

ACUERDO MARCO - VÁLVULAS, INSTRUMENTACIÓN Y TECNOLOGÍAS DE SELLADO

Asturiana de Zinc forma parte de **Glencore**, multinacional dedicada a la explotación de recursos naturales y uno de los líderes de producción de zinc a nivel mundial.

Glencore Xstrata es una de las mayores empresas globales de recursos naturales diversificados del mundo. Las actividades industriales y de Marketing del Grupo están soportadas por una red global que cuenta con más de 90 oficinas de 50 países. Sus operaciones comprenden más de 150 plantas metalúrgicas y mineras, plataformas offshore, granjas e instalaciones relacionadas con la agricultura. Emplea a unas 190.000 personas.

TOTAL VALVE, INSTRUMENTATION & SEALING MANAGEMENT

Asturiana de Zinc is part of **Glencore**, multinational company dedicated to the exploitation of natural resources and one of the leaders of zinc production worldwide.

Glencore Xstrata is one of the world's largest global diversified natural resource companies. The Group's industrial and marketing activities are supported by a global network of more than 90 offices located in over 50 countries. Their diversified operations comprise over 150 mining and metallurgical sites, offshore oil production assets, farms and agricultural facilities. They employ approximately 190,000 people.

GlencoreXstrata

CLIENTE / CUSTOMER: **Asturiana de Zinc (GlencoreXstrata)**

Alcance / Scope: **Total Valve, Instrumentation & Sealing Management. 250 references**

Ubicación / Sites: **3 Zinc production plants**

Localización / Geographies: **Spain**

Estado / Status: **En fase de desarrollo inicial / On development early stage**

VALUE ADDED PROPOSAL		
TCO Reduction Program	Strategic Product Sourcing	Stock Management
Product Standardization	Supply Chain Automation	Quality Control
Category Management	Service Level Agreement	Product Customization



Glencore Xstrata operations map





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outsourcing

TOTAL VALVE MANAGEMENT



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commerce
B2B



➤ Problems with your MRO valve supply?

You will probably have hundreds of different valves in your industrial process and perhaps a few different sites with local purchasing and warehouse. Installed based in plant different from site to site on similar product families.

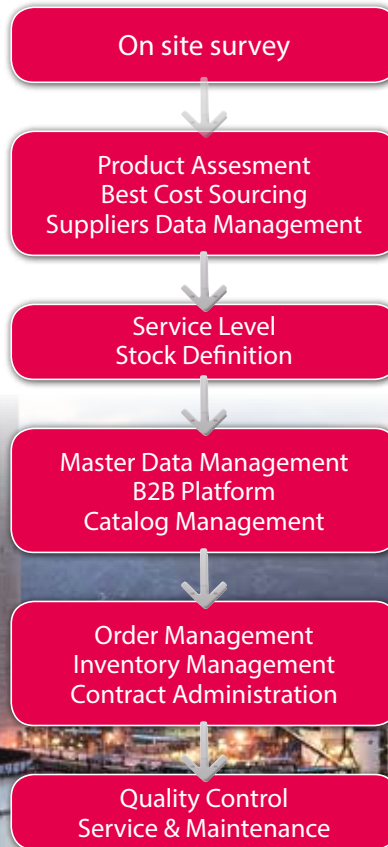
All these facts together can lead to sluggish and inefficient purchasing procedures.



➤ SAIDI OUTSOURCING is the **solu**tion!

Just focus on your core business, leave valves to the **valve specialist** (best-in-class-products, wide product range, ex-stock, close to the customer, technical assistance, FAT, SAT...), **reducing your TCO** (Total cost of ownership).

STAGES



Who is in charge?

