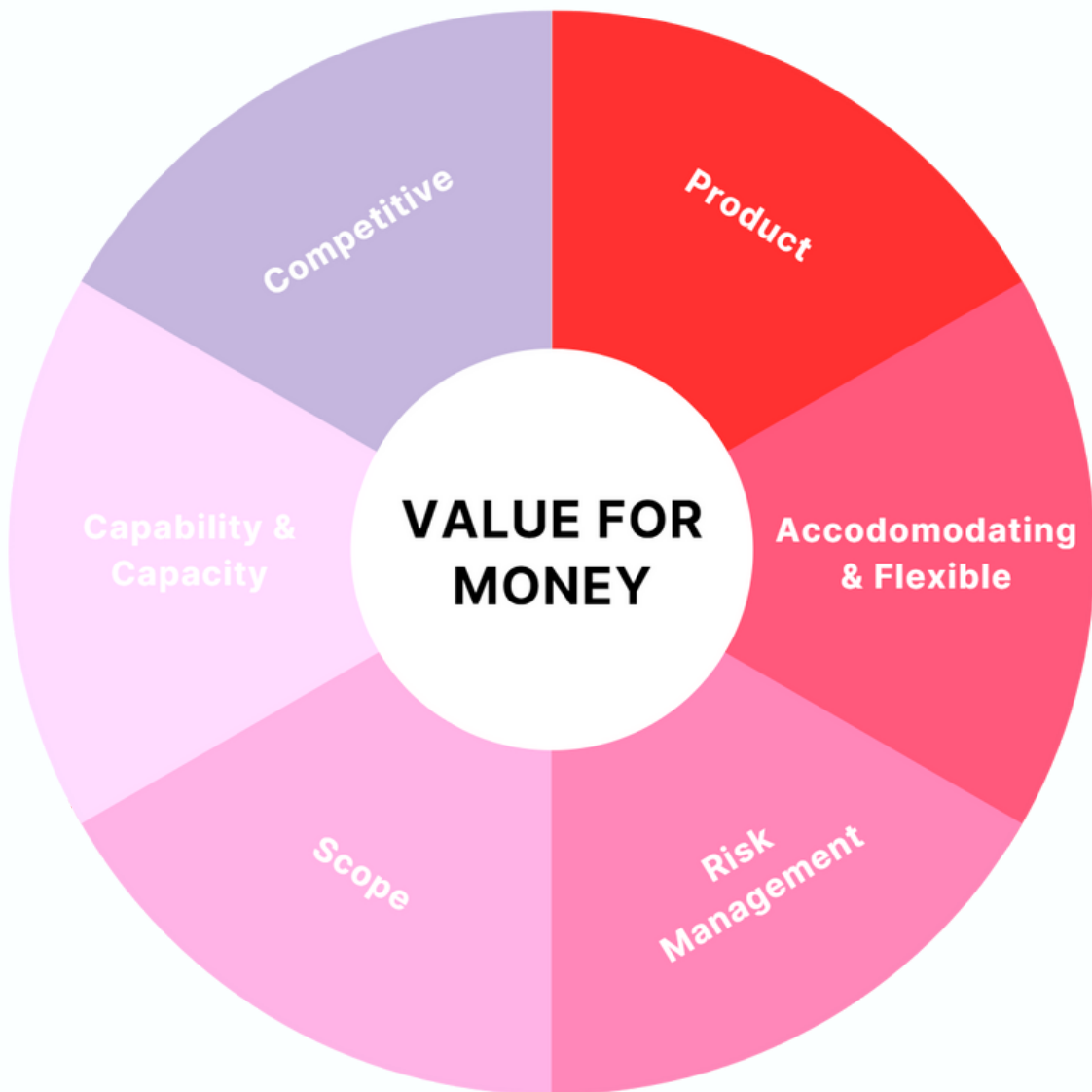
All Elliotts staff conduct themselves to safety and best practice standards, in an ethically and honest manner. Discretion is encouraged at Elliotts, and we always have the client's best interest in mind. We believe in doing so, we can forge a stronger and longer lasting working relationship.



COMMERCIAL IN CONFIDENCE

VALUE FOR MONEY

We will break down our “Value for Money Statement” into six easy steps, giving you full understanding of your value for money and offering the most advantageous outcome for our clients.





COMPETITIVE PRICING

In today's market, providing a great product at a competitive price is essential.

Our pricing is, without a doubt, the most competitive on the market; this is proven by our years of business experience and the continued satisfaction from all our clients.

We review all contract pricing each year and introduce new products that may be more beneficial and cost-effective. In addition, we carry out regular reviews with our suppliers on all our products and their costs.

