

HOW TO DETERMINE IF

Faztek Is The Right Partner For Your Project

You have options when it comes to completing your project as you envision it, and sometimes it's hard to determine which partner is going to be the best fit for you.

In this article we lay out the key considerations for your project to help you determine how to make the best selection.

1

Does this company manufacture exactly what we need for our project?

All projects have their own unique details. While buying 'off the shelf' products might initially feel appealing from a timeline and cost-perspective, this approach doesn't always mean less expensive or faster.

By the time you factor in retrofits and customization to fit your specifications, you could run into unanticipated costs and project delays.

Be sure to ask your potential partner how they match your specifications with the right product.

DID YOU KNOW:

Faztek designs and custom builds all of our solutions. Plus, since we have design, engineering and production all under one roof, you don't pay extra for custom solutions + the best service!

Before deciding on a partner for your next project, determine how well the provided components are going to match your specifications. You should not have to compromise to fit your budget and timeline.

2

What sort of assembly, installation, and post-sale service help does this company provide?

Just because your solution has been manufactured, doesn't mean it's plug-and-play ready to go. We've all heard the IKEA horror stories: lousy directions, parts that don't fit together, hours spent trying to assemble your new item - and that's on a much smaller consumer scale.

Having the right assembly, installation and post-sale support is critical to ensure your solution is going to function safely and up to your expectations. It also ensures that your solution will be installed quickly, so as not to distract your team with hours of their own installation labor.

Be sure to ask your potential partner what resource they provide to ensure the safe and functional installation of your project.

DID YOU KNOW:

Faztek sells directly to their buyers to give you the direct support of the knowledgeable team that designed and built your solution. We offer you the option of receiving your product in a kit form that you assemble yourself, having us assemble and ship it to you, or having us install it for you.

3

How long will this project take overall and how much time will you have to spend working through the project?

Unpredictable material and labor shortages are all too common for people right now. It's created a lot of long delays for many projects. However, materials availability aside, when it comes to understanding the details of your project, not all retail centers or distributors know enough about what they're selling to answer all your questions. Or worse, they misrepresent the specifications of their products and you end up with something that doesn't work.

Your ideal partner is going to take the time to understand the specifics of your project at the beginning to ensure there isn't a lot of back and forth in the middle of the project, or delays at the end.

Be sure to ask your potential partner to explain the design + production process to you so you have the clarity of which questions need to be answered up front to ensure a smooth process. Faztek would love to be your partner!

DID YOU KNOW:

Faztek produces all their products in the USA and has maintained a strong team to deliver consistently. While we do source some parts from outside the country, all production and assembly occurs here. We stock a big inventory of raw materials to eliminate overseas shipping delays. Our team is ready to start on your project as soon as you approve it.

FAST TURNAROUND TIMES

24 HOURS
Parts Quotes

2-3 DAYS
Design Quotes

1 WEEK
Full Assemblies

2-3 WEEKS
Non-stock Items

*Lead times may vary based on product availability. Contact our team for details.



How much is this going to cost?

Ultimately, you need to know if any particular vendor can meet your budget or not. In any scenario, it helps to understand how costs are calculated and where opportunities to reduce your costs exist.

For instance, retail & distributor markups add additional layers of cost. What's worse, manufacturers and their retail partners will eliminate additional service support to help balance costs in these situations. This diminishes your experience and can leave you with more headaches than solutions.

Lastly, when products change hands a lot, shipping costs also go up, passing on more costs and potential delays to the customer (that's you).

These are not problems you'll experience with, Faztek, though. We sell directly to you - no retail middleman. This allows us to provide you with greater levels of service & support, and higher quality, without being more expensive than your other options.

Be sure to ask your potential partner what hidden costs or potential for additional costs may exist. It's also important to understand specifically included vs excluded in what you're paying for, to go from your concept to solution installed.

DID YOU KNOW:

Faztek is frequently praised for their cost clarity and transparency. Centralized design, engineering, production and sales ensures the best investment you can make on your new solution. You can rest easy knowing you won't be covering the typical 20-30%+ retail markup!

STILL UNCERTAIN ABOUT YOUR BEST OPTION?

Share your reservations and questions with your Faztek rep for a candid conversation about the best path to success with your project.

FAZTEK
INDUSTRIAL SOLUTIONS

CONTACT US