SOVELLUSMESTARIT OY

METALLI TALLI - VERKOSTOTAPAAMINEN
30.9.2014

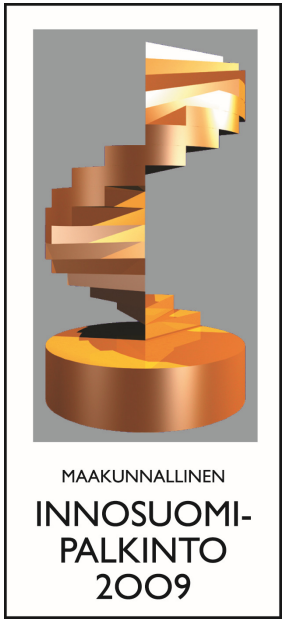
Tervetuloa !

YHTEISTYÖLLÄ TULOKSIIN

SOVELLUSMESTARIT OY

Sovellusmestarit Oy

- Founded in May 2008
- Location Porvoo – flexible production capacity
- 10 + 1 employees
- Three different business sectors
  - Contract manufacturing services, instru panels & automation
  - Conveyors and energy saving solutions to Pulp & Paper
  - Component import, warehousing and sales
- Awarded with InnoSuomi – prize in 2009
- Engineering new better solutions



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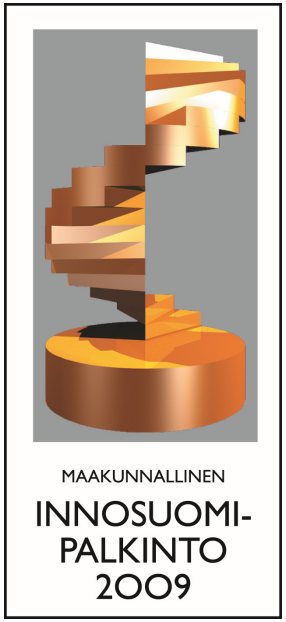
Sovellusmestarit Oy

- High growth – turnover 2013 2,2 mio €
- 2014 forecasted turnover 2,6 mio €
- Very good financial situation – AAA rating
- Production, assembly and testing
- Big investments in own product development
  - Together with Tekes
- MoveRoll Oy founded 2011 to support export business of MoveRoll products globally



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Organization

C U S T O M E R S

Engineering and design

Sampo Lehtonen
Alexander Dubelman

Manufacturing

Jarno Niemelä
Petter Antman
Eetu Eklund
Samuli Pakarinen
+ trainees

Adm & Sales & Marketing

Mikko Rantanen
Jyrki Sairo
Riikka Saarinen

Marketing
Nicole Huikko
Jonis Mahmutllari
Natalia Shaparova

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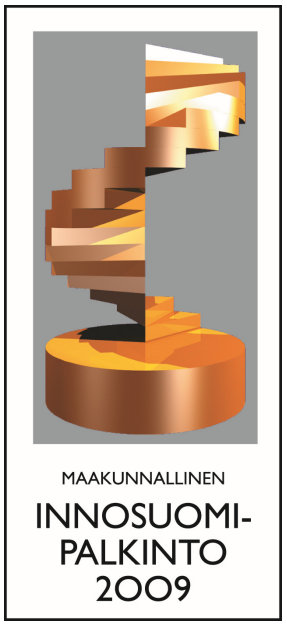
VALUE

We offer our customers lower total cost with engineered solutions, simplicity of supply chain management and logistics services.



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CUSTOMERS

Our customers are globally operating OEM'S

We customize our operation to comply with individual customer needs

We create long term partnerships by continuous development of products and service concepts

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OUR OFFERING

C U S T O M E R S

V A L U E

Products:

Instrumentation

Pneumatics

Ball valves

Cable Glands

Tubes

Special products.

Services:

Value engineering

Training

Design services

Logistics services

Production:

Subcontracting

Logistics

Prototypes

Service

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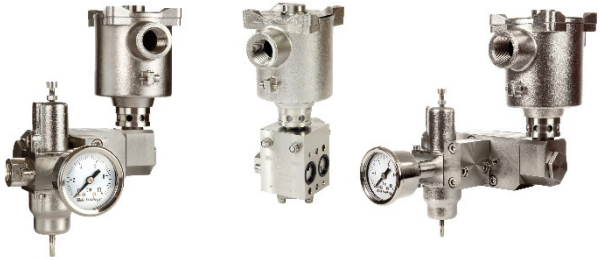
OUR PRODUCTS

We use components specified by our customers

- purchasing power of the customers (pricing)
- global accessibility

Available from our own stock (typically high volume items):

- Bifold Fluidpower Co, England (AISI 316 H&P, SIL, ATEX)
- AsiaGauge, Taiwan (Pressure gauges), QF China
- KingValve, Taiwan (AISI 316 ball valves)
- AISI 316 – fittings, Taiwan – India
- Peppers Cable Glands, England
- special components
- tubes AISI316L, AISI317L and INCOLOY 825



