

**DEEPAK**

**Email:** [**Deepak.390093@2freemail.com**](mailto:Deepak.390093@2freemail.com)

**Experience:**

25 years’ experience in managing procurement department at various hierarchies for EPC refinery, power plant and gas compressor, generator skid and BOP (Balance of plant) manufacturing projects in India & U.A.E

Experience in refinery, power plant construction ,Refinery relocation project , and EPC contractor for the relocation, reconstruction of project. Overseas procurement, global sourcing of materials required for oil & gas downstream, upstream, exploration, power, process plant construction and shutdown projects from international reputed organizations.

Company is platinum distributor for GE Waukesha and Ariel compressors. Company design, procure and fabricate the compressor skid to requirement.

**Achievement and capabilities:**

* Managed projects successfully, developed project tracker to monitor the process of BOM (bill of materials) budgets.
* Managed and successfully developed reliable source for critical materials for zone 2 applications materials including alternators for fast track and shutdown projects.
* Managed and developed part sales market for GE Waukesha spares in India in 2015~16, support requested by part sales team and achieved approximate $ 500K sales.
* Part sales developed resulted in approximate USD 2 million sales in India with the sale of gas engine in 2017
* Directed and developed the consolidation point at USA to save cost, time and to ship the part sales materials directly to clients. Resulted in cost, time reduction. Approx. USD 250K
* Managed and developed subordinates for department business activities.
* Experienced to source the materials from stock for the shutdown projects.
* Managed and successfully achieved the cash flow improvement by negotiating the payment terms for the projects.

**Responsibilities:**

* Responsible for sourcing equivalent standard, code materials required for the project.
* Negotiation with vendor for all commercial terms prior to concluding, proposing purchase process for management approvals as per delegation of authority.
* Coordinating with project team, engineering for technical approvals meeting project, client materials specifications.
* Reviewing the BOM (bill of materials) with the specifications.
* Reviewing the actual project budget for the materials, as against final purchase price and maintain the budget details.
* Estimating, arranging price for project bidding required from industry repute companies for fabrication requirements, pressure vessel, structural and major materials control valves, alternator, motors, air coolers, radiator, silencers to mention
* Maintain project tracker and to control the material flow to complete the requirements.
* Spend analysis of project
* Project Budget reporting
* Cash flow requirement for ongoing projects and any other major requirements.
* Tender estimate for all fabrication, bought-out materials.
* Vendor development to requirement in addition to existing vendor base.
* Vendor qualification, performance analysis ( annual basis for the selected vendors )
* Control activity of department subordinates, direct to resolve and complete the task pending.
* Routine approval control from subordinates for purchase process
* Manpower sourcing required on hire at remote site on short term mobilizations.
* Logistic estimate for incoming materials, project tenders.

Sept 2010**-** Sept 2011 **-** Senior Procurement Engineer – Citiscape LLC Abu Dhabi, U.A.E. Companyis a specialized EPC contracting company in the fields of MEP (mechanical, electrical and plumbing),landscape, irrigation and hardscape engineering.

Company is presently executing various contracts at Abu Dhabi and Dubai,U.A.E ,Qatar and K.S.A

Company is executing project for ALDAR Properties PJSC Abu Dhabi,U.A.E and Laing O'Rourke Abu Dhabi, U.A.E

**Responsibilities:**

* Responsible for sourcing equivalent standard, code materials required for the project.
* Coordinating with project team to get client approval for alternate equivalent standard, code materials proposed to client along with all technical submittal.
* Reviewing the contract documents for materials specification and documents submittal required.
* Reviewing the actual project budget for the materials, as against final purchase price.
* Reviewing for scope to develop rate contract agreements for commodity materials like cement, concrete paving, granite tiles.
* Monitoring the day to day activity of 4 buyer to improve the procurement process.
* Estimating price for project bidding required. The present project bidding awarded project cost approx. US$ 100 mill.

August 2004 – Aug 2010 Senior Procurement Engineer –M/s Inter Equipment Co Ltd, Jebel Ali Dubai, U.A.E.

