

# NELES

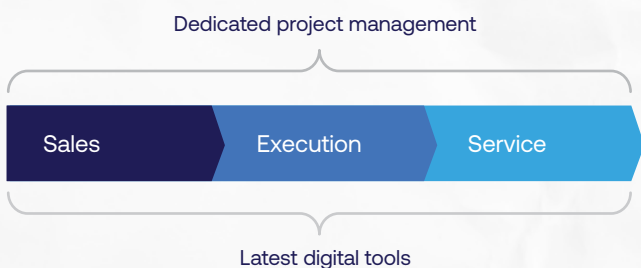
## 5 things to look for in a valves partner

### Ensuring smooth project execution for pulp, paper and bioindustry

#### 1. Clear and defined chain of responsibility across the entire project

When working with Neles, you gain the benefits and peace of mind that comes from a well-defined process with clear responsibilities. We appoint a dedicated project manager for each phase of the project, with clear hand-over procedures from start to finish. The **Project Sales Manager** often brings the **Execution Project Manager** in at the earliest possible phase to ensure a smooth transition from the sales and specification process to project execution. The Execution Project Manager hands over responsibility to the local service partner only after the project is completed in accordance to your agreement. We utilize the latest digital tools to ensure smooth and accurate project completion.

#### ➔ Project sales process with clear responsibility

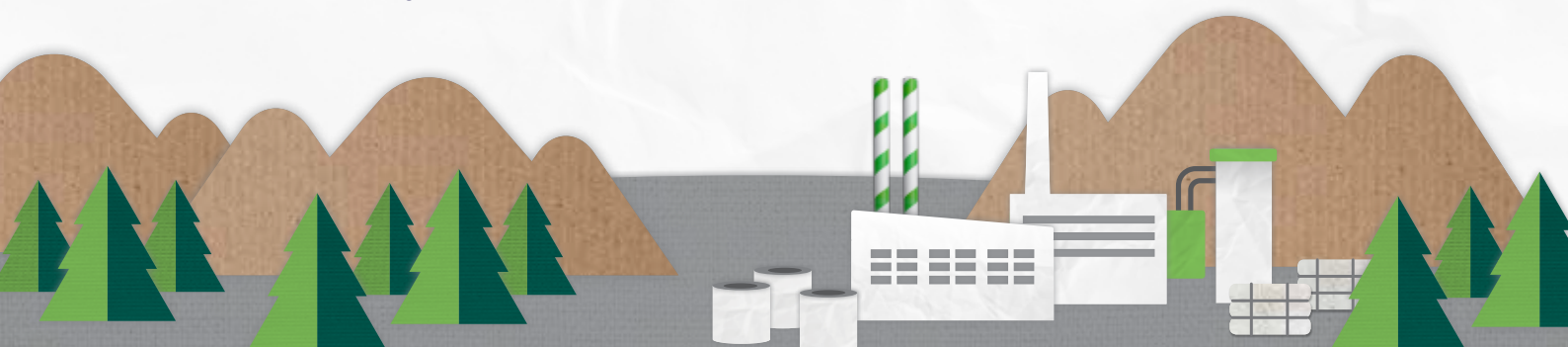


#### 2. High-performance valve technology to deliver same or higher capacity valves at smaller nominal sizes

When looking for optimized performance at the best possible economical value, we have the expertise and portfolio of valves you are looking for. **The valve capacity (Cv-value) of our Neles valves is extremely high compared to our competitors.** This means that in many cases you can reach or even exceed the required capacity even by sizing down and selecting a lighter valve that is one or two sizes smaller.

#### 3. Early and active participation in valve engineering and definition to ensure savings for you

The earlier we enter the conversation, the earlier we can start affecting the smooth progress of your mill project. Valve selection often has implications on the rest of the project, so **in many cases selecting a valves supplier may be worth doing already before selecting your primary equipment vendors.** Starting valve discussions as early as during the initial feasibility study phase could yield a positive impact on the entire project.

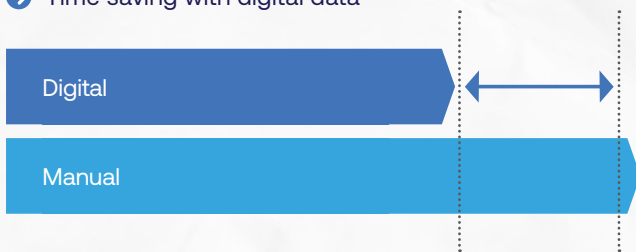


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## 4. Processes in place to complete projects on time or ahead of schedule

A clearly defined process paired with the utilization of efficient digitalized asset data base information can help reduce the engineering time considerably. In some individual cases, **we have been able to reduce the engineering time and valve selection process by up to 47 days**. Valves are often among the first technologies selected, so this efficiency helps the entire process towards earlier completion when done right.

→ Time saving with digital data



## 5. More than 60 years of experience in pulp, paper and bioindustry project execution, with an industry-leading product portfolio and global presence in terms of sales, manufacturing and services, with the references to prove it

Neles has long experience and expertise in delivering valve solutions that ensure efficient mill operations supported by a strong global sales, manufacturing and service presence. Vast experience also allows us to provide the on-site support and service you need for smooth mill start-up.

**Click the links on right** to read more about a few of our successful past projects. If you would like to know more, please get in touch.

### Metsä Group, Äänekoski Bioproduct Mill, Finland

More than 3 000 valves ensure smooth operations at the world's first next-generation bioproduct mill

→ [Click here to read more](#)

### Kotkamills, Finland

700 Neles valves help create a unique, fully recyclable plastic-free barrier board

→ [Click here to read more](#)

### Suzano Group, Imperatriz Unit, Brazil

Boosting the intelligence of integrated pulp and paper processes on the way to Industry 4.0

→ [Click here to read more](#)



**Neles experts at your service**

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