

TECHNICAL & COMMERCIAL PROPOSAL

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

Field	Details
Bidder	Al Mansoori Valve Systems LLC
Headquarters	Abu Dhabi, UAE
Regional Office	KIZAD, Abu Dhabi
Bid Reference	AMS-BRG-2026-077
Submission Date	26 February 2026
Contact Person	Eng. Mohammed Al Mansoori, Managing Director
Email	m.almansoori@amvalves.ae
Validity	120 days from submission

PART A — COMPANY PROFILE & EXPERIENCE

Al Mansoori Valve Systems LLC (AMS) is a 100% Emirati-owned valve solutions company established in 2015, headquartered in Abu Dhabi. We specialize in valve assembly, modification, repair, and supply for the UAE oil & gas and industrial sectors. AMS operates under the strategic vision of supporting UAE's industrial diversification through local manufacturing. We are an authorized distributor and assembler for Samson AG (Germany) control valves and manufacture our own AMS-Series butterfly and gate valves at our KIZAD facility.

Key Facts

- Founded: 2015 | 100% Emirati-owned
- Employees: 180 (42 UAE nationals — 23% Emiratization)
- Annual Revenue: AED 85 million (2025)
- ICV Score: 72% — highest in UAE valve sector
- Authorized Samson AG distributor and assembler for UAE & Oman
- ADNOC ICV Champion Award 2024

Manufacturing Facilities

- Manufacturing & Assembly: KIZAD, Abu Dhabi — 5,500 sqm, butterfly/gate valve manufacturing, Samson control valve assembly, hydrostatic testing, painting
- Service Center: ICAD I, Mussafah — 1,800 sqm, valve repair, refurbishment, emergency service
- Warehouse: KIZAD — 2,000 sqm, spare parts and finished goods

PART B — TECHNICAL PROPOSAL

AMS proposes Samson AG globe control valves (Series 240/250) for critical service applications combined with our locally manufactured AMS-Series butterfly valves for utility and general service. Ball valves will be sourced from Samson (Type 3310/3321). All assembly, testing, and quality control for Samson products will be performed at our KIZAD facility. This model maximizes UAE local content while delivering German engineering quality.

Technical Compliance Summary

Specification	Compliance	Notes
IEC 60534 / ISA S75	Fully Compliant	Samson certified
Pressure Rating (ANSI 150-600)	Fully Compliant	—
Temperature Range (-29 to 425°C)	Partially Compliant	AMS butterfly max 300°C. Samson handles high-tem
Body Material (WCB / CF8M)	Fully Compliant	—
Stellite 6 / WC Trim	Partially Compliant	Stellite 6 available. WC trim available on Samson or
HART 7.0 / FF H1	Partially Compliant	Samson 3730 positioner: HART 7.0 only. FF H1 not
FCI 70-2 Class V/VI	Partially Compliant	Class V on Samson globe. Class IV on AMS butterfl
ISO 15848-1 BH	Partially Compliant	Certified on Samson products. AMS-Series: ISO 15
SIL 2 (IEC 61508)	Fully Compliant	Samson SIL 2/3 certified by TUV
ATEX Zone 1 / IECEx	Fully Compliant	Samson full range certified

Noted Deviations

- Deviation D1: AMS-Series butterfly valves max temperature 300°C vs. specified 425°C. Steam header and high-temperature applications will use Samson globe valves.
- Deviation D2: Foundation Fieldbus H1 not available. All positioners HART 7.0 only.
- Deviation D3: AMS-Series butterfly valves meet ISO 15848-1 Class CH, not Class BH as specified. Class CH provides adequate fugitive emission control for utility service. Critical service valves (Samson) meet Class BH.
- Deviation D4: AMS-Series butterfly valves meet FCI 70-2 Class IV, not Class V/VI as specified. For applications requiring Class V/VI, Samson globe valves will be supplied.
- Deviation D5: WC trim not available on AMS-Series. Stellite 6 is available. WC trim applications will be fulfilled by Samson products.

Quality Assurance

- ISO 9001:2015 certified (KIZAD facility)
- API Q1 — NOT held (not applicable for current product range)
- Samson products carry full OEM German certifications
- Hydrostatic testing per API 598 at KIZAD
- FAT available at KIZAD facility — no international travel required
- Material certificates per EN 10204 3.1 for AMS products, 3.2 for Samson

PART C — COMMERCIAL PROPOSAL

Item	Quantity	Unit Price	Line Total
Globe Control Valves — Samson 240/250	120	AED 22,000	AED 2,640,000
Butterfly Control Valves — AMS-Series	85	AED 8,500	AED 722,500
Ball Control Valves — Samson 3310	60	AED 15,000	AED 900,000
Actuators (Pneumatic & Electric)	265	AED 6,500	AED 1,722,500
Smart Positioners — Samson 3730	265	AED 3,200	AED 848,000
Spare Parts Kit (2-year)	Lot	—	AED 350,000
Installation & Commissioning	Lot	—	AED 580,000
3-Year Maintenance Contract	Annual	AED 165,000/yr	AED 495,000

Total Bid Value: AED 8,258,000 (USD 2,249,000)

5-Year Total Cost of Ownership: AED 9,900,000 (including 5-year maintenance, spares, and energy cost)

Payment Terms

We accept Borouge's proposed terms: 30/60/10. As a local SME, we request consideration for 40/50/10 to support our cash flow. We are flexible and open to discussion.

