



## about us

**tcs-ms offers specialist marketing, sales and sales support as well as contracts- and claims management services for international operating suppliers of engineered products and services. Those suppliers in need of temporary extra capacity or in those cases where the business volume does not justify a full time employment, tcs-ms can provide flexible solutions.**

tcs-ms focusses on projects, products and services involving industrial rotating equipment as turbines, compressors, gears, bearings, pumps and accessories for owners, operators, service providers, and equipment manufacturers active in the oil & gas-, power-, petrochemical-, process-, material handling and marine industry in a wide area around its location at the Dutch/German border including all of the Netherlands, North-western Germany as well as also Belgium, Luxembourg and Northern France.

tcs-ms was started spring 2013 by Mark de Nijs. In working over 25 years in the manufacturing - and service industry of high end capital goods, Mark has build-up a wide experience in marketing, customer relationship, contracts- and claims management in the international power, oil&gas, chemical and industrial market.

This experience ranges from acquiring repair contracts for repair of single turbine components and rotors, via supply of genuine and/or reverse engineered capital spare parts, multiple year specialist site services up to the supply of key components, as preferred supplier, of gear units and accessories to the world leading OEM's of turbines, compressors and equipment for material handling and the process industry.

Mark brought contracts to signature and/or accompanied such contracts to a successful result

in the Benelux-countries, Germany, France, Spain, Italy, Scandinavia, the Middle East but also in the USA, India and China.

The value of such contracts was as little as some thousands of Euro's but also reached a multi-million value. The total contract's processing time of those jobs varied from 2 weeks to well over 3 years including re-negotiating of the initial contractual arrangements.



Key for success has proven to be: "bringing together a thorough understanding of the client's needs, local culture, transparent cooperation with the local partners, competitiveness and quality of the supplier. Whether performing a straight forward in-house workshop repair for a local party or supplying custom build packages, including site support for installation and commissioning, across the globe, these general principles prove as simple to define but also as difficult to achieve. "

tcs-ms warmly invites you to contact us and enter into an open dialog, how your business can benefit from a flexible cooperation with tcs-ms as tcs-ms is confident that first results will convince to continue the started initiatives !

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## References:

### GT controls upgrade and field overhaul

An international service company entered in a back-to-back contract with an Omani service provider for the supply of an upgrade of controls and a field overhaul of 2 gas turbines owned by a governmental power station but operated by a third party. Only after concluding the contract a quite limited availability of spare parts and overhaul procedures became noticed. The scope of supply and related time schedule needed to be re-discussed and re-negotiated with all concerned parties more than once.

By a careful balancing of services provided and progress payment nevertheless the units were handed over to the operator for power production whilst a 100% payment of the re-negotiated contract price could be achieved.

### 3 year service contract for multi-brand turbine sets

After being disappointed by a major OEM, an owner/operator of three incineration plants in the Netherlands decided to qualify service providers and enter into a multi-year frame agreement with the best qualified party for servicing all 10 of the turbine-generator sets.

As these units were supplied over the years by different OEM's and maintenance was provided by an even larger variety of service providers in cooperation with the sites maintenance staff, a challenging process of capturing the clients preferences; establishing the status of - and required service program for the concerned equipment; qualifying the principle as preferred supplier; followed by

detailed contract discussions and negotiations including availability of 24/7 hotline were brought to a successful conclusion.

Thus providing an annual base volume of business with on top, yearly specific major maintenance jobs.

### Rotor and hot section overhaul for French owned IPP in Ivory Coast

Following an incident during operation of a Frame 6 gas turbine, the turbines compressor needed extended repair.

The damaged parts were brought to Europe for detailed inspection followed by extended discussions with the operator, the owner, the insurance representatives and the service providers technical support team in order to establish the cause of the damage and agree with all concerned parties a comprehensive repair schedule.

The rotor and a series of hot section parts were repaired as per manufacturer's specification and returned to the Ivory Coast plant for successful re-assembly.

### International supply contract with global OEM in the power industry

Following a range of mergers, a global OEM was seeking to bundle the demand of gears from its different production sites, already being supplied by a specialist manufacturer from France. In complex time consuming discussions the quite diverse local requirements and specifications as well as advantages of scale were discussed with both corporate and decentralized parties. The positive result was that the referred supplier could increase the volume as were the OEM benefited from the achieved advantages of scale.

## Partners:



WELTER zahnrad,  
Lahr-Germany



CAVEX Gmbh & Co. KG,  
Ofterdingen-Germany

