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CASE STUDY



National Oil Company



ABOUT THE CLIENT

Industry	Oil and Gas
Revenues	$80 billion
Employees	~100,000
Location	Middle East
BSI Service or Solution	Supply Chain Improvement

Key Challenges
- Curbing costs in a period of declining oil prices

Why BSI was Selected
- Relationships at specialized suppliers
- Expertise in supply chain cost reduction through strategic procurement

Project Scope
- Non-leading-edge downhole tool technologies
- Reputed suppliers like Baker Hughes and Weatherford

Project Approach
- Negotiate purchase price of mature technology and spare components for already installed parts
- Adjustment of prices based on age of technology

Financial Benefits Realized
- 20% on upfront cost
- Further reduced prices for long term agreements

Operational Benefits Realized
- Increased standardization simplified operations and reduced maintenance costs

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