

# TECHNICAL & COMMERCIAL PROPOSAL

In Response to: RFQ-2026-BRG-001  
Industrial Control Valves — Borouge Polyolefin Plant, Ruwais

Field	Details
Bidder	Flowserve Middle East FZE
Headquarters	Irving, Texas, USA
Regional Office	Dubai Silicon Oasis, UAE — Regional HQ for MEA
Bid Reference	FS-MEA-2026-RFQ-0215
Submission Date	26 February 2026
Contact Person	Mr. James Mitchell, VP Sales — Middle East & Africa
Email	j.mitchell@flowserve.com
Validity	120 days from submission

## PART A — COMPANY PROFILE & EXPERIENCE

Flowserve Corporation (NYSE: FLS) is a global leader in flow control products and services for critical industries. With 170+ years of heritage brands including Valtek, Kammer, Gestra, Edward, and Limitorque, Flowserve delivers the broadest control valve portfolio in the industry. Our Middle East & Africa regional headquarters in Dubai supports over 1,200 installed sites across the GCC with dedicated engineering, service, and project management teams. Flowserve is an established supplier to ADNOC group entities with a continuous relationship spanning 25+ years.

### Key Facts

- Founded: 1849 (heritage brands) | NYSE: FLS
- Global Revenue: USD 4.3 billion (2025) | Employees: 16,000+
- Control valve brands: Valtek, Kammer, Gestra, Edward
- Actuator brand: Limitorque (industry standard)
- GCC installed base: 45,000+ control valves across ADNOC, Saudi Aramco, KNPC, QatarEnergy
- ADNOC approved vendor since 1998

### Manufacturing Facilities

- Manufacturing: Springville, Utah, USA (Valtek globe valves) — 35,000 sqm
- Manufacturing: Essen, Germany (Kammer globe & butterfly) — 18,000 sqm
- Manufacturing: Chennai, India (ball valves, actuators) — 22,000 sqm
- Quick Response Center: Jebel Ali, Dubai — 6,000 sqm, valve repair, actuator assembly, spare parts hub

- Service: ADNOC-approved field service team based in Abu Dhabi (12 technicians)

## PART B — TECHNICAL PROPOSAL

Flowserve proposes its Valtek Mark One globe control valves (industry benchmark for petrochemical service), Kammer butterfly valves, and Edward ball valves — all proven platforms with 50+ years of operational data in polyolefin applications worldwide. Actuators will be Flowserve Limitorque, the most widely installed actuator brand in ADNOC facilities. Positioners will be Flowserve Logix 3800 digital controllers with integrated diagnostics.

### Technical Compliance Summary

Specification	Compliance	Notes
IEC 60534 / ISA S75	Fully Compliant	Valtek is the reference design for IEC 60534
Pressure Rating (ANSI 150-600)	Fully Compliant	Up to ANSI 2500 available
Temperature Range (-29 to 425°C)	Fully Compliant	Cryogenic to 650°C range available
Body Material (WCB / CF8M)	Fully Compliant	Full range including exotic alloys
Stellite 6 / WC Trim	Fully Compliant	Proprietary Flowserve S6+ coating exceeds standard
HART 7.0 / FF H1	Fully Compliant	Logix 3800 supports HART, FF, Profibus
FCI 70-2 Class V/VI	Fully Compliant	Class VI standard on all Valtek globe valves
ISO 15848-1 BH	Fully Compliant	TA-Luft and ISO 15848-1 certified
SIL 2 (IEC 61508)	Fully Compliant	SIL 3 certified by Exida
ATEX Zone 1 / IECEx	Fully Compliant	Full range certified

### Quality Assurance

- ISO 9001:2015 certified (all facilities)
- API Q1 certified (Springville, Essen, Chennai)
- Full API 598 testing with radiographic weld inspection for critical service
- FAT at Springville or Essen with live video streaming for remote witness
- EN 10204 3.2 certificates with third-party inspection (TUV, BV, Lloyd's)
- Flowserve LifeCycle Advantage — predictive diagnostics from factory to field

## PART C — COMMERCIAL PROPOSAL

Item	Quantity	Unit Price	Line Total
Globe Control Valves — Valtek Mark One	120	AED 32,500	AED 3,900,000
Butterfly Control Valves — Kammer	85	AED 21,000	AED 1,785,000
Ball Control Valves — Edward	60	AED 26,500	AED 1,590,000
Actuators — Limitorque	265	AED 9,800	AED 2,597,000
Positioners — Logix 3800	265	AED 5,200	AED 1,378,000
Spare Parts Kit (2-year)	Lot	—	AED 850,000
Installation & Commissioning	Lot	—	AED 1,100,000
3-Year Maintenance Contract	Annual	AED 320,000/yr	AED 960,000

**Total Bid Value: AED 14,160,000 (USD 3,857,000)**

5-Year Total Cost of Ownership: AED 16,500,000 (including 5-year maintenance, spares, and energy cost)

### Payment Terms

We accept Borouge's proposed payment terms: 30/60/10. Flowserve global credit terms are Net 60. We propose standard Flowserve terms for maintenance portion: quarterly invoicing in arrears.