Inter Equipment Co Ltd - ISO certified Trading Company dealing with Major shutdown, upstream and downstream Oil & Gas companies and EPC, MEP companies to name BP Pakistan, Canadian Nexen, Safer and Dove Energy, Yemen and GASCO, Abu Dhabi, U.A.E. Company has client base spread in 26 Countries and re-exporting from Jebel Ali, Dubai U.A.E facility.

Company is master distributor of following global manufacturer of valves, pipe, pipefitting and gaskets required for oil and gas, power industry:

* Circor Energy Inc USA for their brands - KF and Contramatics – Ball, Check, Butterfly, Needle & Isolator Valves to ANSI,ASTM, API6A,6D
* Circor Energy Inc group company - Spence Engineering for their products- Strainer and steam traps to ASTM standard.
* Flexitallic Ltd,UK for marketing, stocking and distributing their - semi-metallic, metallic Gaskets to ASME,API 6A and ASME B16.20 standard to suit API 6B and ASME B16.5 flanges. And other specialized sealing solution products manufactured.
* Newman Inc USA for marketing their - Gate and Globe valve to ASTM, API standard.
* Company is marketing, stocking and distributing seamless carbon steel line pipe manufactured by V&M France, Tubos Reniudos, Spain to API 5L,ASTM A106 GRB, A333 GR6 to NACE MR-01-75 Standard and Hyundai-Hysco, Korea manufactured ERW pipe to API 5L GR. B to NACE MR-01-75 Standard.
* Company is marketing, stocking and distributing butt-weld pipefitting from Interfit, France to ASTM A234 WPB, ANSI B16.9 TO NACE MR-01-75 Standards and Flanges manufactured by Ulma, Spain, Metalfar, Italy to ANSI B16.5, NACE MR-01-75 standard.
* Company is marketing, stocking and distributing structural steel to ASTM standard, steel plate of Korea, Japan origin to ASTM A36 standard and grade.

Company executed following large project supply contracts:

* GASCO Abu Dhabi, U.A.E- gas gathering station project supplied with pipe, pipe fitting, valves and gasket complete in Stainless steel ASTM A312 TP316/316L, A403 GR.WP316/316L with the wall thickness upto 20mm welded.
* BP and Descon Engineering Pakistan supplied with alloy steel materials to 400/625/825 and duplex steel grade UNS31803 seamless pipe, pipe fitting.
* Total,Yemen project is supplied with Check valves manufactured by Shipham Valve, UK

**Achievement and capabilities:**

* Successfully established procurement department to continuously source equivalent standard, code materials required for oilfield, industrial and construction equipment supply divisions of the company from reliable global vendors with the effective cost meeting delivery period required.
* Assigning, Supervise, guide and control purchasing process by Buyers successfully.
* Introduced format to monitor improve the procurement approval process.
* Successfully implemented changes required in the procurement procedure.
* Successfully sourced complete materials required for GASCO gas gathering station project at Abu Dhabi, BP, Descon, Pakistan, Total E&P, Dove Energy, Yemen Project to improve and turnout the project to profitability.
* Developing potential quality, reputed vendors.
* Defining the project procurement plan, that helped better control on procurement activities, achieved cost control, improvement in profitability to fulfill goal of the company.
* Attended sales & marketing conference at Flexitallic Ltd,UK, gained experience shared by other global participants, understanding the new development in the industry, demand for new products.
* Developed good business relation with global manufacturer for pipe, pipefitting, valve and gasket to name V&M, Interpipe, Productos Tubulares, Tubos Reniudos, Hysco, SeHa, Rivit, Geminox, Interfit, OMR, Erne, TK Coprn., SK Corpn., Circor, Newco, OMB, Boteli, KVC, Shipham, Goodwin, Bonney forge, Flexitalic
* Successfully processed materials purchase worth US$ 75 mil per annum required for project, stock.

