

FIM versus EPC

ONE-PAGE DECISION SHEET | BEFORE THE SPADE

The price comparison is the easy part. The decision turns on who can manage the interfaces created by taking supply away from the EPC contractor.

CHOOSE FIM WHEN Direct control or early release creates more value than the owner-side interfaces.	CHOOSE EPC SUPPLY WHEN Single-point logistics, integration and performance accountability justify the premium.	DO NOT DECIDE ON PRICE ALONE Compare capability, custody, delay exposure, warranty response and total interface cost.
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Five questions before the package decision

Decision	FIM is stronger when	EPC supply is stronger when	Question that must be answered
Commercial leverage	Owner can aggregate demand or negotiate directly.	Contractor can price and manage the complete supply chain.	Is the saving still real after owner-side management and interface cost?
Technical control	Owner needs direct influence over specification or supplier.	Performance responsibility should remain with one delivery party.	Who owns design integration and fitness for the complete system?
Schedule	Long-lead release must start before the EPC package is ready.	One contractor can sequence procurement with construction.	Who carries late delivery, storage, resequencing and remobilisation exposure?
Logistics and custody	Owner has the capability to manage transport and handover.	Contractor is better placed to manage door-to-workfront delivery.	Where do risk, title, inspection and care of materials transfer?
Warranty	Supplier warranty can be administered without creating a gap.	Single-point responsibility is worth the embedded premium.	Who responds where equipment, installation and system performance overlap?

Minimum interface controls

Interface	Typical FIM start	Typical EPC start	Evidence required
Specification and interface data	Owner / supplier	EPC	Approved interface register
Manufacture and factory quality	Owner / supplier	EPC	Inspection and test plan
Transport to handover point	Define explicitly	EPC	Incoterm, route and delivery plan
Receipt, storage and preservation	Usually EPC after handover	EPC	Signed custody and preservation record
Installation and integration	EPC	EPC	Method statement and design interface
Defects and system performance	Split risk - close the gap	EPC	Back-to-back warranty and test matrix

PROFESSIONAL-JUDGMENT NOTE: This is a generic decision aid, not legal, procurement or project-specific advice. The executed contracts, technical schedules, Incoterms, insurance, warranty structure and responsibility matrix control the actual allocation.