### Warranty

36-month warranty from commissioning on all Flowserve manufactured equipment. Limitorque actuators carry industry-leading 60-month warranty. Logix positioners warranted for 36 months. Comprehensive warranty covers defects in design, materials, and workmanship. Includes free replacement parts and field service labor during warranty period.

### Delivery Schedule

- Phase 1 (Globe Valves — Valtek): 22 weeks from PO — delivery by September 2026 (1 month late vs. August target)
- Phase 2 (Butterfly & Ball): 20 weeks from PO — delivery by October 2026 (1 month ahead of November target) ✓
- Note: Phase 1 delivery is 4 weeks beyond requested schedule due to Springville production backlog
- Mitigation: We can expedite 60% of Phase 1 globe valves from Essen (Germany) for August delivery, remainder from Springville in September
- Incoterms: DAP Ruwais as requested

## PART D — HSE DOCUMENTATION

Flowserve maintains a world-class HSE program under our Zero Harm initiative, certified to ISO 45001:2018 across all global facilities. Our Middle East operations are fully ADNOC SHE compliant with 25+ years of continuous ADNOC contractor approval. We maintain dedicated HSE professionals in Abu Dhabi with full OSHAD compliance. Flowserve was recognized with the ADNOC HSE Excellence Award in 2023.

### HSE Statistics (Last 5 Years)

Metric	2021	2022	2023	2024	2025
LTIFR	0.10	0.09	0.08	0.07	0.06
TRIR	0.28	0.25	0.22	0.20	0.18
Near Misses Reported	520	610	725	840	950
Fatalities	0	0	0	0	0
Safety Training Hours	85,000	92,000	98,000	105,000	112,000

### HSE Certifications

- ISO 45001:2018 (all facilities)
- ISO 14001:2015 (all facilities)
- OSHAD SF certified
- ADNOC SHE approved (since 1998)
- ADNOC HSE Excellence Award 2023

## PART E — ESG & SUSTAINABILITY

Flowserve published its 12th annual Sustainability Report in 2025, aligned with GRI, SASB, and TCFD frameworks. Key highlights: (1) Science-Based Target: Committed to 50% reduction in Scope 1+2 emissions by 2030 (vs. 2019). Currently at 38% reduction. (2) Renewable Energy: 72% of global electricity from renewable sources. Springville facility 100% solar-powered since 2024. (3) Water: 40% reduction in freshwater withdrawal vs 2019. (4) Circular Economy: RedRaven IoT platform extends valve lifecycle by 40%, reducing replacement waste. (5) Social: 30% female board representation, \$12M community investment in 2025, Living Wage employer. (6) Governance: ESG-linked executive compensation, independent Board ESG committee. Carbon footprint: Scope 1: 18,500 tCO2e, Scope 2: 31,200 tCO2e. CDP Climate Score: A-.

## PART F — ICV (IN-COUNTRY VALUE) PLAN

Flowserve has operated in UAE since 2005 through Flowserve Middle East FZE (Jebel Ali). Current ICV Score: 32% (certified 2025). ICV improvement plan: (1) Expanding Jebel Ali Quick Response Center to include actuator assembly and valve modification — adds 6% ICV. (2) Hiring 8 additional UAE-based engineers in 2026 (3 UAE nationals). (3) Local procurement: valve accessories, gaskets, and fasteners from UAE suppliers. (4) Subcontracting installation to UAE-based contractors (ADNOC approved). Projected ICV: 40% by Year 2.

## PART G — PROJECT REFERENCES

**ADNOC Offshore — Das Island — NASR Full Field Development — 320 control valves**

*Value: AED 28M | Year: 2021-2024 | Contact: projects@adnocoffshore.ae*

**Saudi Aramco — Jafurah Gas — Supply of 500+ Valtek control valves for gas processing**

*Value: USD 18M | Year: 2023-2025 | Contact: vendormgmt@aramco.com*

**Borouge — PP4 Plant, Ruwais — Replacement of 45 Valtek globe valves during turnaround**

*Value: AED 5.8M | Year: 2022 | Contact: Known to Borouge procurement team*

**QatarEnergy — North Field Expansion — EPC contractor valve supply — 1,200 units**

*Value: USD 42M | Year: 2023-2026 | Contact: nfe.procurement@qatarenergy.qa*

## PART H — CERTIFICATIONS

The following certifications are held and copies are attached:

- ISO 9001:2015 (all facilities)
- ISO 14001:2015 (all facilities)
- ISO 45001:2018 (all facilities)
- API Q1 (Springville, Essen, Chennai)
- ATEX / IECEx (full range)
- SIL 3 per IEC 61508 (Exida certified)
- ISO 15848-1 Class BH + TA-Luft
- PED 2014/68/EU
- NACE MR0175/ISO 15156
- CRN (Canada)
- ADNOC Approved Vendor (since 1998)
- ICV Certificate — 32% (2025)