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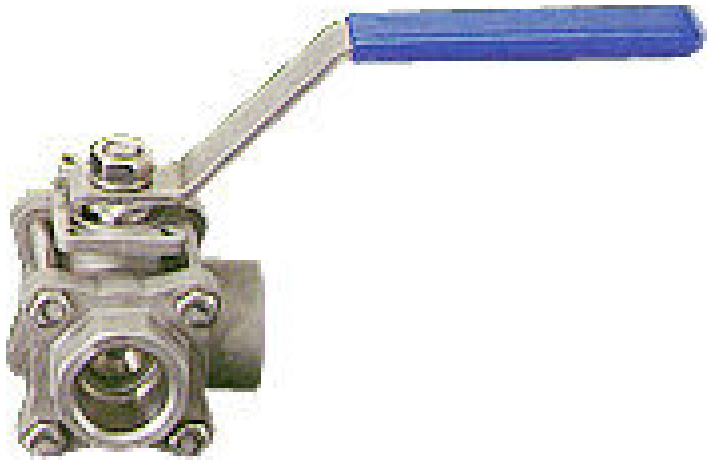
Fittings, gauges and ball valves:



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OUR SERVICES

- value engineering projects
  - engineering for lower total costs
    components - production - logistics
- technical developments
  - engineering and manufacturing
- training
  - tailor made training of instrumentation for our key customers
- design
  - Solid Works and AutoCad services (2D and 3D)

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OUR PRODUCTION

- subcontracting
  - parts manufacturing, instrument panels
  - paper roll conveyor production for MoveRoll
- logistics services
  - purchasing, stocking, inspections
  - kit assembly
- prototypes and engineering
  - customer R&D - standardization
- special services (sourcing and supply market screening)

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Manufacturing:

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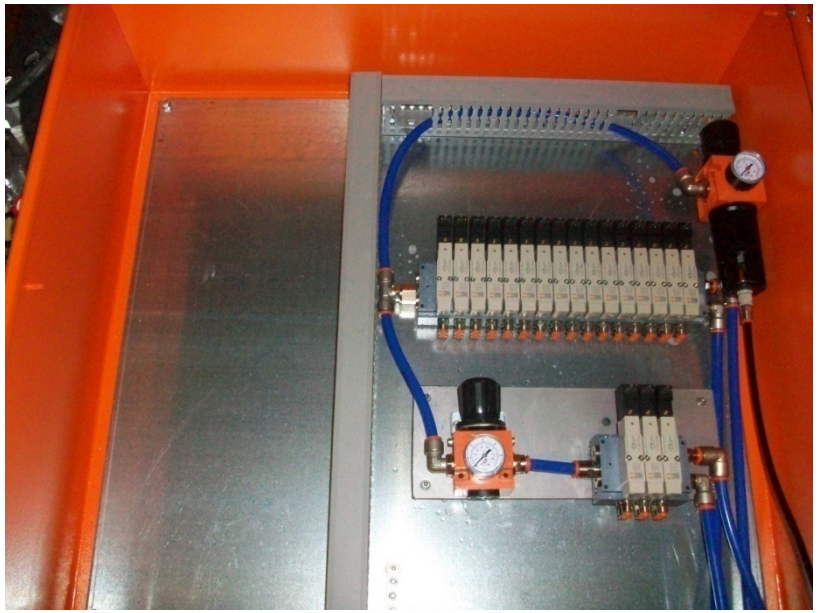
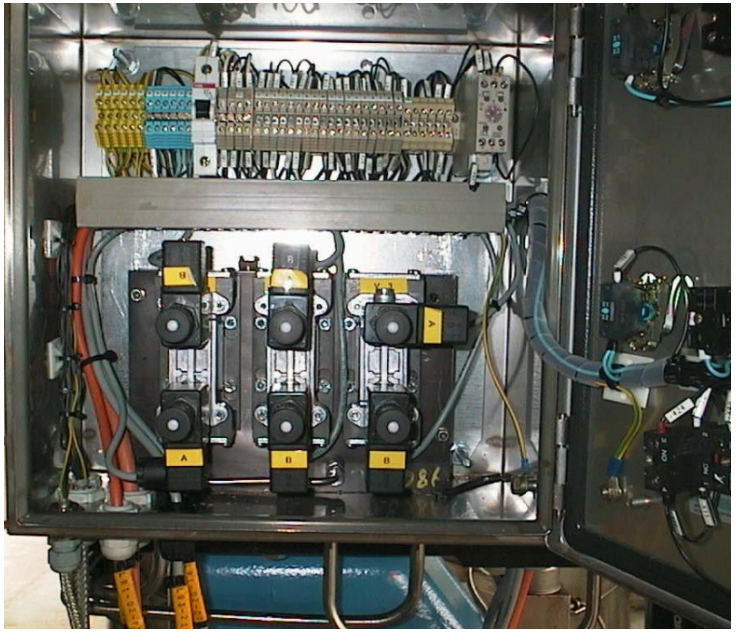
Manufacturing:





