



PROGRESS - A SHARED ENDEAVOUR

Dry Chemical Powder (DCP) Skids are used to extinguish fires at offshore platforms. Being safety items these gradually turned from oligopolistic to monopolistic market places. As a requirement from the client, DCP Skids can only be procured from ONGC authorised vendors for B-127 and HRP-II projects. ANSUL (Tyco Fire), USA had patented the product and were the only vendors supplying skids charging an extra premium due to their monopoly. There was an urgent need for developing a new vendor to optimise cost and delivery time.

We approached M/s Vijay Fire who were approved vendors of ONGC but were not Underwriters Laboratory (UL) Listed. Moreover, their manufacturing process did not use UL Listed critical components. We helped them significantly to achieve both in order to become legitimate vendors of Skid.

Vendor Development

Details of Contributions Made:

- LTHE helped M/S Vijay Fire to out-source the skid structure fabrication to M/s Sachin Enterprises, Surat for quality fabrication of Skid structure

- Painting scope of DCP Skid was taken up by LTHE as the vendor did not have required capabilities

- We also contacted UL office to expedite UL certification of DCP Skid

Outcome

Total cost savings of INR 226 Lacs (51% as compared to the cost incurred in dealings with previous vendor)

B-127 Project:
INR 129 Lacs

HRP-II Project:
INR 97 Lacs

Delivery expedited
by **10 – 12 weeks**

With this UL certification M/s Vijay Fire is now approved for supply of DCP Skid in all future ONGC Projects