

SPECIAL MODEL VARIATION QUOTES

NEW QUOTATION REQUIREMENTS

To help manage and control the rapidly increasing costs sometimes be associated with special model variation (SMV) projects, all new SMVs must be reviewed and quoted by Federal Signal's Application Engineering Department before a quote is provided to the customer. This change is effective immediately.

Over time, certain SMV projects experienced cost escalation due to unique engineering requirements, customization, and project-specific complexities. By contacting the Application Engineering Department at the beginning of the quotation process, we can:

- Improve cost accuracy and consistency
- Identify potential project risks earlier
- Ensure engineering requirements are properly evaluated
- Minimize unforeseen costs and scope changes
- Maintain competitive and profitable pricing

Required Process

1. Submit all new SMV opportunities to the Federal Signal Application Engineering Department for review.
 - [SMV Request Form – Fill out form](#)
2. Obtain an approved engineering quotation.
3. Use the approved quotation when preparing the customer proposal.
4. Do not provide pricing to the customer until the Application Engineering Department review has been completed.

TIMING

If you have any questions regarding this process or require assistance with an SMV opportunity, please contact Glenn Wayman, Section Manager - Application Engineering.

Thank you for your cooperation and support as we work to improve cost management and quotation accuracy across all SMV projects.