



# RAINBO SUPPLIES & SERVICES 2016

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## WHO ARE RAINBO SUPPLIES & SERVICES?

Rainbo Supplies is a **Procurement Solutions Partner** and **Product Trading House**:

- Established and Trading for **22 YEARS**
- Providing **International** and **Local** Procurement services, Supply Chain and Logistics Management
- We service the **Energy & Natural Resources** industry, **International Aid** and **Government** sectors
- Renowned in the industry for providing the most **EFFECTIVE** and **BEST-PRICE GLOBAL** sourcing model
- Client driven and project focused with 20 years of established supplier and OEM relationships = we source the right products, at the right price and within the right timescales that our clients demand

## WHO ARE RAINBO SUPPLIES & SERVICES?

**CLIENTS:** IOC's, NOC's, EPC's, Service Companies, Mining Producers, Power Companies, Wind & Solar Energy, United Nations and Governments.

**REGIONAL EXPERTISE:** Global coverage. Africa & Middle East, West Asia, Europe, LATAM, Russia.

**STAFF:** Employ >60 industry discipline Procurement, Buyers, Expeditors and Supply Chain specialists.

**LANGUAGE CAPABILITIES:** Staff operate in niche specialist markets and speak 10+ languages: English, French, German, Arabic, Chinese, Italian, Portuguese, Spanish, Dutch, Russian and Afrikaans.

**PRODUCT TYPES:** We source across a wide range of product categories and additionally operate as an exclusive and multi-branded product distributor/reseller.

In 2015 we began manufacturing a small number of selective maintenance based products.

**PRODUCT CATEGORIES:**  
We have proven, high spend, large volume commodity category expertise.

**CERTIFIED:** ISO 9001 and ISO 14001.

## RAINBO INTERNATIONAL FOOTPRINT



## OUR SERVICES

We offer 4 core services:

### 1. Procurement Supply Contracts (PSC) & General Supply Agreements (GSA's)

Individual supply contracts for specific commodity or product categories. Designed to complement our clients existing internal procurement function and can be pre-priced for “call-off”: Current contracts include: Valves, Piping, Steel, Tyres, PPE, Electrical & Plumbing.

### 2. Approved Supplier

Operating as a dedicated, Approved Supplier on a limited, pre-selected “preferred suppliers list”.

This is for either “General supply” or commodity driven categorisation and we typically compete with other trading houses or manufacturers on multiple enquiries.

### 3. Full or Part Outsourced Procurement Services

Dedicated and outsourced function directly aligned to your company operations, capabilities and needs.

Service set up with pre-agreed Terms, Conditions and methodologies, which often includes Rainbo staff assigned to your operational site(s)

### 4. Ad Hoc Procurement & Targeted Product Source

Whilst we are set up for dedicated and specific projects we undertake individual ad hoc procurement mandates usually for emergency supply.

## OUR MARKET EXPERTISE

### OIL & GAS

- 22 years expertise supplying the Oil & Gas industry
- Supply: FPSO's, On Shore/Off Shore Rig Operations, Refineries.
- Supply products across complete project lifecycle – Exploration/ Test Drilling, Construction, Production/Development and Refining
- Supply multiple regions and countries: EMEA, LATAM and ASIA.
- 500 years+ of combined employee expertise in the Oil & Gas sector
- Employ Procurement, Supply Chain and business personnel from world leading IOC's, EPC's, Drilling and Service Companies.

### MINING

- 10 years expertise supplying the mining industry in Africa
- Service: South Africa, Ghana, Cote D'Ivoire, Zambia, DRC, Tanzania, Sierra Leone.
- Cover complete project/operational lifecycle – from exploration & feasibility, planning & construction, commissioning, operations, maintenance and closure.
- Supplying a wide range of commodities from pipes, fittings & valves to chemical compounds, steel, electrical, Irathane Lintex, conveyors, PPE, grinding media and MRO

## OUR MARKET EXPERTISE

### POWER GENERATION

- 10+ years expertise supplying international power generation markets.
- Supplying a wide range of products for: Construction, Inspection / Commissioning, Operations / Maintenance and Decommissioning.
- This includes engineering service and supply for Turbine Refits.
- Typically supply Nuclear, CCPP, CHP, Biomass & Coal plants.

