

# Solutions for the Oil & Gas Industry

USA | India | Italy | UK | Germany | China | Japan



QuEST provides engineering and product development solutions for the design and development of equipments and related accessories for upstream, midstream and downstream applications in oil & gas domain. The range of services offered includes product development and support, accessory systems design, plant design & engineering and field services.

QuEST has a pool of trained engineers with domain knowledge and good communication skills. We have expertise in managing and executing projects globally, driving projects through mature processes, ensuring quality deliverables and reduce work. We help our customers improve quality of supply, reduce time to market, grow capacity, increase revenue generation life, reduce cost of product development and enhance sustenance engineering.

**Upstream applications:** Exploration, re-injection, LNG

**Midstream applications:** Pipelines, power generation, sea lines

**Downstream applications:** Petrochemical, fertilizers, refinery

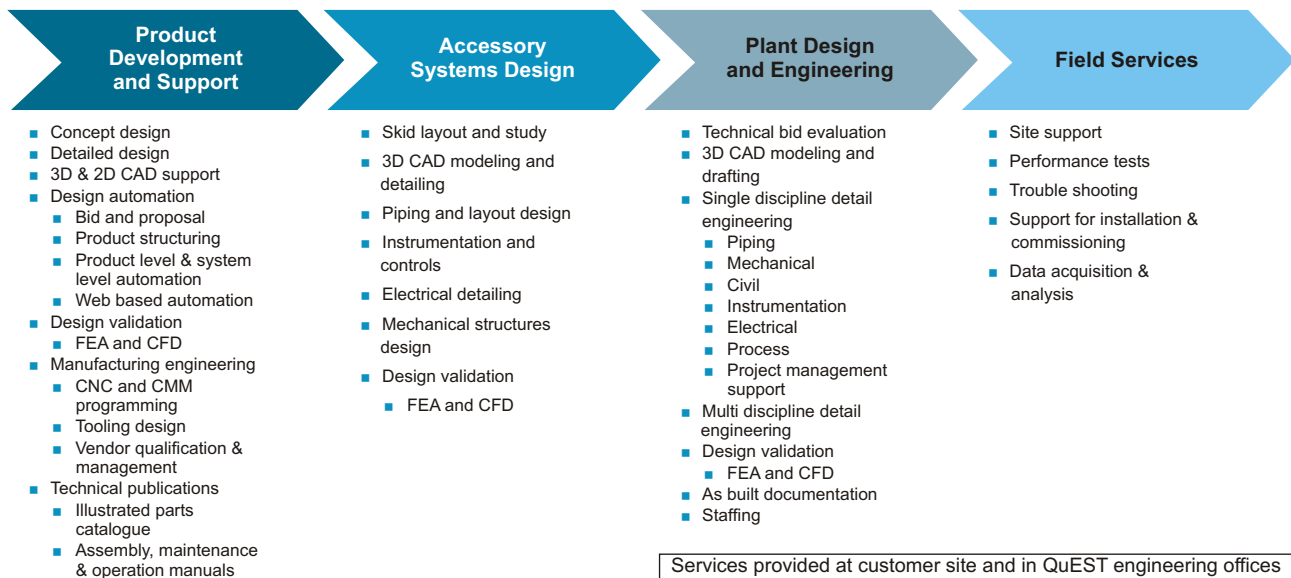
## Oil & Gas segments supported

- Compressors and mechanical drives
- Heat exchangers
- Instrumentation
- Motors
- Panels
- Pipelines
- Pumps
- Tanks & vessels
- Valves

## Certifications

- ISO 9001:2000
- ISO 27001

## QuEST supports development initiatives through value chain of service offerings



### Typical case study - global engineering development center for Oil & Gas major

*"QuEST rates highly in terms of their technical capabilities. They also come closest amongst all, in being able to deliver an end product from a functional spec." - Customer General Manager*

#### Customer

Headquartered in Florence, Italy, the company is part of a diversified advanced technological group. It is a leader in the development and delivery of advanced product and service offerings for the global oil and gas industry.

#### Requirements

Develop global engineering capability to:

- Reduce the overall cost of design and engineering
- Improve productivity and profitability
- Have easy access to a pool of well trained engineers
- Leverage productivity gains and shorten product design cycle time by working across time zones
- Ensure internal resource focus on core product development activities

#### QuEST approach

- Develop through understanding the customer requirements

- Roadmap to progressively migrate the non-core activities offshore
- Develop & implement processes / steps with respect to manpower deployment, technical trainings, infrastructure development and quality initiatives
- Build competence offshore in line with the requirements that can be fully integrated into customer's product development cycle

#### Results

- >100 member global team supporting multiple customer sites across O&G segments
- Competencies at the global engineering development center covers wide variety of engineering disciplines
- Over 500,000 hours of engineering support

#### Impact

- The relationship has accounted for a cost saving of 28% to the customer over a span of 4 years

### About QuEST

QuEST is a leading provider of outsourced engineering services and manufacturing. The company helps customers in the aerospace, power generation, oil & gas, civil structures, industrial products, and transportation markets to cut product development costs, shorten lead times, extend capacity, and maximize engineering resources by providing support across the complete product life cycle from design and modeling through analysis, prototyping, automation, data documentation, manufacturing support, vendor management, and in-house precision machining.



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