

ACUERDO MARCO - VÁLVULAS

Repsol es una compañía energética integrada y global con amplia experiencia en el sector, que desarrolla actividades de Upstream y Downstream en todo el mundo. Está presente en más de 30 países.

Upstream: También denominada área de Exploración y Producción, engloba las actividades de búsqueda y producción de hidrocarburos que seguirá siendo una de las fuentes de energía primaria hasta 2035.

Downstream: Integrado por las actividades de Refino, Marketing, Química, GLP y Nuevas energías, hace referencia a la transformación de hidrocarburos en productos y soluciones energéticas para el hogar.

TOTAL VALVE MANAGEMENT

Repsol is an integrated global energy company with vast sector experience. It carries out Upstream and Downstream activities throughout the entire world.

Upstream: Also known as Exploration and Production, this involves the search for and production of hydrocarbon which is expected to continue to be the primary source of energy until 2035.

Downstream: Comprising Refining, Marketing, Chemicals, LPG and New Energy activities this refers to the transformation of hydrocarbon into energy products and solutions for your home.

CLIENTE / CUSTOMER: REPSOL

Alcance / Scope: Total Valve Management. More than 1,500 references

Ubicación / Sites: 6 Refineries, 3 Petrochemical plants, LPG factories, upstream sites

Localización / Geographies: Spain, Portugal, Peru, Bolivia

Estado / Status: En curso / Ongoing



| VALUE ADDED PROPOSAL | | |
|----------------------------|---------------------------|----------------------------|
| TCO Reduction Program | Procurement to Pay | Stock Management |
| Product Standardization | Supply Chain Automation | 365 x 24 x 7 Rush delivery |
| Category Management | Service Level Agreement | Product Customization |
| Strategic Product Sourcing | Global Account Management | Quality Control |



REPSOL Head offices



REPSOL global presence





saidi outsourcing

TOTAL VALVE MANAGEMENT



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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.

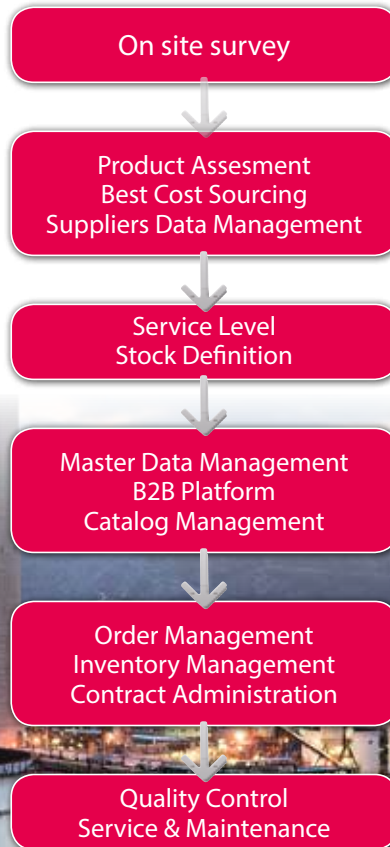
All these facts together can lead to sluggish and inefficient purchasing procedures.



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?

