

Rexel Solutions Guide

# OIL & GAS INDUSTRY

Rexel

OIL  
AND GAS

From upstream exploration and production facilities in offshore, conventional fields and oil sands to downstream refineries and petrochemical sites across the world, Rexel is your partner of choice.



# Global Organization Fuelled by Local Presence

**Rexel is a leader in the distribution of electrical products and services for the global Oil, Gas & Petrochemical markets. The Rexel Oil & Gas vertical has expertise and key supply locations in all the major hubs for Upstream, Midstream, Downstream and Petrochemicals.**

## Rexel Group Mission

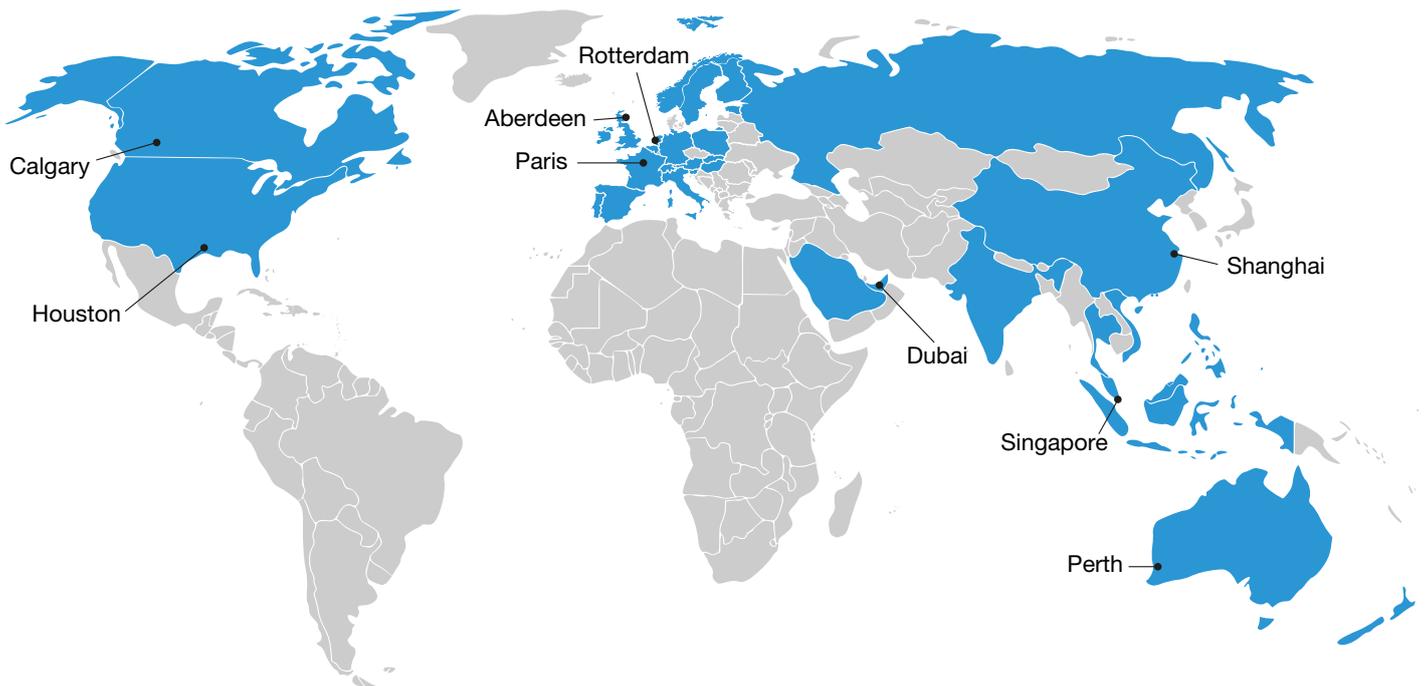
Through a worldwide network of 2,100 branches in 35 countries, and 28,000 employees, **Rexel's mission** is to support customers – in chosen markets – to be at their best in running their business, by providing a broad range of sustainable and innovative products, services and solutions in the field of technical supply, automation and energy management related to construction, renovation, maintenance and production.

## Rexel Oil & Gas

**Rexel Oil & Gas** has expertise and key supply locations in all the major Oil, Gas and Petrochemical hubs including Houston, Calgary, Aberdeen, Paris, Rotterdam, Dubai, Singapore, Shanghai, and Perth.

**Our customer** base includes all the major Oil & Gas companies, National Oil Companies as well as major drilling companies, Pipeline companies, refineries and Petrochemical companies.

