

Client: Undisclosed due to Confidentiality

Brief: The Company is a medium-sized UK fabricator of specialist vessels and pipeline cleaning equipment



Background / Context: Allport provided support to the company to enter the Indian Market in 2009 with one of its largest contracts with GAIL India limited. Thereafter, Allport has continued to work with them for a number of years. In 2023, the company was awarded one of its largest contracts (around 4 Million GBP) for the supply of equipment to an Indian company with its eventual installation in the Middle East. Following the successful award, we worked with them to discuss the outsourcing strategy and how we could assist with our team in India. As the customer requested that the designs be evaluated to check the integrity of the product being supplied using and internationally recognized service, it was agreed that this shall be done in India.

Objectives of the Service: To locate and partner with a design integrity service provider who could pre-qualify against the requirements set by the end customer. Further to evaluate their credentials and audit their works facility and team against the pre-defined criteria. Following this, co-ordination was required to check and approve the draft reports in line with end user requirements (the end user is one of the top ten engineering conglomerates in the world with over 100 years' experience)

Steps Taken to Implement the Solution:

- Evaluate the project supply and tasks which could be undertaken in India
- Identify the integrity analysis as a challenging role within the scope but one that could provide significant cost savings in India
- Identify and evaluate capabilities of services providers against pre-defined criteria
- Award and execute the contract directly with the service provider and provide the outcome to the client

Outcome: The complete analysis of the equipment was conducted for the client and further to their client's satisfaction

Client Testimonial:

Thanks for organizing the FEA Analysis which we have found satisfactory and are pleased that after submission there have been limited or no comments. Thanks for your advice and in particular for the comments provided for including them in the initial scope and price which has ensured successful completion

[PARTNER TESTIMONIAL \(2024\)](#)

On Fri, Aug 2, 2024 at 4:38 PM wrote:

Dear Sir,

It was a routine follow-up email only. As mentioned by Mr. Arora, things are very transparent between us. We have received all payment for this project; I thank everyone for their support and for giving us an opportunity for this project. It was a pleasure working with you all, and I look forward to more projects in the future too.