

Client: FRS Gaz – Turkey

Brief : The company is a manufacturer of High Integrity Pressure Regulators. These devices are used to regulate gas pressure and hence increase the safety of the operation in a gas plant



Background / Context: As the Natural Gas Market was growing there was a huge demand for Natural Gas Regulators and ancillary equipment. However, most of the industry continues to be governed by the public sector resulting in procurement through tenders and as per public sector norms

Objectives of the Service : The company although quite sizeable had limited exposure and experience in markets outside its home country. However, given the huge growth in India they were keen to enter the Indian Market and wanted to provide backup support. Allport had to participate in the tender as a local bidder, import the equipment and be well equipped to manage all the obligations including warranty, after sales support locally in India. The vendor had an excellent technology and competitive price but did not have the commercial ability to meet the needs of the procurement process

Steps Taken to Implement the Solution:

- Identification of the opportunity and its feasibility through consultations with the public sector entities
- Location of a suitable supplier with a product that meets the requirements of the tender (zero deviation was a requirement)
- Ensure compliance to all techno-commercial requirements by Allport with technical backup from the supplier
- Import of all the equipment and ancillaries and warehousing in our stock house
- Development of a suitable test lab and showroom for displaying and testing of select models to ensure that they were suitable and re-packaging – Testing Undertaken
- Final Inspection and Dispatch at the Allport Premises
- Stocking, Supply and Distribution to across 7 different locations across the region
- Stock Management of additional units for warranty and after sales
- Warranty and after sales Support where required

Outcome: The goods were imported, tested, inspected and dispatched on site. Some items failed and were brought back for re-testing at the test centre development by Allport. The products were tested and dispatched and have been installed at site. In light of the success a feasibility study was also conducted on the assembly of full regulator stations

CLIENT TESTIMONIALS ARE ON SUBSEQUENT PAGES

CLIENT COMPLETION CERTIFICATE



INDRAPRASTHA GAS LIMITED

(A Joint Venture of GAIL (India) Ltd., BPCL & Govt. of NCT of Delhi)

TO WHOMSOEVER IT MAY CONCERN

22.09.2020

COMPLETION CERTIFICATE

This is to certify that mentioned supply has been delivered till date by M/s Allport International Private Limited, having their registered office at "Allport House", 333, Udyog Vihar Phase - 2, Gurgaon - 122015, Haryana.

Name of work : Supply of Commercial Regulators.

Contract No. & date : 7700001763 dated 21.11.2018

Purchase Order Nos. :
A. 6100004531 Dt. 29.11.2018
B. 6100004565 Dt. 27.12.2018
C. 6100004590 Dt. 18.01.2019
D. 6100004688 Dt. 14.05.2019
E. 6100004725 Dt. 24.06.2019

Technical Parameters	Flow (SCMH)	Outlet Pressure (Bar g)	Quantity (Nos.)
	50	0.5	90
	50	2.0	553
	100	2.0	210
	150	2.0	55
	250	2.0	22

Total Delivered Value : Rs. 9,91,107/-

All the regulators have been successfully supplied at IGL site/stores.

For Indraprastha Gas Limited


(Authorized Signatory)

IGL Bhawan, Plot No. 4, Community Centre, R.K. Puram, Sector - 9, New Delhi-110 022
Phone : 46074607 Fax : 26171853 Website : www.iglonline.net
CIN : L23201DL1998PLC097614

COLLABORATION LETTER



FRS GAZ İMALAT SAN. VE TİC. LTD. ŞTİ.

Date: 17th Nov.2018

To whom it may
concern

FRS GAZ is among the leading manufacturers of Natural Gas Equipment including a range of Regulators, Valves, PRS/MRS Stations,. FRS has a global install base in many Countries and enjoys a global brand. FRS has also its Regulators to the Indian Market thru Distributors and now wishes to increase its presence in Indian market thru exclusive representation by Allport International Pvt. Ltd.

We understand that there are a few regulator manufacturers and a few local integrators of PRS/MRS systems in India but the demand is growing fast due to current Govt. policy issuing licenses for many cities to set up Gas distribution network. FRS has recognized this gap in Supply /Demand and hence has decided to help set up a facility in India to assemble/ manufacturer the PRS/MRS/DRS stations to international standard thru techno commercial partnership with Allport.

Allport International Pvt. Ltd are an experienced company in the Indian gas market and have been involved deeply in city gas segment and have good market penetration in CGD market. Allport are keen to set up such facility at their own premises in Bawal, Haryana which we have visited and Allport has approached us for collaboration to set up a facility capable of manufacturing all variants of PRS/MRS/DRS systems.

FRS GAZ are pleased to confirm that we have decided to support this project as a partner with Allport and we are committed to ensure the success of this project. We will provide the entire support from concept to commissioning to set up such facility to international standards. FRS GAZ will provide the know-how, technical & engineering support, specific safety certification support required to obtain any approvals from Indian Customers or any Statutory bodies. This partnership is aimed as integral to the collaboration with Allport and there will be ongoing involvement of FRS through supervision, audit, technical training of personnel etc., as would be considered necessary on a sustained basis to maintain International Standards until the local facility is independently capable.

Thanking You

Hakan Hasim Varol
Managing Director