

Case Study

Vendor Selection

Situation

Petrobras commits itself aggressively to Asia and chose Singapore as their regional hub. In the beginning, the need for improved communication with headquarters was eminent: Professional data equipment and a 384kbps communication line back to Europe and Brazil was needed. Petrobras launched a request for proposal seeking potential vendors for these systems. After a few days, Petrobras Singapore realized that it had no internal resource to conduct the vendor management.

Solution

Reppel & Partners Pte Ltd was called in to conduct the vendor selection process in close communication with Petrobras in Singapore and Brazil. After Petrobras initially opted to do the selection themselves, the process was idling for 5 months. But then, we were able within 2 months to revive the RFP and to select a suitable vendor not only based on merits and the requirements at hand but also with an eye on future regional expansion plans. After having studied the situation within Petrobras in great detail, Reppel & Partners was asked by Petrobras Singapore to be their outsourced ICT Management function. Today, intensive communication between Singapore and Brazil is part of the job to make sure that things get implemented according to the standards of this US\$ 54B behemoth.

Success

The equipment and communication lines were purchased at best price while also securing the highest confidence in the ability of the vendor to perform. Petrobras is expanding in Singapore and the region. They can concentrate on the expansion while still being assured that their ICT environment is taken care of and can be relied upon in any situation while being able to pursue tactical ICT initiatives locally.

About our client

is the largest corporation in Brazil and one of the largest oil companies in the world today. On May 12 2005, Petrobras surpassed the production mark of 1.8-million barrels of oil a day for the first time, bringing Brazil very close to self-sufficiency. Behind Petrobras' success there are to be seen the capabilities of all its units throughout the country: refineries, production and exploration areas, pipelines, terminals, regional management and the larger fleet of oil tankers.

Testimonial

'With the help of Reppel & Partners Pte Ltd vendor selection services we were able to choose the most suitable local vendor to supply the required lines and equipment for our needs. The reason behind getting Reppel & Partners for the selection process was their thorough technical and local market knowledge. We saved a further 5% due to their negotiation skills in combination with their in-depth local market knowledge. They promised a very aggressive timeline for the process and were able to keep it even when facing major changes in the vendor propositions'

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