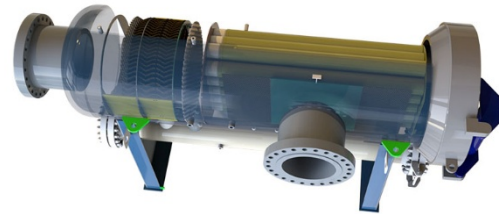


**Client:** Peerless (CECO) – UK

**Brief :** The company is a leading manufacturer of equipment – oil in water separators, waste treatment and air filtration used to meet stringent environmental compliances



**Background / Context:** Allport was approached due to a fall out with a earlier partner to assist with enlistment with government organization and support to sell specialist technology. Allport succeeded in getting the local approvals and received an order from ONGC ( Oil & Natural Gas Corporation) via an EPC Contractor, Larsen & Toubro (L&T)

**Objectives of the Service :** To provide complete techno-commercial support to win the order and after obtaining the order, to provide support for local sourcing where acceptable to the client, obtain relevant client and government approvals required to ensure smooth integration till installed on site

**Steps Taken to Implement the Solution:**

- To assist the company to win the order with pre order and post order approvals
- To further assist in the execution of the project to include procurement of standard items from India so the company could focus on the core technology
- Undertake the procurement activity in co-ordination with technical team
- Once manufactured, arrange inspection to ensure that the good manufactured are to the required standard
- Integrate the components with the technology here in India on site
- Export the goods to the UAE facility so that they can be integrated in the package
- Obtain the MOHA (Ministry of Home Affairs) clearance for personnel to go on site as required for this special project

**Outcome:** The package was awarded to the company from the UK and assembled in the UAE. Components were procured by Allport and shipped to the UAE for integration before shipment to India. Once the goods arrived in India they were installed by a team of the company and Allport engineers.

**CLIENT TESTIMONIALS ARE ON SUBSEQUENT PAGES**

## CLIENT LETTER OF INTENT



**L&T Hydrocarbon Engineering**

L&T Hydrocarbon Engineering Limited  
Gate No.1, EPC Block-3<sup>rd</sup> floor "B" wing,  
Procurement Dept, Powai Campus,  
Saki Vihar Road, Mumbai-400 072,  
Maharashtra, INDIA

Ref. : OGSP/78000-07415/YPD  
Date : February 3, 2015

### LETTER OF INTENT

To,

**PEERLESS EUROPE LIMITED,**  
Cardinals Court,  
Bradford Street,  
Brentree,  
Essex CM7 9AT, UK.

Telephone: +44 (0)1376 556030  
Fax: +44 (0)1376 556059  
E-mail: sales@peerlesseurope.com  
www.peerlesseurope.com

Kind Attn : Mr. Julian Hill

**Sub:** Letter Of Intent (LOI) ref. OGSP/78000-07415/YPD dt 03-Feb-2015 for Complete Design, Basic & detailed Engineering, Process & Mechanical Guarantee, Manufacturing, Testing, Inspection, Packing, Marking and Supply of single Produced Water Conditioning Skid Package for "ADDITIONAL VASAI EAST DEVELOPMENT PROJECT" of ONGC.

#### **References:**

1. Our RFQ Ref C14047-72-BPA-611 for Produced Water Conditioning Skid Package
2. Your Technical Offer 202507/0814 Rev 00 dtd 22-Dec-2014
3. Your Commercial Offer 202507/0814 Rev 01 dtd. 22-Jan-2015
4. Our TQ C14047-72-BPA-611-TQ1/PEERLESS and subsequent replies by PEERLESS via emails dated 02.02.15 & 31.01.15
5. MOM dated 29-Jan-15.
6. PEERLESS email dated 03.02.2015 confirming provision of additional minimum documents
7. Our GPC ref LTHE/UPSTREAM/ITB/IMP/ADVEP/01 for Additional Vasai East Development Project.
8. Our various email correspondences & telecommunications till date.