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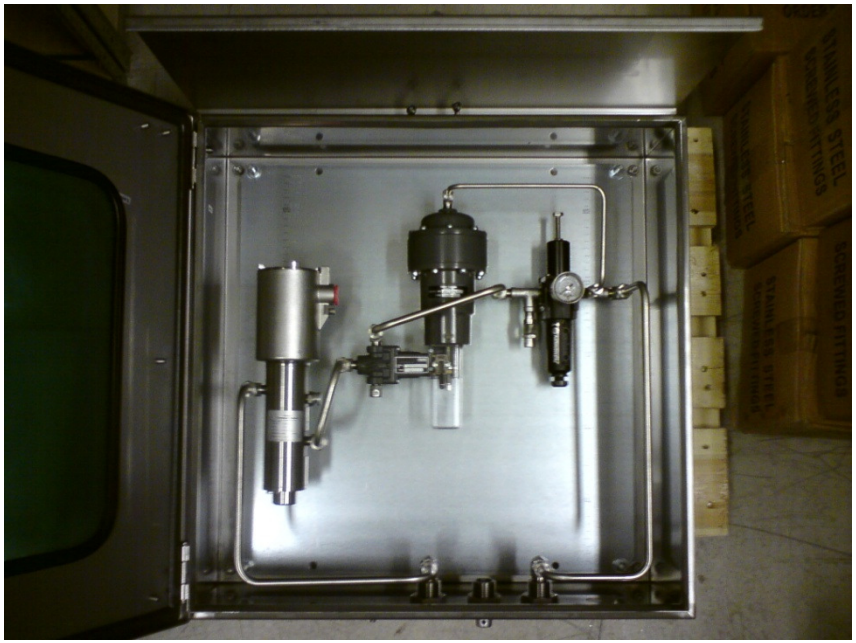

