



Experts in Sourcing, Procurement & Consultancy

PEARLCON Business Services Limited



Your Global Sourcing Partner!

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PEARLCON - YOUR GLOBAL SOURCING PARTNER

COMPANY OVERVIEW

Pearlcon is a specialist supplying, sourcing and procurement company providing a wide range of services, including:

- Supplying and sourcing of equipment & spare parts on behalf of our clients from UK, US, European markets and China
- Providing procurement and logistics services, such as, sourcing, quality control, transportation, shipping and delivery of material to clients site
- Supplying materials tailored made to client needs and requirements according to their drawings and samples
- Procurement and Supply Chain consultancy

We combine our comprehensive expertise, experience and outcome-oriented approach, to support our clients to deliver their tactical objectives.

PROCUREMENT SOLUTIONS

Procurement is a high-impact activity that can enhance a company's performance and significantly improve the bottom line.

Pearlcon understands the strategic position of the procurement function within the organization and will work with you to provide purchasing gains in terms of operational spend, quality of service and effectiveness of the resources.

Pearlcon will provide a dedicated account management team, which will be supported by an IT infrastructure that will provide you with real time information on your day to day transactions.

Our buying offices are resourced with highly qualified engineers, buyers with extensive sourcing knowledge quality control engineers who inspect factories & products, and shipping & logistics specialists.

CLIENTS





WHY PEARLCON

PROCUREMENT CHALLENGES TO

In a typical organization, 80% of all procurement transactions constitute less than 20% of spend. These transactions tie up the organization valuable resources and the return on investment is negligible.

Pearlcon is specialized in dealing with back office processes and guarantee to save your resources, time and cost.

Pearlcon will help you overcoming the procurement challenges that face most of the organization, such as:

Delays: supplier fails to deliver on time

- One-off needs: hard to source materials
- Supply failure: supplier fails to deliver materials
- Too many suppliers to deal with
- Wasted resources: focusing on ordering & expediting multiple purchase orders for low value items
- Complex needs: A wide range of specific technical, complex & capital equipment required in short timeframes.

Often a situation arises in which your organization requires a critical item or piece of equipment – as quickly as possible. Without the item in question, your business faces costly delays.

Alternatively, your organization may need a one-off piece of equipment outside the scope of its usual suppliers. Without established purchasing partnerships, your business will pay more than it should.

Major organizations are now turning to the experts in sourcing and supply. Pearlcon's strategic sourcing team works exhaustively to identify and procure even the most elusive items.

You can be confident that, through our longstanding global alliances and dealer networks, Pearlcon can source anything you require – anywhere – and from a trusted source. Our partnerships allow us to match you with the ideal purchase, targeting value for money, product quality and the most convenient logistics solution to save you money and time.

PEARLCON ADVANTAGES

Simplicity

A single purchase order; a single invoice; a single point of contact.

Global reach

We give your business access to international suppliers without risk, providing better technology, value and availability.

Maximum efficiency

We seek to supply all goods 'On Time In Full,' with continuous KPI measurement delivered to you via regular structured reports

Comprehensive range

Access a complete range of products, from everyday consumables to large capital equipment.



PROCUREMENT SOLUTIONS

SOURCING & BUYING

Pearlcon has the knowledge and the expertise to help clients drive down costs and improve efficiency in their engineering equipment, consumables and spare parts purchasing.

Pearlcon has a proven track record of sourcing and supplying engineering equipment and spare parts to engineering, petrochemical & process industries.

In addition to serving companies in the UK and Europe, Pearlcon is also supplying various equipment, materials and components for projects, plant operation and maintenance for companies in the Middle East and North Africa.

The key to our success is the emphasis we place in maintaining a consistent quality service for all clients, whilst providing a range of options to meet their needs.

INTERNATIONAL NETWORK & OPERATIONS

When responding to enquiries from clients for overseas products and services, and when contacting overseas vendors & clients, we can draw on the cooperation and support of our international buying offices as necessary. We use our well established offices in the UK, US & China to source from the best suppliers for our clients.

Pearlcon's long relationship with the manufacturers means that we have special arrangements in place with numerous manufacturers throughout Europe, UK, US, China and other countries.

