ENGINEERED SOLUTIONS

CASE STUDY

Delivering Custom Valve Solutions for Leading Aerospace Manufacturer's Cryo Valve Procurement



A FAMILY OF COMPANIES

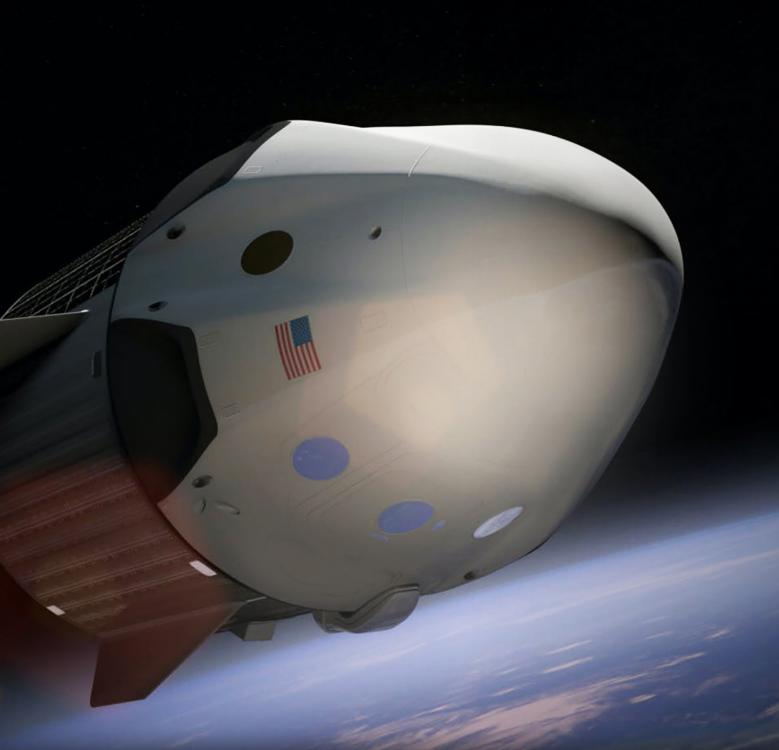












BACKGROUND

This case study highlights how Relevant Industrial successfully addressed a leading aerospace manufacturer's seemingly impossible cryo valve procurement needs by offering a customized valve solution that brought together the best quality, delivery, and cost oriented options. Through careful analysis and understanding of their requirements, we were able to provide a quicker and more economical alternative to their initial inquiry, resulting in improved delivery times and cost savings.

Our valued aerospace client reached out to us for cryo butterfly valves, positioners, and actuators. Initially, it was assumed that they required a specific brand of valves exclusively, and we began exploring the possibility of quotin that brand of products, despite it having significant backlogs and challenges to meet the required timeline. However, after a few collaboration sessions with the customer and ou staff engineers, we realized there might be an opportunity to provide a faster and more cost-effective solution by understanding their specific needs.

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CHALLENGES



Verify whether our client truly required one brand of valves and supporting equipment



Any solution must meet or exceed the stringent oxygen clean standards of the project



Ensure that we offered them the best quality and delivery options



Maintaining brand consistency across their fleet

01 VERIFY WHETHER OUR CLIENT **TRULY REQUIRED ONE BRAND OF VALVES AND SUPPORTING** EQUIPMENT

The gating item was to verify whether our client truly required one brand of valves and supporting equipment or if they would be open to best-in-class hybrid solution featuring multiple brands.

03 ENSURE THAT WE OFFERED THEM THE BEST QUALITY AND **DELIVERY OPTIONS**

As such, we wanted to ensure that we offered them the best quality and delivery economical alternative.

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02 ANY SOLUTION MUST MEET **OR EXCEED THE STRINGENT OXYGEN CLEAN STANDARDS OF THE PROJECT**

Additionally, any solution must meet standards of the project where the equipment must ensure there are no contaminants such as grease or metal particles. If there is any grease or contamination, then a reaction can take place that could be a serious event.

04 MAINTAINING BRAND **CONSISTENCY ACROSS** THEIR FLEET

We engaged in further discussions with the client to clarify their primary concerns, and it became evident that their main requirement was maintaining brand consistency across their fleet for the positioners.

With a comprehensive understanding of their needs, our client agreed to pivot from the original brand requirements and explore other options:

REDUCE COSTS 01

Leveraging our partnership with multiple valve and equipment brands we represent; we were able to secure a better lead time and pricing for the cryo valves.

MEET QUALITY STANDARDS 02

This alternative solution aligned with their requirements, and after discussions with them, it was determined that each of the proposed valves met their expectations, and we were able to ensure consistency with the positioners

IMPROVE DELIVERY TIMELINES 03

As such, they continued to source the entire solution set from us due to our ability to meet the quality standards, reduce costs, and improve delivery timelines.

SOLUTION



2 **Meet quality**

standards

3

Improve delivery timelines

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RESULTS



Solved brand specific requirements



Compliance with stringent oxygen clean standards



Source from multiple manufacturers



The implementation of our engineered solution yielded remarkable results:

01 SOLVED BRAND SPECIFIC REQUIREMENTS

By adopting a flexible approach and asking the right questions, we successfully solved the client's challenge with brand specific requirements, fleet quality, improved delivery and project cost targets.

02 COMPLIANCE WITH STRINGENT OXYGEN CLEAN STANDARDS

The cryo valves provided, along with the positioners, were cleaned and packaged to ensure compliance with stringent oxygen clean standards.

SOURCE FROM MULTIPLE MANUFACTURERS 03

This solution involved several valve sizes and quantities, catering to their specific fuel train application destined for Cape Canaveral. Our ability to source from multiple manufacturers, combined with our expertise in understanding requirements, enabled us to deliver a tailored solution that differentiated us from their previous suppliers.



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CONCLUSION

In this case, we demonstrated our commitment to meeting customer needs by offering a comprehensive valve solution that aligned with our client's requirements for cryo valves, positioners, and actuators. By leveraging our extensive network of manufacturers and our ability to ask the right questions, we provided an efficient and costeffective alternative to the initial Jamesbury inquiry. Our flexible approach, deep domain expertise, and commitment to delivering superior customer service enabled us to solve their challenges and establish ourselves as a valued partner in their valve procurement process.







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For more information or to speak to our team about our engineered solutions, please contact: es@relevantsolutions.com relevantsolutions.com/casestudies | 1.888.605.1458