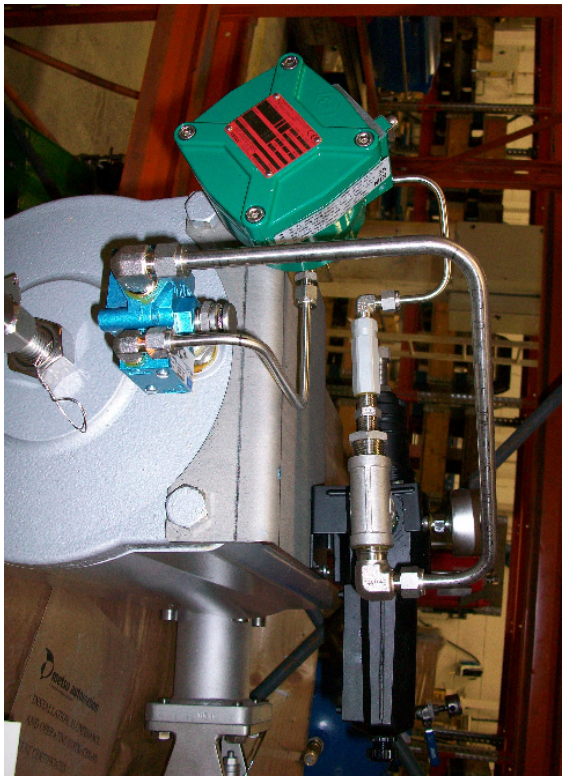

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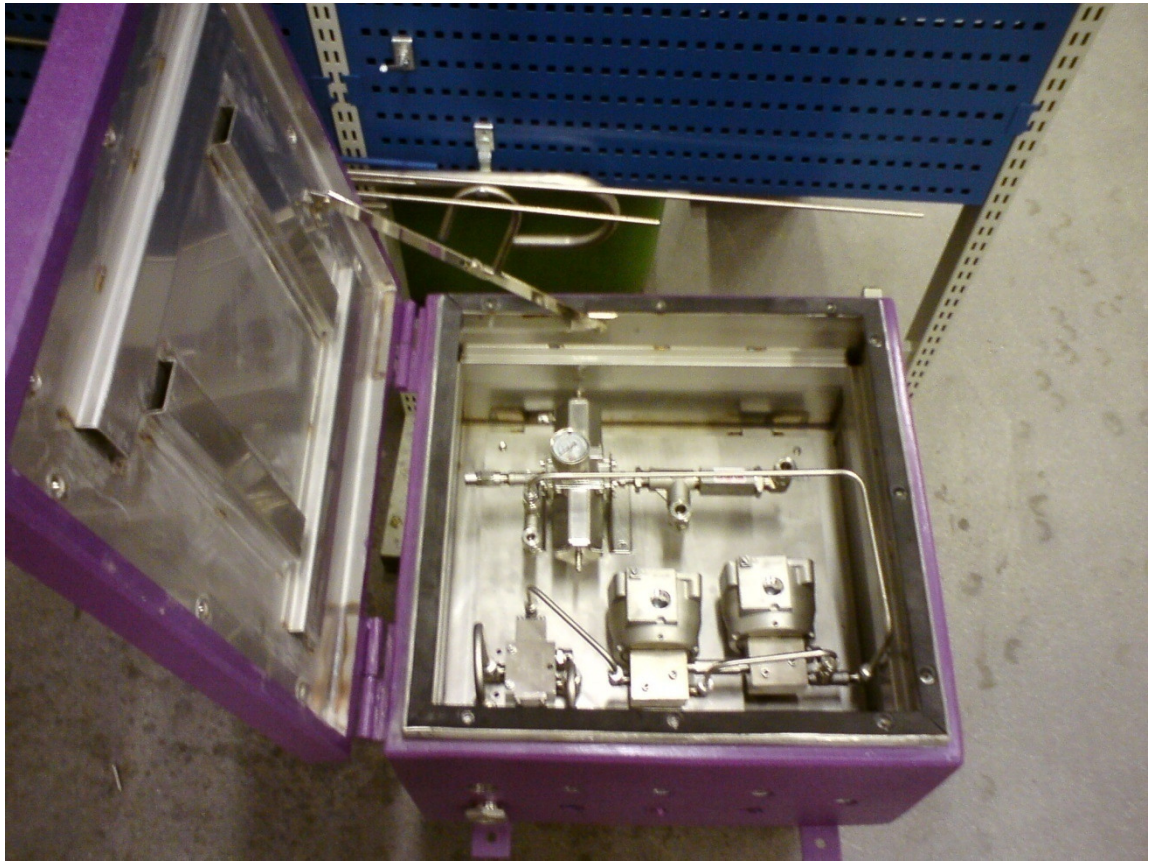
Production

Panels and control cabinets



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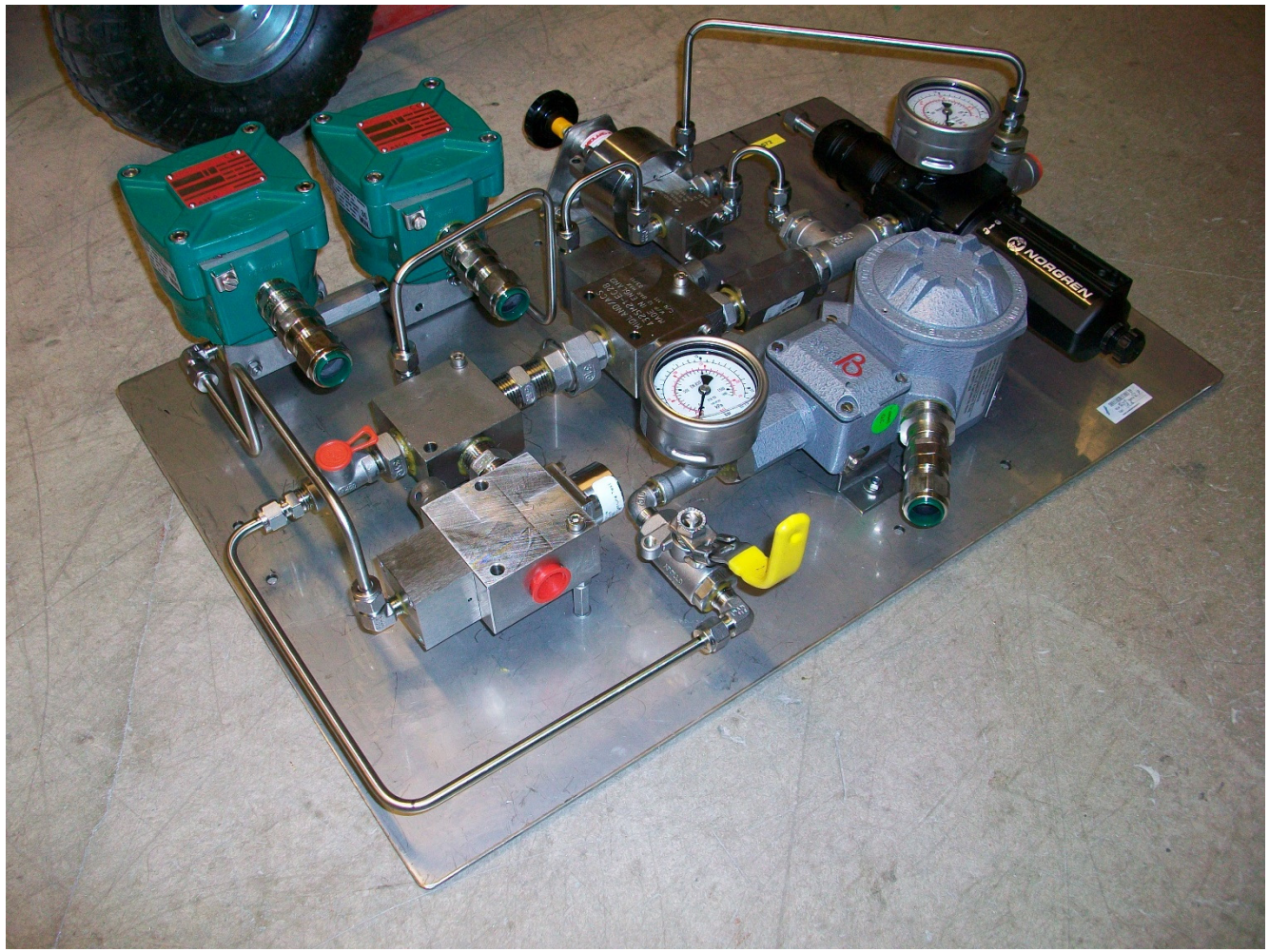

