

ENGINEERED SOLUTIONS

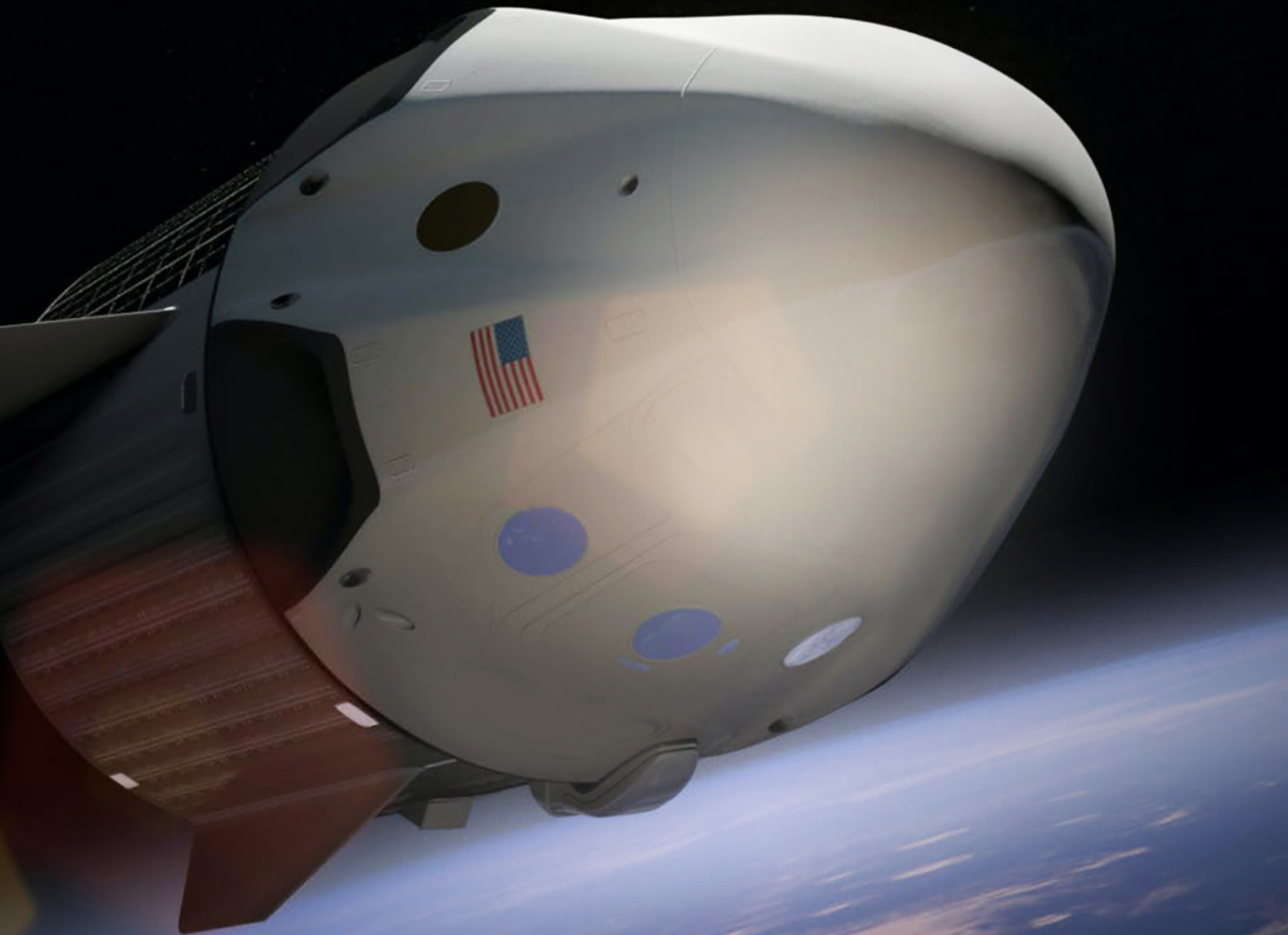
CASE STUDY

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



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 quoting 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 our 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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A photograph of an astronaut in a white spacesuit working on a large satellite in space. The satellite has a white cylindrical component and large blue solar panel arrays. The Earth's blue and white clouds are visible in the background.

CHALLENGES

1

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

2

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

3

Ensure that we offered them the best quality and delivery options

4

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.

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

Additionally, any solution must meet or exceed the stringent oxygen clean 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.

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 options while offering a more efficient and economical alternative.

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.



SOLUTION

1

Reduce costs

2

Meet quality standards

3

Improve delivery timelines

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

01 REDUCE COSTS

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.

02 MEET QUALITY STANDARDS

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

03 IMPROVE DELIVERY TIMELINES

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.



RESULTS

1

Solved brand specific requirements

2

Compliance with stringent oxygen clean standards

3

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.

03 SOURCE FROM MULTIPLE MANUFACTURERS

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.



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 cost-effective 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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