

**Client:** Dutch National Metrology Institute (VSL) – UK

**Brief:** The company is a metrology institute of the Netherlands. They managed and develop primary standards which forms the basis of almost all measurements taking place globally. They develop primary measurement standards and primary reference materials on behalf of the Dutch government The bridge between science and industry.

**Background / Context:** VSL is world renowned with unrivalled experience in measurement

**Objectives of the Service:** To undertake Inspection, Certification of India's only meter test facility ensuring strict measurement compliances and accordance to the Indian government norms and its undertaking GAIL's Policies

**Steps Taken to Implement the Solution:**

- Worked with the end user GAIL to develop a Scope of Work
- Worked with VSL to develop the Scope of Work which was possible for them to undertake and co-ordinated with GAIL
- Provided assistance in developing technical standards to meet international standards based on expertise from VSL
- After understanding, Allport independently participated in the tender and dealt with all the bureaucracy
- Won the tender despite competition from DNV (have over 900 staff across India)
- Ensured to protect the interest of collaborator and developed the local execution team
- Agreed the work to be offloaded from international collaborator to allow them to focus on their core strength & know-how
- Training of local personnel for execution of the contract
- Representation to key authorities, end user head office, Ministry and local service providers for the smooth execution

**Outcome:** The test facility was certified and positive feedback received from both the end user and the collaborator

**CLIENTS TESTIMONIALS ARE ON SUBSEQUENT PAGES**



To whom it may concern

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E info@vsl.nl  
I www.vsl.nl

Your reference	Our reference	Date
	VF-201805-01	May 1 <sup>st</sup> , 2018

**Subject**  
Recommendation for Allport International Pvt. Ltd

Dear Madam, Sir,

VSL B.V. (hereinafter referred to as 'VSL') is the Dutch Metrology Institute, with an excellent reputation and an extensive track record on liquid and gas flow metrology.

In 2016, VSL won a tender to carry out a large assignment to calibrate one of India's prime high pressure natural gas flow facilities. This project was carried out in 2017. In the tender process and during execution of the project, Allport International Pvt. Ltd, of Gurgaon/ Haryana – 122016, India (hereinafter referred to as "Allport") acted as front-end bidder on behalf of VSL, taking over tender formalities and accepting the order from the end client.

Both during the tendering process and during the execution of the project Allport provided excellent local representation for VSL's interests. Allport's proactive attitude, clear communication and thorough knowledge of the local market and habits were indispensable for VSL to win the tender, for VSL's equipment to pass through customs smoothly, for VSL's experts to have a pleasant stay in India and for effective negotiations and clarifications with the end client in various stages of the project. Allport's involvement and dedication provided us comfort by allowing us to fully focus on the project deliverables, which are our core competences.

It is our firm belief that for successful execution of such a large project taking place far away from our own office it is crucial to have proper local representation and we wholeheartedly recommend Allport to act as a local representative in India to anyone in the energy sector.

Should you have any questions regarding this recommendation, free to contact me in any of the above-mentioned ways.

Sincerely,  
VSL B.V.,

Dr. Vincent Fokkema  
Managing Director

VSL B.V., Chamber of Commerce No. 27.228.703

Dutch  
Metrology  
Institute



गेल (इंडिया) लिमिटेड  
(भारत सरकार का उपक्रम - माहाराष्ट्र कंपनी)

GAIL (India) Limited

(A Government of India Undertaking - A Maharashtra Company)

हजिरा कम्प्रेसर स्टेशन,  
इच्छापुर मगदाला रोड,  
पो. ओ. : ओ.एन.जी.सी.,  
जिला : सुरत - 394 518


HAZIRA COMPRESSOR STATION  
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Dist. SURAT - 394 518  
फोन / PHONE : (0261) 2917304/2905734  
फैक्स / FAX : (011) 26185941

Date 19.12.2017

### Completion Certificate

1. Name of Work : Revalidation of Meter Prover Facility at GAIL-Hazira
2. Name of Vendor : M/s Allport International Pvt. Ltd.
3. Work Order No : GAIL/HZR/61689/5300025938/FL-05C/16-17
4. Work order date : 29.09.2016
5. Total Work Order Value : ₹ 1,00,00,000/-
6. Actual Executed Amount : ₹ 1,00,00,000/-
7. Date of Start (Actual) : 25.11.2016
8. Contractual date of completion : 20.07.2017
9. Actual Date of completion : 31.07.2017

This is to certify that job mentioned above has been completed as per scope of work order and direction of Engineer-In-Charge. The performance of the job has been found satisfactory.

  
KISHOR PATEL / KISHOR PATEL  
CM (NG PALOAM)  
गेल (इंडिया) लिमिटेड : GAIL (India) Ltd.  
गेल (इंडिया) लिमिटेड : GAIL (India) Ltd.  
GAIL HAZIRA  
P.O. : O.N.G.C. Nagar, Ichhapore Magdalla Road,  
सुरत, / (Surat) - 394 518.

पंजीकृत कार्यालय :  
गेल भवन, 16, श्रीकाशी काया प्लेस,  
आर.के.एम्., नई दिल्ली - 110 066. ( इंडिया )

सीआईएन/CIN  
I40200DL1984GQ1018976