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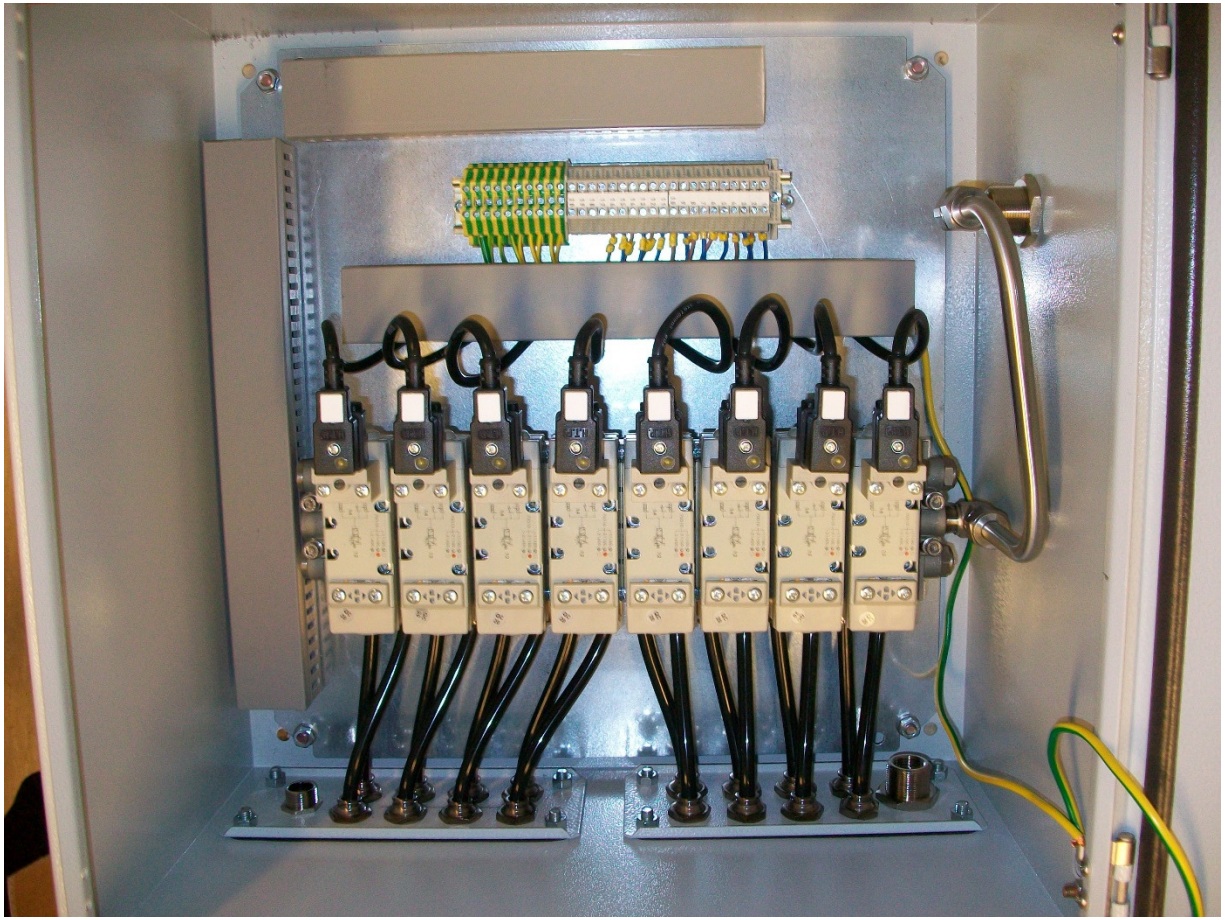

