

SUCCESS STORY

Hughes | Government / Energy | Emergency Response / Remote
Safety | Mobile Eyewash Units | \$100K-\$250K | Jenna Diaz



\$108K DOE PROJECT:

Fast Response Secures Mobile
Eyewash Deployment

IMPACT SNAPSHOT

- \$108K order for four mobile eyewash units
- Won through speed, pricing, and freight support
- Solved a time-sensitive project requirement
- Repeatable across government and industrial projects

KEY QUESTIONS

- "Do you have projects requiring temporary or mobile emergency response equipment?"
- "Are there work areas where permanent eyewash stations are not practical?"
- "What project timelines are driving this decision?"
- "Are delivery or freight challenges impacting the project?"

PROBLEM

Project timelines required a fast, practical safety solution

- DOE site required mobile eyewash capability
- Permanent infrastructure was not practical
- Project timelines required quick deployment
- Distributor needed pricing and freight support

PLAN

Position a complete solution while addressing requirements

- Understand project requirements and timing expectations
- Recommend solutions appropriate for the application
- Support the opportunity with competitive pricing and freight solutions
- Remove barriers that could delay project execution

SOLUTION

Mobile eyewash units provided safety coverage where permanent infrastructure was impractical

- Delivered emergency eyewash capability directly where workers needed it
- Supported worker safety in temporary or remote work environments
- Eliminated the need for permanent installation in the project area
- Helped the customer meet project requirements without delaying deployment

REPEAT

Look for projects where speed and execution matter

- Target government, utility, and industrial projects
- Ask about temporary or remote work areas
- Look for sites without permanent eyewash access
- Engage early when project timelines are tight