Warranty

24-month warranty from commissioning on all equipment. Samson products carry additional OEM warranty terms from Germany. AMS-Series: 18-month warranty on butterfly valves.

Delivery Schedule

- Phase 1 (Globe Valves — Samson): 18 weeks from PO — delivery by August 2026 ✓
- Phase 2 (Butterfly — AMS-Series): 8 weeks from PO — delivery by July 2026 (well ahead of schedule) ✓
- Phase 2 (Ball — Samson): 16 weeks from PO — delivery by September 2026 ✓
- Incoterms: DAP Ruwais — delivered from KIZAD (45 min drive)
- Emergency supply: same-day delivery from KIZAD warehouse for stocked items

PART D — HSE DOCUMENTATION

AMS is committed to the highest HSE standards in alignment with Abu Dhabi's OSHAD requirements and ADNOC contractor HSE guidelines. Our HSE management system is certified to ISO 45001:2018. Being a relatively young company, we have invested heavily in building a safety culture from the ground up. All field service personnel are ADNOC HSE inducted and hold valid H2S, confined space, and working at heights certifications.

HSE Statistics (Last 5 Years)

Metric	2021	2022	2023	2024	2025
LTIFR	0.35	0.30	0.22	0.18	0.15
TRIR	0.65	0.55	0.45	0.38	0.32
Near Misses Reported	18	28	42	55	68
Fatalities	0	0	0	0	0
Safety Training Hours	1,800	2,400	3,200	4,100	5,000

HSE Certifications

- ISO 45001:2018
- ISO 14001:2015
- OSHAD SF certified
- ADNOC approved contractor (since 2018)

PART E — ESG & SUSTAINABILITY

AMS is in the early stages of formalizing our ESG approach. As a young Emirati company, our primary focus has been on building operational excellence and supporting UAE's industrial development goals. Current ESG initiatives: (1) Emiratization: 23% UAE national employees, target 30% by 2027. (2) Youth Development: Partnership with Higher Colleges of Technology for industrial apprenticeship program — 8 students per year. (3) Environmental: KIZAD facility designed with energy-efficient lighting and HVAC. Waste recycling rate: 60%. (4) We have not yet published a formal ESG report or conducted a carbon footprint assessment. We plan to develop an ESG framework in 2026-2027 aligned with Abu Dhabi's sustainability vision. We are transparent about this gap and committed to improvement.

PART F — ICV (IN-COUNTRY VALUE) PLAN

AMS holds the highest ICV score among UAE valve companies at 72% (certified by approved ICV Certifier, 2025). We were recognized with the ADNOC ICV Champion Award in 2024. ICV contribution for this contract: (1) Butterfly valve manufacturing at KIZAD — 100% local production. (2) Samson valve assembly, testing, and quality inspection at KIZAD. (3) 42 UAE national employees including 12 engineers. (4) All installation, commissioning, and maintenance by UAE workforce. (5) Local supply chain for packaging, fasteners, gaskets, paint, and logistics. (6) Projected ICV for this contract: 68-72%. This significantly exceeds the 30% mandatory ICV threshold and contributes to UAE's Operation 300bn industrial strategy.

PART G — PROJECT REFERENCES

ADNOC Onshore — Bab Field — Supply of 45 Samson control valves and AMS butterfly valves

Value: AED 4.2M | Year: 2024 | Contact: procurement@adnoconshore.ae

TAQA — Jarn Yaphour — Valve repair and replacement program — 2 year contract

Value: AED 3.5M | Year: 2023-2025 | Contact: ops.support@taqa.com

Abu Dhabi Ports — KIZAD Industrial — Supply of 80 butterfly valves for industrial water network

Value: AED 1.8M | Year: 2024 | Contact: procurement@adports.ae

PART H — CERTIFICATIONS

The following certifications are held and copies are attached:

- ISO 9001:2015
- ISO 14001:2015
- ISO 45001:2018
- API Q1 — NOT held
- ATEX / IECEx (Samson products)
- SIL 2/3 per IEC 61508 (Samson products)
- ISO 15848-1 Class BH (Samson), Class CH (AMS-Series)
- ADNOC Approved Vendor (since 2018)
- ICV Certificate — 72% (2025)
- ADNOC ICV Champion Award 2024