

ACUERDO MARCO - VÁLVULAS Y TECNOLOGÍAS DE SELLADO

Ence es líder europeo en producción de celulosa de eucalipto y segundo en ventas, primera empresa española en producción de energía renovable con biomasa forestal y líder en España en la gestión integral y responsable de superficies y cultivos forestales.

La misión de **Ence** es ser una empresa de referencia en la producción de celulosa de eucalipto, líder en energía renovable con biomasa y basada en la gestión integral y responsable de la madera.

TOTAL VALVE & SEALING MANAGEMENT

Ence is Europe's leading producer of eucalyptus pulp and the second largest in terms of sales, the most important Spanish company in the production of renewable energy using forest biomass and the leader in Spain for the comprehensive and responsible management of forest areas and resources.

Ence's mission is to be a leading company in the production of eucalyptus pulp and renewable biomass energy based on comprehensive and responsible timber management.



CLIENTE / CUSTOMER: **ENCE**

Alcance / Scope: **Total Valve & Sealing Management. 350 references**

Ubicación / Sites: 3 Paper mills sites

Localización / Geographies: Asturias, Galicia, Andalucía (Spain)

Estado / Status: Fase de estandarización de producto / Product standardization phase

| 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 |



ENCE facilities in Huelva, Spain



ENCE Head offices



saidi outsourcing

TOTAL VALVE MANAGEMENT



outsourcing@saidi.es



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.

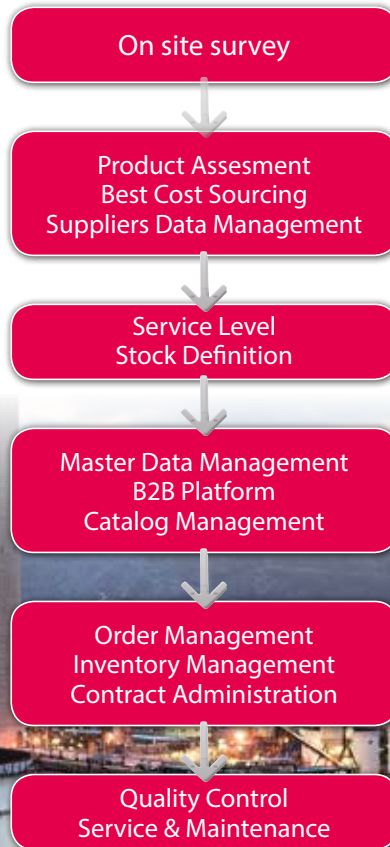
All these facts together can lead to sluggish and inefficient purchasing procedures.



SAIDI OUTSOURCING is the solution!

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?

