# AlphaSense Highlighted Document

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**Machinery Bootcamp: Top Data Points From Channel Checks** 

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**User Highlights & Comments** 

Ellie Schweiker (ellie.schweiker@nrg.com) NRG Energy 05/05/2025 01:17 PM UTC

**Competitive Dynamics In The Market Today:** all the big OEMs have struggled with supply disruptions. Eaton has had more challenges than Siemens or ABB. OEMs are taking in large orders from data centers and that pushes out lead times. Hurricanes have also created more disruption.

Even If You Can Get Something In A Shorter Amount Of Time, Is It Worth The Risk: need to do due diligence. Just because it is manufactured in a different country, doesn't mean it is low quality. Korea stands out. Many plants in the US are very old (no lean mfg in mind). Need to understand whether the new OEMs have the warranty, service/support. Do they have boots on the ground in the US to do the troubleshooting. Many of these companies have hired these boots on the ground to take care of this (Resa Power, Shermco, Sunbelt Solomon). For data centers, it will move slower in adding new vendors to approved vendor lists. But when companies like Eaton have a supply chain problem in the US and you get a quality issue it forces you to look further afield. The US manufacturers are making mistakes, not meeting lead times, etc. so why not look further afield. It can take several months to qualify a new manufacturer. As a contractor, you would gradually roll out the new manufacturer — not going to begin with a data center, but maybe a smaller manufacturing plant.

**How Big Are The Capacity Adds:** Solar has 100GW of capacity announced (vs. 20 installed today). Solar tracker capacity adds are up a lot. When it comes to transformers, switchgear, circuit breakers, a lot of investments.

**Equipment Shortages:** High voltage gear, transformers wiring, high/medium voltage cable. Labor availability (turnover rates are 10-15% for renewable EPC projects)

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