



# Average Service Rate

Flexibility and Cost-effectiveness

**Proposed by: P&M Cable Consulting**



*"Quality means doing it right when no one is watching."*

Henry Ford

## Contact

P&M Cable consulting LLC

C/O Denis Labbe

Regus The Hive

150 Rue du Nant-d'Avril

1217 Meyrin - Geneva, Switzerland

[dlabbe@pm-ch.com](mailto:dlabbe@pm-ch.com)

+41 79 109 99 45

## THE AVERAGE SERVICE RATE (A.S.R)

The ASR is a new service proposed by P&M to the Wire and Cable related industries. It combines the dedication and efficiency of proven professional services with the flexibility and cost-effectiveness of long term planned business relationships.

### WHAT DOES IT MEAN?

ASR represents a time average over a considered period during which P&M will endeavor to conduct a project on behalf of a client.

### HOW IS IT MEASURED ?

ASR is a direct function of working intensity and time. The ASR is expressed as the percentage of a working year of 360 days.

I.e. an ASR of 5 % represents 18 working days whilst an ASR of 25 % represents an average of 90 days per year.

### WHAT IS THE SCOPE ?

Typical, but not exhaustive, some examples of what can be covered by an ASR contract :

- Assistance in an existing commercial product  
Regular reviews dedicated to problem-solving and product/process quality improvement
- Lab Technician Training
- Information on new technologies and market trends
- Implementation of a new concept.
- Traditional State-of the art XLPE production (Soaking)
- DPI
- New process to produce hyper-clean XLPE
- Recommendations for machinery, QC equipment, polymers, etc.)
- Wire and Cable formulations development using as much as possible locally sourced RM
- HFFR TP and SiXL
- MV-HV-EHV XLPE AC/DC

### Never have to choose between Cost-Efficiency & Cost-Effectiveness

- Efficiency - how well a company turns resources like time, people and money into activities that serve the business : generates a high volume of activity for every unit of its resources.
- Effectiveness - the speed at which the company's activities convert to business results. An "effective" company achieves a good number of high-quality results from its activities and by doing so meets the goals of its business plan.

## FEES POLICY

The ASR contract is proposed generally in three alternative lengths of services.

- 12 Months period
- 24 Months period
- 36 Months period.

The longer the period of engagement, the higher the intensity, the lower the fees are.

It is to be paid at beginning of each month through 12 automatic transfers per year.

Fees are determined and agreed upon after a thorough understanding of the clients' current business needs and their required services.

### Expenses

Travel expenses and accommodations are born by the client.

Any outsourcing costs: institutes, universities, RM and sample transportation are born by the customer.

### WHAT IS THE CONTENT?

The keyword here is flexibility. In an ASR, the exact terms of reference can be defined at the time of signing the contract, or be established, redirected or even altered as it best suits clients' development pace.

In other words, in contrast with a conventional contract where a measurable deliverable is defined such as a product equivalent to a given commercial brand, the ASR. expresses the time and the intensity of work spent on behalf of a client in his or her environment, logistic and internal policy.