Our Filtration Service/routine maintenance is second to none. Being contracted by other companies to carry out filtration service work on their behalf is proof of this, i.e. Nutrien AG and LD Total.

We combine competitive pricing with maximum efficiency and effectiveness of the routine services and new installations; our after-sale service sets the standard for our competitors to achieve.



PRODUCTS

We pride ourselves on being Western Australia's largest stockists of iron filtration parts.

This ensures little or no downtime for our clients to irrigate parks and gardens.

Using Elliotts Filtration will save the council time and money over the contract period, which will, in turn, be passed on to the public.

- Our store holds all the necessary parts to carry out filtration repairs. Details required, i.e. filtration Grundfos pumps, post filters, filtration housing modules, and components that can only be specially ordered from overseas, as these parts are not manufactured in Australia. If a part is not in stock, our procurement officer is unparalleled when obtaining it.
- Elliotts' specialised technicians can service and repair all iron filtration systems. Each technician has had extensive and ongoing training as the systems continue to develop and improve with new technology.
- Our Filtration systems are individually designed based on the iron content in bore water and the flow rate of the bore pump at each site. With this manufacturing history knowledge, repairs will be carried out to the specification of the original installation.
- We can dispatch a technician within one working day, if not the same day, of receiving a purchase order, email or text, as keeping our systems running is our Priority.

ELLIOTTS FILTRATION WAREHOUSE



FILTRATION HOUSING MODULES



CONTROL CABINETS



ABS FITTINGS



ADDITIONAL PARTS



AERATION PUMPS



ACCOMMODATING, FLEXIBLE & TIME MANAGEMENT

We pride ourselves on working hand in hand with our clients and ensuring all requirements are met. We have developed a methodology approach involving a beginning-to-end scope, all delivery time frames and product availability. This ensures our clients' demands are met, fulfilling all expectations.

We can supply technicians and parts after hours for emergencies; our focus is to continue to deliver a high level of service that our clients expect and keep our systems running.





RISK MANAGEMENT

Elliotts Filtration's risk management works in conjunction with our flexibility and adaptability. We minimise all risks with the policy and procedures we have established.

- We work with our clients to understand their requirements.
- Elliotts Filtration team consists of eight (8) staff. Each member is trained in every aspect of supply & installation, and service and can pick up any role if required.
- Our vast stock level on hand ensures that any breakdown parts required can be supplied quickly. Including parts that can only be purchased overseas, e.g., Filtration pressure modules.
- We have backup vehicles, should they be required during service periods.
- We set up controls for managing end-to-end projects in the Iron Filtration or Supply & service areas; these are then assessed and reviewed for improvement if required.
- Lastly, our long-standing relationships throughout the industry with Local Government, local contractors, and the public, cements a trusted commitment to the community.



SCOPE

Elliotts Filtration is committed to a system of work that supports the services and installation of our products that meet or exceed our clients' expectations. We consistently achieve this aim through a process of continual improvement and international quality standard for production, installation and servicing, and our management team support this process by;

- Effectively communicating all customer as well as regulatory requirements
 - Establishing quality objectives
- Reviewing our performance and addressing issues promptly as they arise
 - Ensuring the necessary resources are available as required.

Maintaining a high level of quality in all our processes requires the support of every staff member. Management is committed to ensuring that staff are suitably trained in their respective fields to help ensure the highest possible standards are maintained across the company.





CAPABILITY & CAPACITY

Through our commitment to training and staff retention, all work is done to a high standard without the need for repeated callbacks. Our extensive stock at our premises allows for little or no downtime on repairs and maintenance.

Over the years Elliotts have been in business, we have extensive contacts throughout the industry and have developed strong relationships with our suppliers, ensuring prompt service and the best prices.

Elliotts Filtration has developed a superior filtration control system incorporating a larger Electrical Cabinet with Remote control Capabilities, operational from a PC, smartphone, iPad or laptop. Trending, graphing, and historical data are also available with this system. Filter controller capable of backwashing on PD or set time if required. E-mailed filter fault alerts and reports. Built-in high-pressure fault protection. Actual time flow in litres per sec (l/sec) and operational pressures are visually displayed and consistently recorded.

The filtration unit is controlled by a Supervisory Control and Data Acquisition (SCADA) system incorporating an HMI (Human Machine Interface) touch panel control. This advanced system's Information Technology (IT) capabilities allow the IT over multiple layers, with complete management of filtration components, operating systems and applications used to perform essential functions.

Only our technicians have been trained in using this system and its benefits. The system is unique to Elliotts Filtration PL, remains the intellectual property of Elliotts Filtration PL, and is regulated by our software specialist.

SCADA systems can be installed on systems throughout Western Australia, giving an even Value for Money command to the design that can be carried out via iPad or desktop computer, saving on the costs of a callout and time on site.



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