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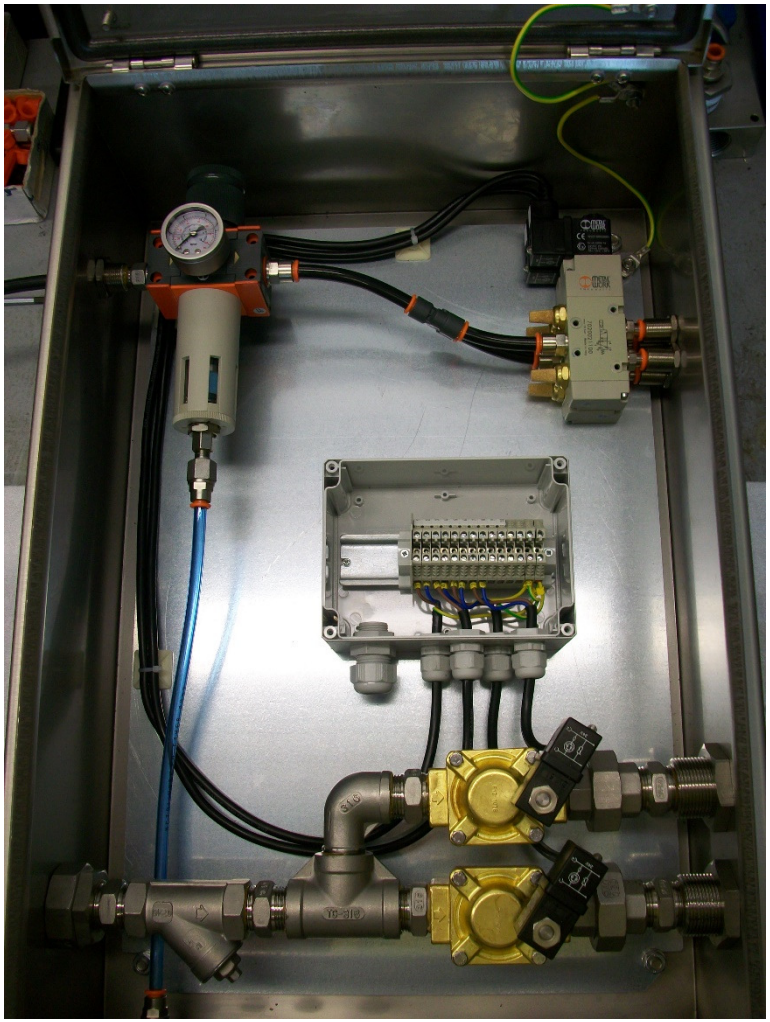

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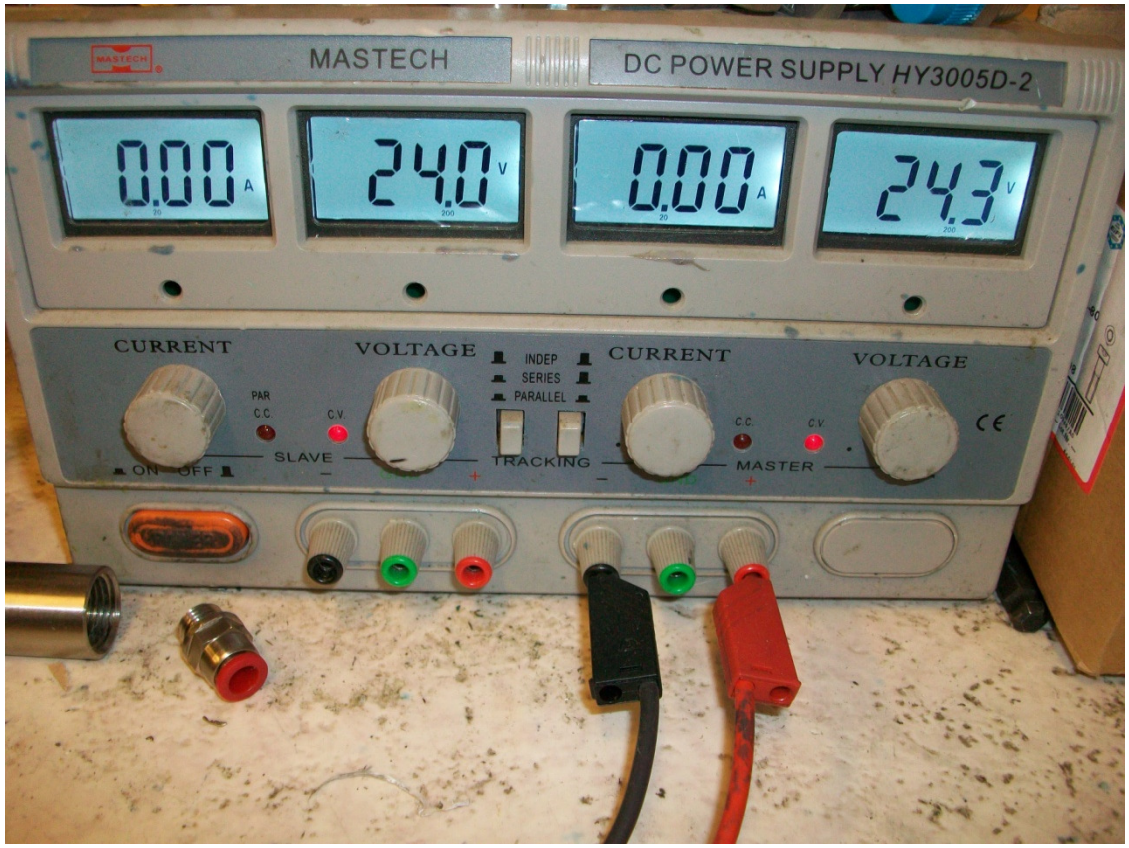
Inspection and testing



