

Thinking and Doing in Asset Integrity Management

**STORK<sup>®</sup>**

TECHNICAL SERVICES



# Stork Technical Services

A Different Kind of Asset Integrity Management Company

World class Chemical, Oil & Gas and Power companies depend on world class assets for reliable production and profitable growth. Many companies within these industries call on risk management consultants and hands-on technicians to ensure their assets are running safely, consistently, and in an environmentally sound manner. The management of these resources may be challenging, but just one day of lost production can have a huge impact on revenues.

If your company is among these organizations, we at Stork Technical Services have a solution for you, and it's something different. That is, different than the challenge of coordinating multiple resources for an ultimate peace of mind. At Stork, we provide turnkey asset integrity management backed by 180 years of creative, innovative thinking, with one goal in mind: consistent operational efficiency delivered safely and on time.

We invite you to read the next few pages to learn about how a different asset integrity management company can impact your profitable growth.



## Our Strategy

Stork Technical Services is a world class, knowledge-based asset integrity management company dedicated to providing seamless performance to corporations and asset owners in the Chemical, Oil & Gas and Power industries as well as others such as Railway and Food and Pharma. We think and do, meaning that our value proposition includes highly trained specialists to conduct on-site maintenance as well as the development and implementation of long-term risk management recommendations.

Our strategy is simple, yet unique: We partner with customers in the Chemical, Oil & Gas and Power Industries to think and do in a manner resulting in safe, consistent, productive asset integrity management.

Our unique business model allows us to offer:

- Full dedication to our customers' goals
- Flexibility to meet our customers' needs
- A true collaborative approach to our work
- The best workforce within a variety of technical disciplines
- Uncompromising safety
- Sustainability
- Integrity and reliability
- Best of class asset optimization and methodologies
- Understanding of our customers' values and cultures

At Stork Technical Services, partnering starts with listening. We listen to our customers to determine their needs, and then we collaborate in a manner allowing them as little or as much involvement as they want within the asset optimization process.

For example, our customers previously told us they wanted a single, clear, sales interface with our company. We acted on this request to provide a streamlined, efficient one-stop sales process. Customers also said they wanted to know all about our capabilities so we can better serve them. To that end, we are enhancing our web site in a client-centric way and offering useful tools to our sales organization so we can be completely transparent with our customers.

Every day, in every way, thousands of Stork Technical Services men and women are partnering with international customers to ensure there are rarely any questions that cannot be answered or concerns that cannot be met. Some companies call this customer intimacy, but we call it listening, plain and simple.

*"The result of our unique business model—turnkey asset integrity management delivered with the highest regard for safety, consistency and profitability—has earned us the trust of corporations around the world. There is nothing more important to us than gaining and keeping that trust."*

Doug Meikle, CEO



# Vision

Stork Technical services will be the leading global provider of knowledge based asset integrity management services focusing on the Chemical, Oil & Gas, and Power sectors.

We're already on our way. With hundreds customers around the globe, our value proposition is becoming known as the model for turnkey, quality, knowledge-based asset optimization.

# Mission

*STS wants to help our customers reduce risk, assure safety and improve environmental performance. We will enhance their profits through innovative solutions, and integrating thinking and doing.*

Our 10.000 employees around the world stand ready to offer their skill sets to ensure long term risk reduction for tomorrow as well as stable asset integrity for today. This means reliable production and increased profits for every customer we serve.

## Our Business Lines

Our customers spoke, and we listened. For a seamless selection of our services and a positive customer/sales force interface, Stork Technical Services has reorganized the way it does business. Simply, our new model consists of seven business lines offering

global leadership and two business lines which will continue to be led on a regional basis.

More information on our business lines is available at [www.storktechnicalservices.com](http://www.storktechnicalservices.com)

	STS Europe Utrecht				STS ME/Asia Dubai		STS Americas Houston
	Netherlands	Belgium	Germany	UK	Middle East	Asia/ Pacific	US/Latin and S. America
Key Account Management and Marketing							
Asset Management							
Consultancy							
Rotating Equipment							
Electric Equipment							
Process Equipment							
Site Services							
Inspection and Testing							
Mechanical Services							
Electrical Services							





## Our People

The innovative, solutions-driven nature of our people can be traced back to Charles Stork, who founded Weefgoederenfabriek C.T. Stork & Co. at age 13, making him the youngest entrepreneur in the Netherlands. Today, Stork Technical Service's people embrace their founder's spirit of innovation while integrating thinking and doing to ensure reliable service for the customer.

### **Stork people are focused**

Our people are concerned about one thing: Meeting or exceeding customer needs in a safe, quality, timely manner. This is why world-class corporations rely on us for advice on total solutions ranging from maintenance management, consultancy and implementation, to specialized services and more.

### **Stork people think and do**

Some asset integrity management companies offer professionals to create forward-thinking plans, and others provide skilled maintenance workers to ensure consistent production. Stork does both. This is what we mean by thinking and doing. Every Stork employee is well trained and highly experienced to optimize assets without ever taking an eye off of customer requirements.

### **Stork people act as trusted advisors**

At Stork, we work with our customers, not apart from our customers. Communication is consistent, questions are answered, and recommendations are offered by people dedicated to the reliable integrity of your assets. Our customer-focused culture allows us to be trusted advisors who offer a fresh external perspective while reducing concerns about consistent, profitable production.

# Our Invitation to You

We invite you to contact your Stork Technical Services representative to discuss the ways we can partner with your company for unparalleled asset integrity management service and results. You have our word that we will:

- Place the highest priority on the health and safety of our employees while ensuring our work is done in the safest, most efficient manner for our customers.
- Fully commit to providing reliable asset integrity services based on an inherent understanding of our customers' businesses, industries, risks, and the critical nature of uninterrupted production.
- Position people around the globe and around the clock to ensure seamless service, uninterrupted production—and ultimately, peace of mind.

At Stork Technical Services, we do things a bit differently. We believe that if you get to know us, you'll like what you see. Please visit us at [www.storktechnicalservices.com](http://www.storktechnicalservices.com) for further information.





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