



Corporate Fact Sheet

Overview	• BSI facilitates strategic supply agreements that assure global quality and technology leadership and meet local content requirements. • 40% annual growth since 2005
Industry Focus	• National Oil Companies such as Saudi Aramco • International Oil Companies such as BP • Electric and Gas Utilities such as RG&E • Wind and Solar Power Providers such as Iberdrola • Suppliers to owners and operators, such as Cabot (chemicals) • Logistics and transportation providers to these industries
Value Proposition	• 10 times faster access to new markets or suppliers • 30% higher profit margin • 100 times payback on consulting services
Core Solutions	• Market Insight – a software that saves money and increases output by recommending timely procurement actions and technology strategies for 172 industry-specific engineered products and services. • Global and Local Partner Development – a 13-step market entry service for high-quality, proven suppliers that want to enter new markets quickly. • Negotiation Support – on-demand advisory services that combine analytics and industry experience to help leaders negotiate framework agreements. • Supply Chain Alignment – onsite consulting services that help industry leaders and their international partners achieve bottom-line benefits through integrated supply chain management.
Other Services	• Strategic Planning • Operations Planning • Project Management • Training & Skill Building • Optimization Models • Custom Metrics and Benchmarks • Cost & Pricing Analyses • Systems Integration
Office Locations	• Headquarters in Boston (US) • Representative office in Dubai (UAE) and New Delhi (India) • Joint ventures in Bahrain, Qatar, and Saudi Arabia • Affiliates in China, Colombia, Iraq, Nigeria, and the UK