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Warehousing
Components and materials

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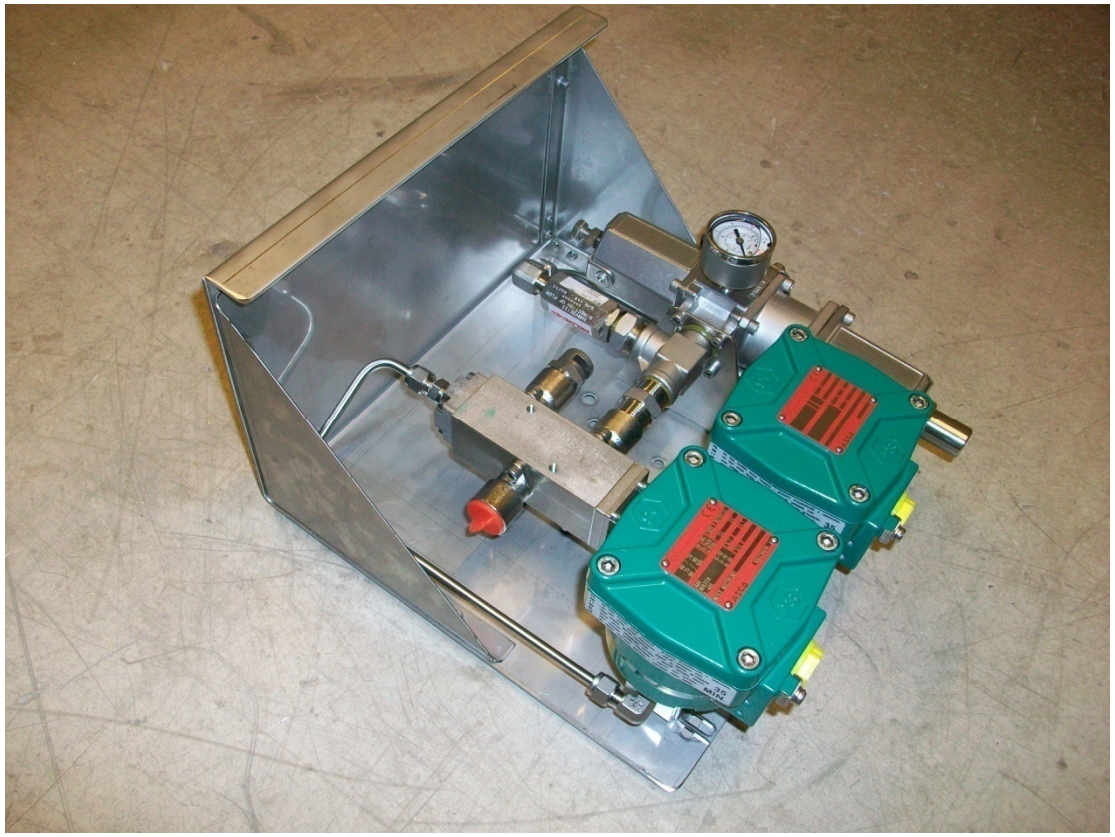
Panel manufacturing



