



Corporate Fact Sheet

Overview	<ul style="list-style-type: none">• BSI facilitates strategic supply agreements that assure global quality and technology leadership and meet local content requirements.• 40% annual growth since 2005
Industry Focus	<ul style="list-style-type: none">• 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	<ul style="list-style-type: none">• 10 times faster access to new markets or suppliers• 30% higher profit margin• 100 times payback on consulting services
Core Solutions	<ul style="list-style-type: none">• 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	<ul style="list-style-type: none">• Strategic Planning• Operations Planning• Project Management• Training & Skill Building• Optimization Models• Custom Metrics and Benchmarks• Cost & Pricing Analyses• Systems Integration
Office Locations	<ul style="list-style-type: none">• 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