Rexel places high importance on **Safety** and **Quality**. We are registered with Achilles FPAL and ISNetwork.



## Our Expertise

Rexel Oil & Gas team have expertise in electrical distribution for the harsh and hazardous environments in the onshore, offshore Oil & Gas markets, midstream pipeline installations, renewable energies as well as petrochemicals and refinery infrastructure applications.

This is achieved with both local and global expertise in the Maintenance, Repair and Operations (MRO) markets and serving the Capex market through our global **Rexel International Projects Group** entity (IPG) and **Rexel International Key Accounts** team (IKA).

**To serve customers at global scale, Rexel Oil & Gas has global expertise and local banners to support you anywhere and anytime.**



# Rexel Oil & Gas

## Our Mission

Whether you're looking to improve production efficiency, manage critical inventory or maximize workplace safety, the dedicated Oil & Gas team at your local Rexel location is standing by to help with custom solutions tailored to your environment – be it an offshore platform, refinery or compressor station. Via a single point of contact, you will have access to a world of effective and safe solutions to further boost the value of your company.

## Our Promise



### Safety

Rexel strives to meet and surpass the safety expectations of our customers. We incorporate strong safety awareness initiatives and programs in all our projects and MRO contracts



### Quality

Rexel is driven to meet strict compliance and QA/QC standards in the industry



### Sustainability

Rexel is committed to help our customers meet their environmental targets and priorities



### Energy Efficiency

Rexel aims to be the leader in energy efficiency solutions. We understand the needs to identify, focus on, deliver and execute meaningful energy savings solutions in all environments



### Cost Control

Rexel helps to increase our customer competitiveness by implementing various cost control including process improvement, cost stabilization and measured cost reduction programs



### Project Management

Rexel simplifies complex management by consolidating information and product inflows, anticipating material needs while delivering performance and savings

## Be Safe. Be Responsible.

As a responsible and world-class leader, whose success relies on its people energy all along the value chain, Rexel has refreshed its global safety campaign.

It underlines that the safety of our staff and all our stakeholders is, and will always be, an essential part of how we do business. “Be Safe Be Responsible” is the core message of this campaign, appealing to everyone’s sense of responsibility. With this campaign, our goal is to keep on reinforcing our safety culture and ensure that everywhere we operate, we respect common safety principles.

At Rexel, we share your commitment in providing employees with a healthy and safe workplace environment worldwide. In order to achieve our objective, our management approach is part of a continuous improvement process and focuses on the following key elements:

- > Creating a culture of accountability
- > Driving employee engagement through the exchange of best practices
- > Creating a learning culture by sharing best practices, as well as information about incidents and lessons learned across the Group
- > Meeting or exceeding applicable health and safety laws and regulations and ensure compliance to Rexel’s group wide safety standards
- > Implementing an effective safety management system including clearly defined roles, responsibilities, and organizational structure

To know more, visit our website:

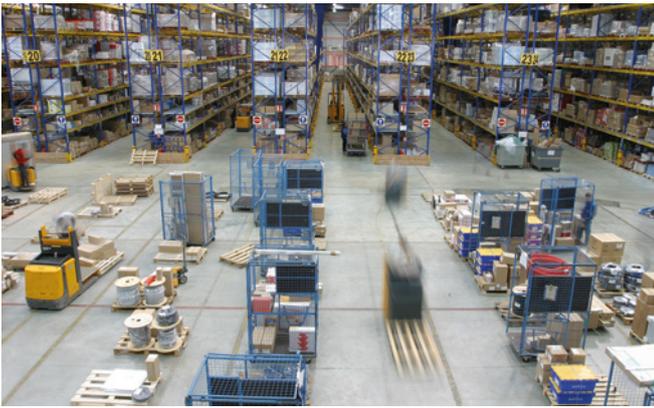
[www.rexel.com](http://www.rexel.com)



# Global Resources Powering Local Services & Support

## 1. Supply Chain Consolidation

As a leading global distributor, Rexel has exceptional experience and extensive network with global as well as local suppliers. Rexel is your one-stop solution to manage the massive number of suppliers in your supply chain. By switching to Rexel, purchase order and invoice can be significantly reduced. Rexel can help reduce administration cost dramatically through Kitting and Staging and Blanket purchase order agreement.