We have an established supplier base of more than 5,000 in various parts of the world. The close relationship with our suppliers has helped us in sourcing some of the most difficult products and items on a very competitive price basis - and on tight

INDUSTRIES WE SERVE

Pearlcon covers a wide spectrum of sectors including:

**OIL & GAS /
PETROCHEMICALS
SECURITY**

**MINNING AND
DRILLING
CEMENT**

**MEDICAL & HEALTH
CARE
INDUSTRIAL AND
PROCESS PLANTS**



SHIPPING, TRACKING & DOCUMENTATION

ON TIME DELIVERY

To ensure that deliveries to the users are never late, we employ a well established control method incorporating a computer system that undertakes integrated processing of all stages from issuing of Purchase Order, preparation of shipping documents, to shipping arrangements, and coordination with forwarders, etc.

The progress of every order is strictly chased for “on-time” delivery. Each order is packed and marked in accordance with the instructions on the purchase order.

SHIPPING SERVICES

Our long established relationships with freight forwarders throughout the world means that we can offer the full logistics service including clearance and delivery to our clients warehouses.

If you do not have an appointed freight forwarder, our shipping department would be able to quote you a price to your chosen destination.

ONE STOP SHOP

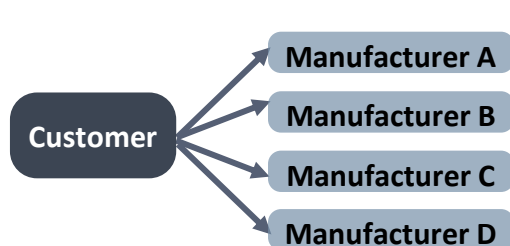
One-Stop-Solution is designed to support your entire Procurement Chain from start to finish.

Pearlcon will be your single point of contact for the scope we define and agree together. We will manage the process with all its complexities and optimize the entire procurement value chain.

The following Pearlcon's services will save the customer time and money in the procurement process:

- Quick access to right contact
- Quick and appropriate quotations
- Negotiations for most competitive prices and shortest deliveries
- Coordination with forwarder

CURRENT: MULTIPLE CONTACTS



WITH PEARLCON: SINGLE POINT OF CONTACT





KEY PRODUCTS PORTFOLIO

Scope of Supply/Products Portfolio

ANALYZERS
 ACTUATORS
 BEARINGS
 BLOWERS & FANS
 BUSHINGS
 CATHODIC PROTECTION EQUIPMENT
 COUPLINGS
 DETECTORS
 FILTERS
 FITTINGS
 FLANGES
 GASKETS
 GAUGES
 HOSES
 MEASURING EQUIPMENTS

INSTRUMENTATION EQUIPMENTS
 METERS
 MOTORS
 PIPES
 PUMPS
 SEALS
 STRAINERS
 SWITCHES
 THERMOCOUPLES
 TUBING
 VALVES
 WELLHEAD CONTROL PANEL
 WELLHEAD ACCESSORIES
 FIRE FIGHTING AND SAFETY ITEMS
 ELECTRICAL EQUIPMENTS AND ACCESSORIES



We also supply spare parts for compressors, engines, exchangers, pumps, drilling equipments, dryers and other process and rotating equipments.

BRANDS

Some of the brands we have supplied to our valued clients but are not limited to:



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Your Global Sourcing Partner!

Some of the Brands we have supplied to our valued client but are not limited to



LOCATIONS

Main Office, UK

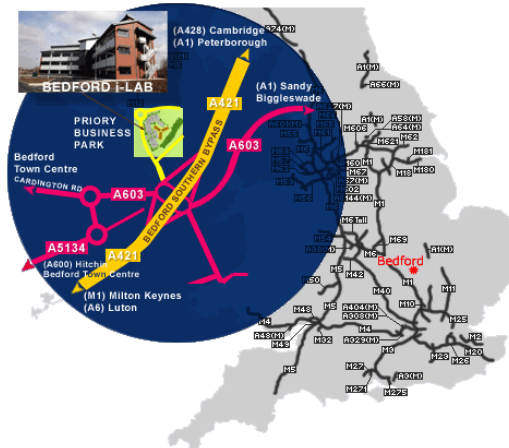
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INTERNATIONAL PRESENCE

- SAUDI ARABIA
- QATAR
- PAKISTAN
- TUNISIA
- ALGERIA
- MALAYSIA
- KENYA
- USA
- INDIA
- BANGLADESH