Dear Sir / Madam,

With reference to above subject, we are pleased to place this LOI on M/s Peerless Europe Limited Design, Basic & Detail Engineering, Manufacturing, Testing, Inspection, Painting, VDRS documentation, Packing & Loading (including lashing / sea fastening) & Supply of Produced Water Conditioning Skid Package as per our RFQ/Spec/TQs etc. all inclusive for "ADDITIONAL

Tel: +91 22 6752 5656 Fax: +91 22 6752 5693 www.Lntenc.com  
Registered Office: L&T House, N. M. Marg, Ballard Estate, Mumbai - 400 001. INDIA  
CIN: U11200MH2009PLC191426  
A wholly owned subsidiary of Larsen & Toubro Limited  
OGSP / 78000- 07415/ YPD

Page 1 of 5

## CLIENT PO TO ALLPORT



**PO Number:** 301604

**Revision No:**

**Revision Date:**

**Purchase Order**

**Page:** 1 of 3

**Order Date:** 09-Jul-2015

<b>Seller:</b>  Allport International Pvt Ltd Allport House 333 Udyog Vihar Phase 11 Gurgaon 122016 Haryana  <b>Phone:</b> +91 124 4607000 <b>Fax:</b> +91 124 4607007 aviraj.s@allportinternational.com	<b>Ship To:</b>  Perfect International FZC Sharjah Airport International Free Zone PO Box 8557 Sharjah United Arab Emirates
---	---

<b>Ship Via:</b> Ex-works	<b>Payment Terms:</b> On Receipt of I <b>Prepaid Freight:</b> No <b>Incoterms:</b> EXW2010  Peerless Purchase Order Number and Job Number must be shown by Seller on all correspondence, invoices, packages
---------------------------	---

The terms and conditions set forth in this Purchase Order include documents attached hereto, or specifically referenced hereby, which documents shall be deemed incorporated into and a part of this Purchase Order.

This Purchase Order is not an expression of acceptance, or a confirmation of a prior offer or agreement, but constitutes the extension of an offer from Buyer to Seller upon the terms and conditions set forth in this Purchase Order, acceptance of which by Seller is expressly limited to such terms and conditions. However, if, contrary to this intention, it should be held that this Purchase Order constitutes an expression of acceptance of a prior offer, then any such acceptance by Buyer is hereby expressly made conditional on Seller's assent to the additional or different terms and conditions set forth in this Purchase Order. Buyer objects to any proposed terms and conditions of Seller that in any way conflict with, modify or add to the terms and conditions set forth in this Purchase Order. Silence on the part of Buyer shall not be construed as acceptance of any of Seller's terms and conditions.

The terms and conditions set forth in this Purchase Order include the terms and conditions attached, which terms and conditions shall be deemed incorporated into and a part of this Purchase Order and, by accepting this Purchase Order, Seller agrees to be bound thereby. Notwithstanding anything to the contrary in this Purchase Order, in the event Buyer has not received a copy of this Purchase Order, executed below by Seller, within thirty (30) days of the date hereof, Buyer may, at Buyer's option and upon written notice to Seller, revoke this Purchase Order, in which case this Purchase Order shall be void and of no further force or effect. In the event Buyer elects not to revoke this Purchase Order, the terms and conditions of this Purchase Order shall remain applicable as provided above.

					Currency:		US DOLLARS	
Line	Order Qty.	Part Number/Rev/Description	Unit Price	Nett Price	Tax			
1	1.00 EA	202507-1 SAPCV SELF ACTUATED PRESSURE CONTROL VAVLES (SAPCV)	23,302.80 /1	23,302.80	No			
- Contractual Delivery Date(s) -								
		<u>Due Date</u>	<u>Quantity</u>	<u>Job Number</u>	<u>M/S</u>	<u>Asm</u>	<u>Seq</u>	
		06-Sep-2015	1.00 EA	010462-1-1	M	0	240	

**Footer Comments:**