



for Project Procurement

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## 60,000 KM HIGHWAYS PLAN NEEDS PRIVATE INVESTORS

Indian government's 60,000 km highway plan will boost the infrastructure and the economy. The following story examines the opportunities and challenges of private investments in highway infrastructure, emphasising the need for collaboration and a robust quality strategy to ensure successful outcomes.



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# Collaborative design and engineering assure faster PEB delivery



**W**hen discussing the value of collaborative design and engineering, Ritesh Bhandari, Managing Director of Willus Infrastructure Pvt. Ltd., highlights the need to apply cost-effective strategies to execute pre-engineered construction projects within the specified timetable.

## Can you provide insights into the site selection process for PEB warehousing projects?

The site selection for any upcoming project is the most critical aspect. While selecting the site for PEB warehousing, considering various factors, including logistics parameters, prospects, target segments, and corporate objectives, is the most important. Such considerations will finally make the plant economically and technologically viable and contribute to the environment. Strategic, long-term, and non-repetitive sound decisions are required. A certain degree of imaginative future planning will help during the final decision-making process.

As a PEB manufacturer, we ensure the smooth execution of the project with the utmost safety and standards for every project we do across the globe.

## What factors do you consider when determining the optimal location for a warehouse?

We are one of the most emerging PEB companies in India. As a pre-engineered building supplier, we are usually introduced to the project when the site location is already finalised. However, we understand that the end user must ensure that he considers the following factors before finalising the location of his warehouse:

The most important is the customer base and supplier network, which play a vital role. Also, proximity to transportation, lease rates, and tax structure are equally important.

## How do you ensure seamless stakeholder coordination in PEB warehouse design and construction?

The seamless and effective collaboration between the stakeholders involved in PEB design and engineering is crucial to the success of any project. The involvement of each stakeholder from concept to creation is a crucial aspect. Constant monitoring and sequential communication are the major key to avoid any error. Clarity of communication, understanding of drawings, site compliances, and the kickoff of meetings play a major role.

Adopting best practices for collaborative design and engineering, along with fabrication and execution, can ensure the project is completed on time and within budget.

## Looking at the fluctuating metal and steel prices, what challenges are faced in procuring metals and materials for infrastructural projects in this segment?

The steel industry has experienced significant price fluctuations, posing a continuous challenge in balancing inventory carrying costs with market changes. Rising steel prices, intensified by global challenges and the pandemic, have impacted the manufacturing, automotive, construction, and transportation sectors.



**Ritesh Bhandari**

MD,  
Willus Infrastructure Pvt. Ltd.

**Cost efficiency does not imply cutting shortcuts; it means reducing expenses while maintaining excellent quality and customer satisfaction.**



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In the construction sector, direct purchases from mills come with the risk of delivery delays. If steel prices decrease during the waiting period, it may lead to shortages, order closures, or selling at a loss. Conversely, end users delay placing orders when prices drop, resulting in higher inventory carrying costs.

During rising steel prices and pending orders, we often procure from existing stocks at inflated prices demanded by

traders. The only viable solution has been procuring materials on the same day as the order. However, project delays increase inventory carrying costs.

Despite these challenges, we anticipate steel prices stabilising soon, coinciding with the peak period for the infrastructure segment. This would provide a more stable environment for procurement and minimise the impact on inventory costs.

### What are your thoughts on cost efficiency without compromising quality?

Cost efficiency is not about cutting costs; it's about driving down costs while maintaining a high level of service, quality, and innovation. We at Willus firmly believe in maintaining the highest quality and 100 percent customer satisfaction.

It's a strategy that prioritises spending and investing wisely to achieve a goal in the smartest way possible, whether that's achieving specific project outcomes for a client or achieving overall revenue goals for your business.

We aim to deliver the highest quality PEB buildings and ensure the same by enhancing our efficiency and systems, followed by stringent checkpoints. Willus has always been at the forefront of adopting technology and innovations that help us deliver cost-efficient buildings without compromising quality. ■