## 2. Product Consolidation & Substitution

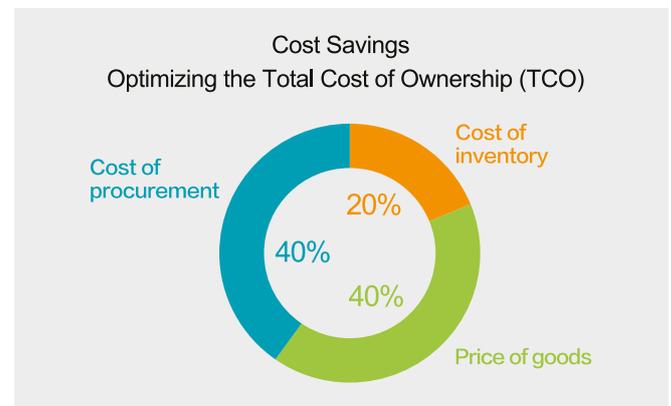
Redundant stock keeping units can result in unnecessary high inventory cost. With comprehensive product knowledge, Rexel assists you in rationalizing product inventory with different designations and substituting similar items with the best option. Through global sourcing, Rexel delivers the best and most recognized products across the globe for you. This reduces clutter, redundancy and wasted costs. Rexel will seamlessly work with you on new technologies and help phase out old products.

## 3. Engineering & Technical Support

Rexel provides professional support services such as Material Take Off (MTO) Service and Panelboard Design, Modifications & Drawing. With new products constantly being introduced into market, Rexel can organize on-site or off-site product training to keep your staffs equipped with the most updated knowledge. Rexel understands the necessity of wide-ranging documentation of certificates to support the end product or service in the industry and provides the link to technical library of various brands at your fingertips.

## 4. Customer Inventory Optimization

Rexel will work with you to reduce operating costs and the total cost of ownership. Rexel has designed and developed an in-house Total Cost of Ownership Tracking Tool (T3) dedicated to help customers save money across supply chain. Rexel offers inventory reduction, inventory buyback and high traceability through barcode with a combination of hardware and software. The Rexel Oil & Gas team will work with you to define cost saving opportunities and manage the projects with your local teams to target these savings.



## 5. On-Site Support

Rexel is capable of extending its support to its customer's locations including remote locations with challenging material flows. To boost productivity and cut costs, it is crucial that the goods are available at all times at your sites. With Rexel dedicated on-site support, goods can be temporarily stored in trailer at the proximity of project site, manned by trained staff. Rexel utilizes software OASIS Pro to streamline on-site inventory management to achieve good quality control, lower purchasing cost and obsolescence cut.



## 6. Cable Management

Rexel's cable management capabilities include a wide array of services that can be catered to your specific needs, including:

- Cable optimization procedures to reduce scrap and minimize overruns
- Cable cutting and spooling to specific project requirements
- Tagging and kitting services catered to satisfy unique job-site logistical needs
- Flexible pricing programs to help you manage costs as cooper fluctuates
- Design and specification assistance to aid you in cable standardization
- Cable assemblies built and tested to your specifications, including service loops and cable disconnects



## 7. Project Management

Rexel has strong experience in project management across the globe, supporting major capital projects on a worldwide scale. **Rexel International Project Group (IPG)** provides a global and dedicated commercial platform to large capital projects, managing complexity, optimizing cost, quality and time.

IPG leverage their expertise and **IPG MAPS** project solution to deploy purpose built execution processes to give transparency and visibility on progress to make your day-to-day project management as efficient as possible.

Project Execution Plans, GANTT Chart, Progress Report and Online LISR (Line Item Status Report) are utilized to monitor and keep projects on track. We can customize a project-specific catalog for you to simplify the product selection process for your project.

## 8. Customized Reporting Capabilities

To enhance your decision making, Rexel provides various reports based on different parameters – on time delivery, inventory turn, stock obsolescence and order status at your desired frequency to ease your project planning, capital investment and performance assessment.

## 9. Local Delivery & Worldwide Logistics

With strong presence within North America, APAC and Europe regions, Rexel is your best partner to support your multi-nation project and support you at the proximity of your job site. Rexel builds up strong rapport with major forwarders and is capable of delivering your goods across the globe. Coupled with our global sourcing capabilities, we can provide goods from best cost countries to your project site, dramatically reducing your project execution cost.



## 10. Lighting & Energy Audit

Energy saving and efficiency is a growing trend of the industry and Rexel is proud to spearhead the service. Besides offering a wide variety of new generation LED lighting that lasts longer and consume less energy, Rexel Oil & Gas can provide a comprehensive lighting audit for your facilities to pinpoint possible saving by converting to more efficient solutions. We can submit a comprehensive report on capital spending on the initial investment for change against annual return for you to make the right call.



