

Shopping in a multi-projects and international

Objective

Skip the equipment and the procurement of works while respecting the time, cost and quality

Challenge: In an International Environment and Multi-Projects, enter the price sheet to meet the budget for these projects.

Approach

Buy Multi Projects:

- 1 Project with a PV > 200 M €, duration estimated + / - 36 months
- Several cases with PV # 50 M €, duration estimated + / - 24 months

Originality: International environment and multi cultural (American counterparts, Arab, Indian and European)

Difficulties encountered:

- Multiple projects in industry sectors and countries very different
- Litigation Management
- Bankruptcy Suppliers (ex: Bankruptcy under Chapter 11)



Results

- Setting up Bid Procedures in a New Environment (Multiple Projects)
- Coaching Team of 4 EPCM: Establishing Rules / Strategy Procurement
- Shopping earnings up € 500k

Client benefits

- Compliance Projects Budgets
- Mitigation of Litigation and Bankruptcy

Terminal methane tanker procurement

Objectives

To ensure the EPC procurement



Our way

Management of the supply chain process → Interactions with the expediting and the trade engineers.
 Preparation of the qualification (Supplier Quality assurance).
 Planning and follow-up of contractual technical commitments and commercial ones in accordance with specifications (subcontractor).

Difficulty: to connect the supplier and the technician (complex material)

Results

Volume of the orders: Electricity (service + material - cupboards, wires): 11 M€;
 Instrumentation (debitmetry - measuring equipment): 5 M€; Industrial Boilers: 1.5 M€;
 Plumbing fixtures: 1 M€ .

Client benefits

Updating of the suppliers base (suppliers qualification)
 To make available a purchase expertise developed within the framework of previous projects
 Capacity to alert the customer on procurement risks
 Secure of supplying in the respect of technical imperatives, planning and contractual

Implementation of monitoring tools for complex control

Objective

Challenge: Ensuring delivery of orders within the time contractual providers anticipate problems, inform the project, monitor the delivery and invoicing.
 The challenge: to remain constantly under pressure and available for storing all items delivered, date of delivery date and the priorities to be addressed (visits, reporting, billing)

Approach

Establishment of monitoring tools to control complex therefore access to detailed and accurate information available to the greatest number. (tables follow, billing schedules, weekly progress report detailed per order)
 Difficulties encountered: 1) no management tools gradual control in place to manage complex orders (several hundred items) to my arrival. 2) constantly adapt to the wishes of different services using the information of expediting

Results

-information organized, detailed and accessible and usable by all (Project / expediting / site) that can identify and quickly treat the causes of late delivery by the supplier.



Client benefits

-A permanent interface between information providers, project and construction on the site.
 Full support orders by the expeditor (availability, mobility, control and adaptation)

Monitoring the implementation of procurement contracts on a proposed Off-Shore

Objective

Expediting.

Challenge: Monitoring the implementation of contracts to purchase an Off-Shore project in Nigeria.

The challenge: extremely tight deadlines, 500 U.S. 000 penalty enforced by the client per day of delay.

Approach

Establishment of the whole process of tracking orders on a project where no procedure was followed and applied in one area (the Off-Shore) where the very function of Expeditors did not exist.

- Difficulty with external providers for training in monitoring procedures (reporting, almost daily contact with the expeditor, followed documentary along with manufacturing equipment, quality improvement).

- Difficulty with internal stakeholders in engineering, not knowing the function does not know what exactly the role of the expeditor.

After a period of "training" both providers and stakeholders internal controls have been followed with the same rigueur in a project On-Shore.

Results

Delivery of equipment and documentation in a timely manner.

Establishment of procedures for tracking orders throughout the project.



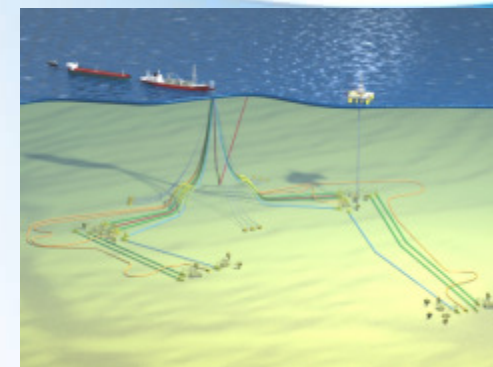
Client benefits

Establishment of procedures for monitoring the implementation of controls on a proposed Off-Shore. Now the process can be deployed to all projects of this type and sector of the Off-Shore will now be followed as well as that of the On-Shore in procurement.

Procurement during bidding period

Objectives

Coordination of the estimates of EPCI (*) for 3 answers to calls for offshore oil rig oil industry.



Our way

Piloting of procurement of the projects in phase of invitation to tender.

Coordination of a team of purchasers who : determine the total costs of the purchases, logistics and cost specific related to the environment of the contract

→ Taxes, geography, policy, time delivery, contractual constraints.

Make safe upstream the constraints related to the projects in phase realization

→ SOFT, Contract customers, scenarios, market trends...

Results

3 estimates

→ project 1: 500 M€;

→ project 2: 250 M€;

→ project 3: 600 M€.

Client benefits

Appraise in estimate of project on the field of the processes. Figuring supplier with the request:

→ only the suppliers quantifying for the RAO, are implied at the time of the gained project.

* : Engineering, Procurement, Construction, Installation