### RENEWABLE ENERGY

- 5+ years operating across Renewables “Hot Spots” throughout EMEA
- Specialist experience supplying Wind, Wave/Tidal Solar and Hydroelectricity projects.
- Servicing the whole project lifecycle – conception, construction, commissioning, operations & maintenance/refurb.
- Providing spare parts and wide scale MRO, Steel, Turbines, PPE/Workwear, Chemicals, Pumps, Filters, Valves, etc.

### GOVERNMENT & INTERNATIONAL AID

- 15 year history supplying United Nations Missions across Africa
- Understand the associated bureaucratic process and disciplines required to make this market a success;
- Built a strong and experienced team supplying Governments and international aid organisations
- Supply vast range of products, inc. Tyres/Batteries/Auto Parts to Gym Equipment, PPE, Fuel Tanks, Plumbing, Electrical Spares.

## OUR COMMODITY CATEGORIES

### WHAT DO WE SOURCE?

- INSTRUMENTATION
- VALVES
- FITTINGS & FLANGES
- LIFTING & RIGGING
- INDUSTRIAL TOOLS
- MRO (MISC)
- PUMPS & FILTERS
- CASING & TUBING
- STEEL (STRUCTURAL & WIRE)
- CLEANING EQUIPMENT
- TUBING & HOSING
- DRILLING EQUIPMENT
- INDUSTRIAL EQUIPMENT
- COMMUNICATIONS
- REFRIGERATION
- GAS TURBINES AND SPARES
- ELECTRICAL
- BALL/ROLLER BEARINGS
- LABORATORY
- AUTOMOTIVE PARTS/TYRES
- CHEMICALS, PAINT & LIQUIDS
- POWER TOOLS
- PPE & WORK WEAR
- CAPITAL PLANT
- SITE SUPPORT EQUIPMENT
- WELDING EQUIPMENT
- PIPES
- SAFETY EQUIPMENT
- CONSTRUCTION MATERIALS
- IRONMONGERY



## OUR COMMODITY CATEGORIES AND WHERE DO WE SUPPLY?

### Supplied Clients include:

- BP
- Shell
- Modec
- Exxon Mobil
- Groupement Berkine
- First Calgary
- Eni
- AGIP
- Tecnicas Reunidas
- Dragon Oil
- Halliburton
- United Nations