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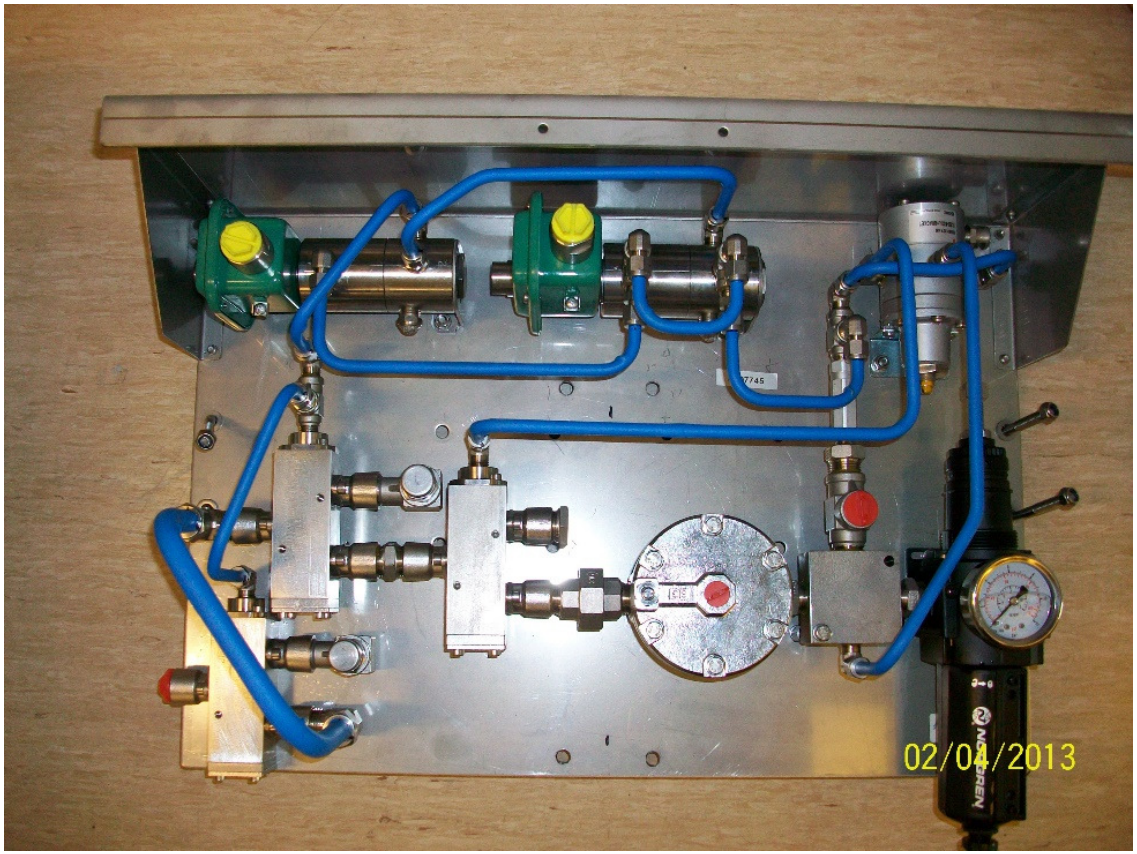

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End customers: oil and gas, refining

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End customers: oil drilling platforms

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End customers:
chemical industry

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End customers: Paper and board industry

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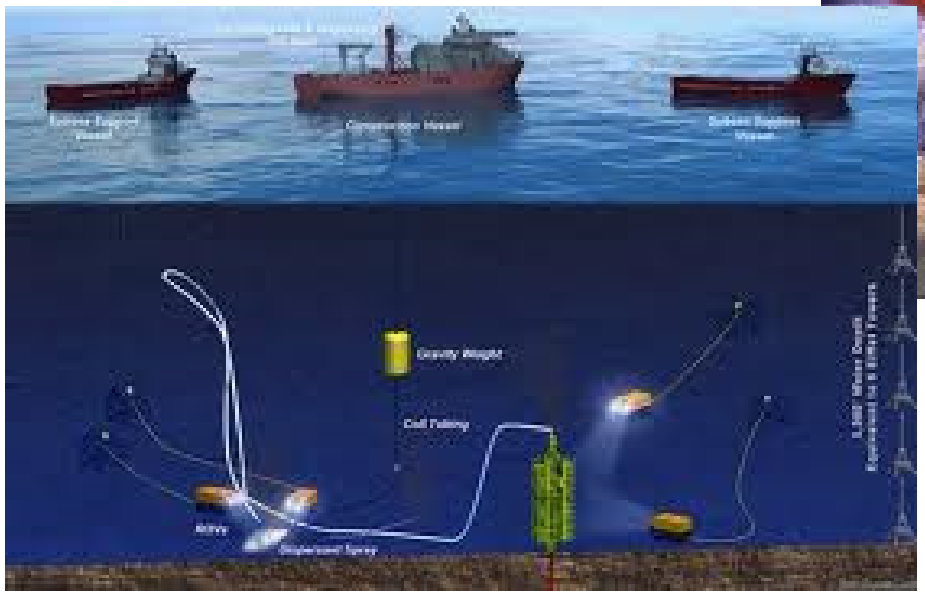
End customers:
Marine and sub sea



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End customers:
Process industry

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Thank you for your attention !