**Responsibilities:**

* Responsible for global sourcing and Procurement Activity of Companies Oilfield, Industrial, and Construction supply divisions with the team of 2 buyers.
* Finalizing the stock order with the approval of manager and management upon analyzing historical purchase price against present market price and demand forecast with sales department.
* Finalize distributorship agreement for new products in co-ordination with sales department.
* Vendor evaluation, monitoring the vendor registration and data base maintenance (in-house developed software system) and Floating Enquires and evaluating the quote received before forwarding to Sales Department.
* Issuing the Foreign Purchase Order upon receipt of foreign procurement request from the Sales department with approval from manager and management.
* Monitoring the purchase order issued for requirement of the third party inspection, payments with the letter of credit terms, documents and inspection report to complete the requirement.
* Claim with vendor for nonconformance of materials received based on QA&QC report to resolve the claim and to complete the order.
* Issuing the blanket stock order on principle manufacturer required for stock replenishment in co-ordination with the sales department.
* Logistic Control of the Issued Foreign Purchase Orders through the company nominated Air / Ocean Freight Forwarding Agent, obtaining all required shipping, commercial documents.
* Exploring the New Logistic Partners Overseas / Local for the better logistic control of issued foreign purchase orders to finalize the order with the cost effective shipping.
* Monitor the day to day activity of the engineer, buyer for the completion of the procurement activity.
* Monitoring the procurement activity report, purchase requisition status, non-compliance, and deviation close-out report.

July 2001 – August 2004 Contracts & Procurements Executive **M/s Dodsal Pte Ltd, Dubai, U.A.E**

Dodsal Pte Ltd, Dubai, U.A.E is leading EPC contractor in the field of cross-country pipeline for oil & gas and power plant construction. During my tenure of service, was involved in the following projects:

* **182 Kilometers 24” Natural** Gas Pipeline between Al Ain and Fujairah for Dolphin Energy Limited, Abu Dhabi to provide gas to the new power and desalination plants of Union Water and Electricity Company (UWEC) in the UAE’s East Coast Emirate of Fujairah

Dodsal Pte Ltd executed the project to Dolphin Energy Limited, Abu Dhabi as Engineering Procurement & Construction Contractor for the project.

* **1500MW Power** and Desalination Plant for Shuweihat CMS International Power Company, U.A.E, Contractor Siemens AG Power Generation Group, Germany

Dodsal Pte Ltd was Responsible for Erection of Piping & Boiler Piping for 5 Gas Turbine, 2 Steam Turbine, 5 Waste Heat Recovery Boiler.

* **855MW DUBAI ELECTRICTY** AND WATER AUTHORITY Jebel Ali Power and Desalination – Station “K” Phase II.

Dodsal Pte Ltd, was working with Consortium of Engineering/Procurement Contractor ENELPOWER S.p.A Italy and FISIA ITALIMPIANTI, Italy.

Dodsal Pte Ltd was Responsible For Erection Of 3 Gas Turbine, 2 Steam Turbine, 3 Waste Heat Recovery Boiler And 2 Auxiliary Boilers With All The Interrelated Piping.

**Achievement and capabilities:**

* Established contract & procurement department at site within short span of time.
* Developed new vendors from local, overseas market required for the project.
* Successfully utilized project purchase budget within the stipulated budget.
* Successfully processed material purchase, hire, work order, subcontract worth US$ 300 mil for the project.

**Responsibilities:**

* Heading contracts & procurements department at site, reporting to project control manager.
* Processing material requisition from the engineering, project construction department to meet the BOQ requirement for pipe, pipefitting, valve, gaskets.
* Floating enquires to the local and foreign vendors, evaluation of quotations (technical & commercial) to prepare necessary documents for management approval as required.
* Negotiation of quotation received, awarding purchase order, subcontracts, work orders, hire agreements; successfully processed work order, hire agreements of tank refurbishment, heavy equipment crane, excavator, power equipment.
* Completing documents necessary in accordance with the company policy to obtain management approval prior to issuing purchase order, work order, and hire agreements.
* Expediting with the vendors for delivery and ratification of materials received for noncompliance, deviation for required specification upon quality inspection report.
* Vendor registration, evaluation and development of new vendors.
* Update, build-up data in company developed software and maintain all records.
* Prepare global purchase approval report for management review approval.

March,1999 – July,2001 Senior Engineer - Materials **M/s Nagarjuna Oil Corporation Ltd.** (**NOCL**) **Cuddalore,Tamil Nadu INDIA.**

NOCL is a Subsidiary Company of Nagarjuna Fertilisers & Chemicals Ltd. Hyderabad, India. The Company was relocating existing refinery of 6.5 MMTPA capacity from Worthembergh, Germany to Cuddalore in India.

