

## Excellent team work wins Algiers Refinery Revamp Instrumentation Project LSU France & PMU Lenno

With this project SONATRACH (National Oil & Gas company of Algeria) wanted to increase the quantity of oil refined in Algiers, as well as adapt it to the European Standard. EIL in India wrote the FEED and acted as the PMC during execution. TECHNIP FRANCE won the EPC of that project in a public tender.

### A short description of the way we won

We are pleased to announce that ABB MP France has received a contract from TECHNIP FRANCE for the ALGIERS REFINERY REVAMP project requiring 1817 between Pressure and Temperature transmitters (including spares and additional scope). This order was won against very stiff competition from Emerson Process and its value was 1.5 million USD.

Winning this order is a particular achievement as TECHNIP FRANCE had a frame agreement for pressure transmitters and a long history with Emerson. We started in a position where “everybody” was saying “we do not have the possibility and will to offer the market prices” to the level required to win those tenders. The ABB MP France team got itself into the running and worked, along with the factories, to create a great opportunity for ABB.

### Our solution:

TECHNIP FRANCE and ABB MP France have put a very strong focus on their relationship in the recent last three years. This project is by far the largest for field instruments ever signed between TECHNIP FRANCE and ABB.

The relevant order was it as well the largest order for ABB MP France in 2012 (after PMP CEMS with TECHNIP was also the largest order in 2011) and one of the largest orders that the LENNO factory has received in the course of 2012.



### Why did we win?

A factor that helped win this order was the qualified technical consultancy ABB was able to offer about the critical hydrogen service application for limiting the use of costly solutions ( i.e. gold plated membrane) to only those cases where the process was really requiring it.

The other factor that helped was the “never give up” attitude and capitalizing on previous tender losses to define the right approach on this one. Defining the “market price”, supporting the customer with appropriate responses at the right time were key. This success is also a good example of team work. ABB’s team strategy worked well with all ABB divisions working together on this project within the French “COG team” (this portion followed the Power Management System, the Low Voltage Switchgears, a frame agreement for the Low Voltage Motors, totalling about 10MUSD of PO), with the support and experience of the PA-OGP Bureau d’Alger. ABB MP France team worked together with the EPC and the ABB LENNO and MINDEN teams worked on the design to make a competitive and technically compliant offer.

# Contact us

For more information contact:

**Denis Baranger**

**ABB France SAS**

**Process Automation – Measurement Products**

3 avenue du Canada,  
91978 Les Ulis, France

Phone: +33 164869839

email: [denis.baranger@fr.abb.com](mailto:denis.baranger@fr.abb.com)

**Giorgio Molteni**

**ABB S.p.A.**

**Process Automation – Measurement Products**

Via Statale 113,  
22016 Lenno (Co), Italy

Phone: +39 0344 58321

email: [giorgio.molteni@it.abb.com](mailto:giorgio.molteni@it.abb.com)

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