**67**  
Countries

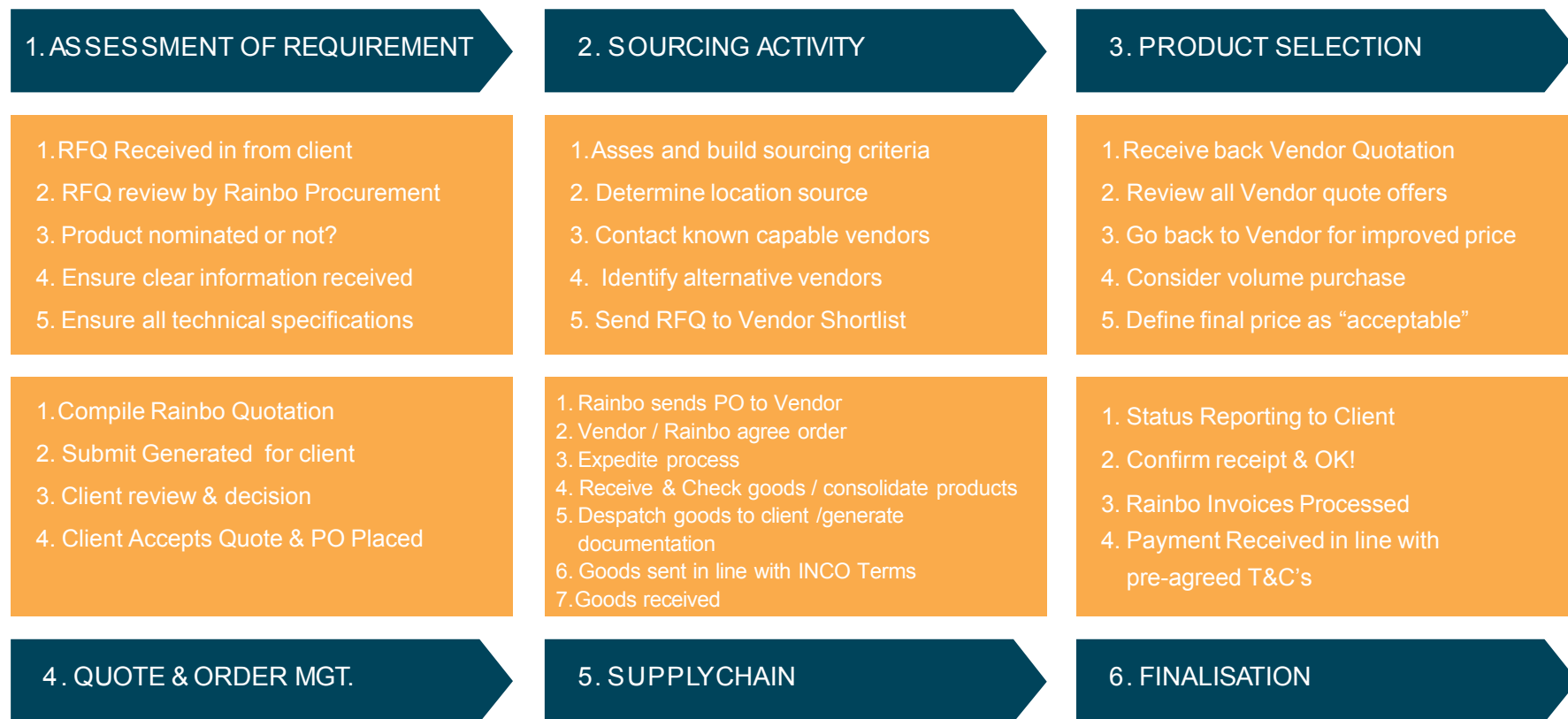


## HOW IT WORKS

- International product sourcing and logistics solution for challenging locations.
- Cost efficient outsourced procurement service so our clients can concentrate on their core purchase projects.
- Sourcing best-priced products from **established suppliers** in EMEA, USA, SA, China, India & South Korea.
- We provide a reliable, rapid solution through to nominated freight forwarder or end destination (via Air/Shipping).
- We source and then expedite either large one off purchases or consolidate **high numbers of individual purchase orders** and send to customers worldwide, reducing costs and saving time.
- We therefore provide **simple payment and credit terms through ONE company AND ONE invoice**.
- Status reports are issued on a weekly basis (Certificates of Conformity and Origin letters of credit, etc).
- QA/QC is performed – inspection, marking, storage packing at warehouses (UK & overseas).
- We offer **rapid** response time on priority orders (fast track philosophy).

# RAINBO SERVICE WORKFLOW

## DIAGRAM 1: THE RAINBO GENERAL WORKFLOW SOLUTION



## WHY CHOOSE RAINBO?

**20+ YEARS EXPERIENCE:** working in Procurement Services & Equipment Supply.

**TRUSTED:** registered & approved by leading oil and gas companies, governments & International Aid Organisations including BP, ENI, SIEMENS, UN

**CAPABILITY:** Track Record in timely fulfilment of multi-million \$£€ orders and large Procurement Supply Contracts.

**SUPPLY CHAIN EXCELLENCE:** Quality processes in place to ensure: **Right Product** is in the **Right Place** at the **Right Time**.

**GLOBAL INFRASTRUCTURE:** Offices, JV's and consolidation hubs in place and proven to work.

**NEGOTIATORS:** 20-year global supplier / OEM network = better negotiating & buying power, pre-qualification & quality control.

**COST EFFICIENCY:** Cost efficient procurement support saving our clients money.

**FLEXIBILITY & SPEED:** Track record of addressing customer needs, priorities & options on equipment/ materials.

**HIGHLY RESPONSIVE:** We can respond to crisis situations and emergencies.

**VALUE ADDED SERVICES:** Dedicated warehousing for inspection, consolidation, packing. End of project volume supply solutions for exiting EPC contractors.



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