**Responsibilities:**

* Preparation of General Condition of Contract for the project supply materials.
* Processing the requisition received from user department for construction materials, issuing purchase order, hire agreement and subcontract upon approval in accordance with the company policy.
* Monitoring issued purchase orders, subcontract, and hire agreement till completion.
* Interaction with the QA & QC, vendor for the required ratification, deviation in the received materials upon completion of inspection by QA & QC.
* Certify vendor invoice for the materials receipt and advice account for payment.
* Deputed to ABB Lummus Crest, Mauritius in materials department to coordinate the movement of all dismantled materials from Germany for receipt and refurbishment of materials.
* Vendor Registration, evaluation and development.

**Achievement**:

* Involved in SAP material module at implementation stage as user
* Review of dismantling of plant for materials movement from Germany to India by appointed contractor Stork.
* Double bonding warehouse arrangement to save demurrage at Chennai port.
* Interaction with ABB lummus crest team as part of PMC team.
* Successfully processed materials purchase for project site construction worth US$35 mill

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March 1997 to February 1999 Materials Officer **M/s Toyo Engineering (India) Ltd.** **INDIA.**

Worked as Materials Officer in materials group at MRPL site (Mangalore refinery & petrochemical Ltd Mangalore, Karnataka, India) phase II refinery expansion with addition of 6MMTPA refining capacity to the existing 3 MMTPA, was reporting to materials group head.

Toyo Engineering (I) Ltd as PEC for project, monitoring the subcontractor L&T, Bridge & Roof, KTI and UDHE India etc

Major portion of materials for the project pipe, pipefitting and valve are procured from Japan office meeting BOQ requirement and client approval i.e. stainless, alloy steel pipe, pipefitting and welded ERW pipe, reactors, reformers, burners, refractories, valves. Indian head office at Mumbai issued purchase order for balance materials with Indian manufacturer.

**Responsibilities:**

* Processing material requisition from the site office for the additional job with the client approval and coordinate with Japan, India office for the procurement action required.
* Monitor all issued purchase order from Japan, India office for delivery of the materials, shipping documents, coordination with vendor.
* Invoice certification for the materials received at site and coordinating with client for payment.
* Interact with QA & QC for approval of received materials at site and reporting to vendor for required ratification, deviation in the received materials. Claim with the insurance, vendor jointly with client.
* Involved in over dimension cargo movement planning for large reactor, pressure vessel received from overseas, Indian manufacturers by ocean freight, barge.
* Monitoring materials required line wise with the free issue of materials to subcontractor and updating the data in internally developed system.
* Vendor registration at site, evaluation and development.

**Achievement**:

* Interaction with the subcontractor, monitoring subcontractor for the materials requisition raised on free issue materials for the project.
* Procurement process of pipe, pipefitting and valve and rotating equipment used in the refinery.
* Subcontract document review, documentation requirement for movement of materials.
* Third party material inspection involvement.

Jan 1997-March1997 **M/s Super Forging and Steel Ltd, Kolkata, INDIA.** Manufacturer of alloy and tool steel in Kolkata.

Conduct market survey for product in Mangalore district.

Surveyed target automobile leaf spring industries in south Karnataka district and understand the demand for basic raw materials for automobile leaf spring EN45 grade steel strip.

October 1992-December 1996 **M/s Baliga Exports (P) Ltd. – Udupi, INDIA.** Company is manufacturing fish net and fabricating fish netting machine.

Worked as Trainee Production Engineer; promoted there after as Production Engineer in 1994 till my service December 1996.

**Academic Profile:**

Bachelor of Industrial and Production Engineering (1991) from Manipal Institute Of Technology, Manipal, Karnataka State (affiliated to Mangalore University, Mangalore, Karnataka State India).

Member of – **CIPS, UK** (The chartered institute of purchasing and supply; UK)

**Computer Proficiency:**

Operating systems and windows, SAP-Materials Module (trained as user in Nagarjuna Oil Company, Cuddalore, India), Microsoft office (Word, Excel, Access and Power Point)