

## CASE STUDY

# Focused Tendering and Project Management Ensures Global Success

Supplier-Customer teamwork and global project management was key to success for the 33,000 barrels per day Gas-to-Liquids (GTL) facility developed by Chevron and Nigerian National Petroleum Corporation (NNPC) at Escravos, Nigeria.

Sulzer supplied 124 ISO 13709 (API 610) and non-ISO/API pumps for the EGTL/EGP-3 (Escravos Gas-to-Liquids/ Escravos Gas Project – Phase 3) Project making it one of the largest and most complex, multi-business projects in Sulzer’s history. Focused teams and dedicated Sulzer project management successfully brought together the work of eight Sulzer facilities, four Engineering Contractors (EPC) and six sub-suppliers from around the world.



Sulzer product export pump type BBT-D for EGTL/EGP-3 project

“ This is THE example of Best Practice in tendering and project management. ”

Chevron representative

### The challenge

Provide the customer with a simple process to coordinate the complex work of multiple global suppliers and various manufacturing locations and ensure efficient communication, timely delivery and successful project completion.

### The solution

From initial tender to finished installation, Sulzer provided “one face to the customer.” The first step was establishing one tendering engineer and team to create all tenders for this project. The early involvement of Sulzer’s twelve-person global project management team helped clarify customer requirements and identify the capabilities that would best meet those needs. Under the direction of one Sulzer project leader, the team included representatives from engineering, procurement, logistics, project management and documentation. With excellent and continuous communications between the customer’s team and Sulzer’s project team, the focus was on solutions. Regular telephone calls and face-to-face meetings enhanced the positive relationship of the two teams and allowed for prompt resolution of any issues during the process.

### Customer benefit

The Escravos project combined highest quality products and service to deliver customer value. First, the customer had the advantage of Sulzer’s complete pumps portfolio for the full range of ISO/API pumps and related services for this Gas-to-Liquids operations. Secondly, by working with a single point of contact at Sulzer for all aspects of tendering and project management, the customer was able to reduce costs related to procurement and contract management.

### The Sulzer difference

A single Sulzer tendering team presented consistent, compliant tenders for the EGTL/EGP-3 project. Through effective communications the team successfully managed the complex global combination of Sulzer locations, contractors and sub-suppliers.

## EGTL/EGP-3 project by the numbers

Customer: Chevron and Nigerian National Petroleum Corporation  
Application: Gas-to-Liquids plant  
Production: Converting 325 million cubic feet per day (9 million m<sup>3</sup>/day) of natural gas into 33,000 barrels per day of GTL diesel fuels, GTL naphtha and liquefied petroleum gas  
Location: Escravos, Nigeria, 100 km / 62 miles southeast of Lagos  
Scope of supply: 124 ISO 13709 (API 610) and non-ISO/API pumps

### Contact

[spyros.rotsos@sulzer.com](mailto:spyros.rotsos@sulzer.com)

### Applicable markets

Oil and gas downstream

### Applicable products

GSG, BBS/CD, BBTD, OHH/ZF, SJT