# Products We Carry

## Enclosure & Accessories

- > 304 & 316 Stainless Steel
- > All NEMA types including Explosion-Proof and ATEX
- > Cast Aluminium and Non-metallic
- > Enclosure Assemblies
- > Glands, IEC & NEC
- > Panel-Mount Meters and Devices
- > Terminal and Lugs



## Specialized Cables

- > Assemblies & Service Loops
- > Cable Cutting, Management & Optimization
- > Data & Communications
- > Fiber Optic
- > Instrumentation
- > Power & Control
- > Medium-Voltage
- > Unarmored, SWA & Metal-Clad
- > Variable Frequency Drive Cables



## Plugs & Receptacles

- > 30/60/100/150/200/400 Amp
- > Color-Coded Single Pole Receptacles & Connectors
- > Communication, Ethernet & Power Links
- > Delayed Action & Mechanically Interlocked Receptacles
- > Fiber Optic Connectors



## Lighting

- > Controls & Contactors
- > Emergency & Egress Lighting
- > Fluorescent & HID
- > Hazardous Area Lighting
- > IEC/ATEX Compliant
- > Industrial High-Bays & Low Bays
- > Lamps, All types
- > LED & Induction Solutions
- > Replacement Ballasts



## Tools & Test Equipment

- > Cable Testers
- > Calibration Instruments
- > Clamp Meters
- > Digital Multimeters
- > Electrical Hand Tools
- > Electrical Test Tools
- > Insulation Testers
- > Products for Holmaking, Conduit Bending, Fishing & Cable Pulling
- > Thermal Imaging



## Safety, Signaling & Monitoring

- > Audible Signals
- > Fire Alarms
- > Industrial Cameras
- > Initialing
- > Intercoms/Paging
- > Look-out Tag-Out Markers
- > Public Address
- > Safety Interlocks
- > Telephony
- > Visual Signal



## Motor Control

- › Combination Starters
- › Contactors & Motor Disconnects
- › Emergency Stops & Foot Switches
- › Motor Circuit Breakers
- › Relay, Timers, Counters & Clocks
- › Soft Starters
- › Variable Speed Drives



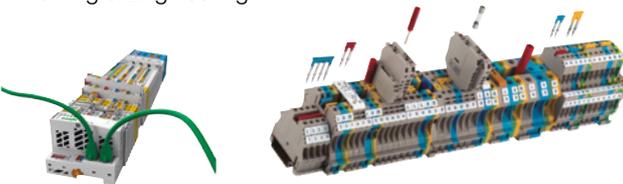
## Motor & Generators

- › AC & DC Motors
- › Controls
- › Explosion Proof Motors
- › Fractional Motors
- › Gas, Diesel & Bi-Fuel
- › Gearsets
- › Generators
- › High Efficiency Motors
- › Transfer Switches
- › Temporary & Permanent



## Automation

- › Distribution I/O & terminal Blocks
- › Human Machine Interface
- › Motion Control
- › Programmable Logic Controllers
- › Programmable Relays
- › Pushbuttons, Selector Switches & Indication Devices
- › Sensors
- › Software & SCADA
- › Telemetry & RTU's
- › Training & Engineering



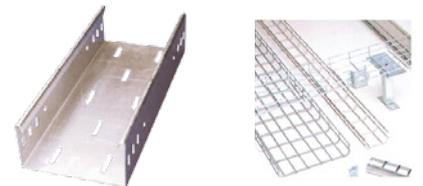
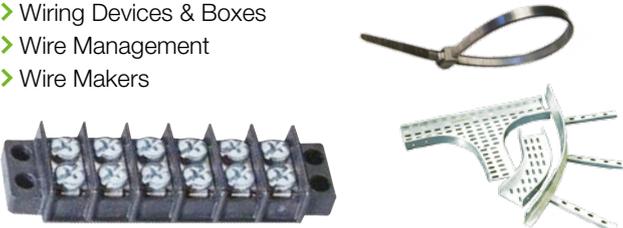
## Distribution Switchgear

- › Circuit Breakers
- › Distribution Panels
- › Fuse Panels
- › Load Break Switches
- › Load Centers
- › Power Conditioning/UPS
- › Power Supplies
- › Safety Disconnects
- › Transfer Switches



## Installation & Maintenance

- › Cold Shrink Tubing
- › Flex, Sealtight, Rigid, EMT, PVC Conduit
- › Fittings & Cable Tray
- › Fuses & Accessories
- › Tapes & Insulating Products
- › Terminations, Splices & Motor Lead Kits
- › Wiring Devices & Boxes
- › Wire Management
- › Wire Makers



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