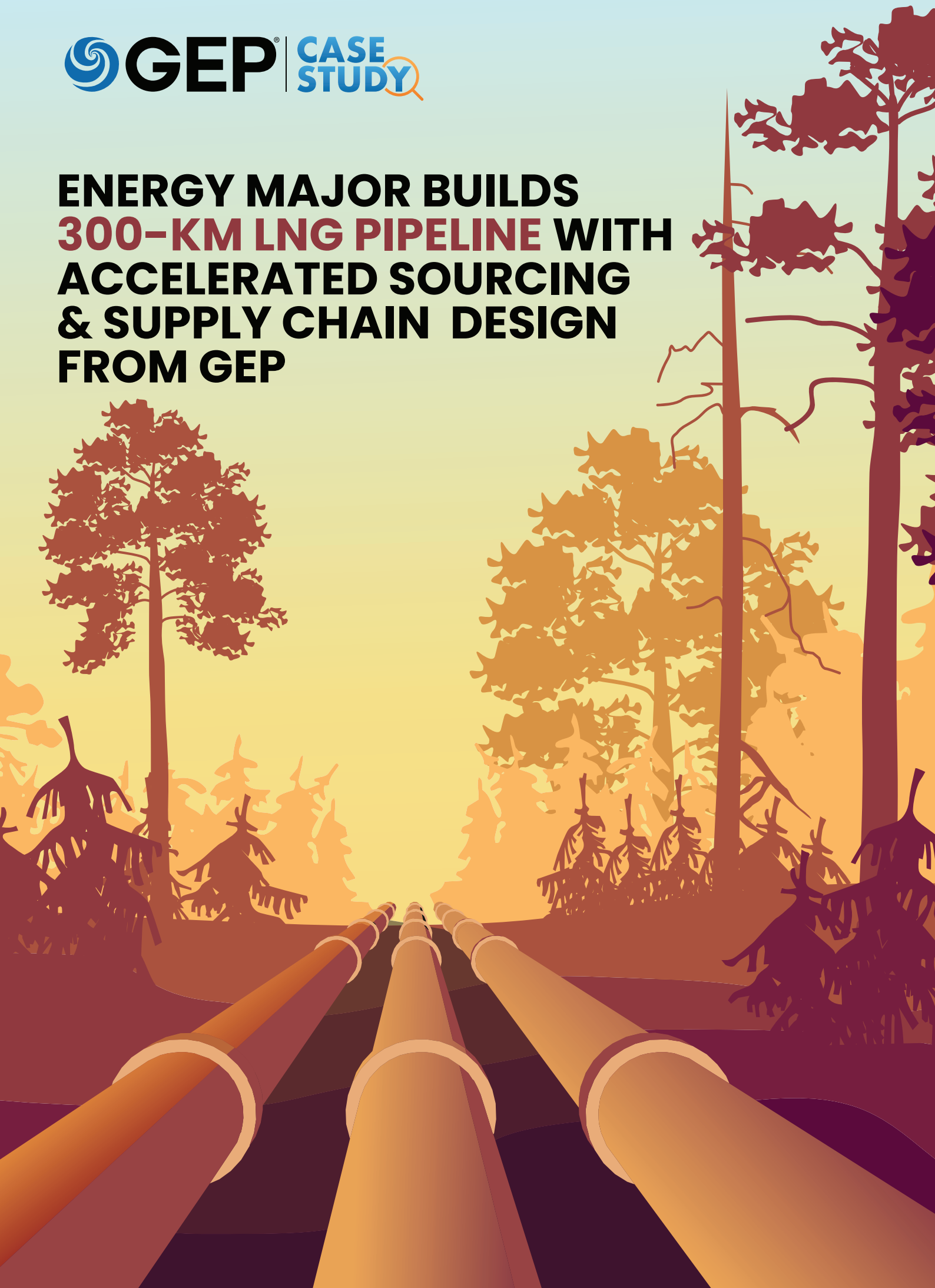
GEP | CASE STUDY

ENERGY MAJOR BUILDS 300-KM LNG PIPELINE WITH ACCELERATED SOURCING & SUPPLY CHAIN DESIGN FROM GEP



A multinational energy company set out to develop a 300-km LNG pipeline, part of a government-led initiative, through remote, ecologically sensitive regions of Brazil. With challenges like tight regulatory deadlines and complex jungle terrain, the company partnered with GEP to lead the sourcing process, secure critical labor and equipment, and design a multimodal supply chain tailored to challenging environmental conditions. GEP enabled the company to launch the project on schedule and strengthen its internal procurement capabilities for future infrastructure delivery.

OBJECTIVES

- Build a 300-km LNG pipeline through remote, eco-sensitive regions of Brazil
- Complete the engineering, procurement and construction (EPC) sourcing process within four months
- Expand the supplier base to mitigate performance risk and improve competitive pricing
- Develop supply chain flows optimized for jungle terrain and low-infrastructure zones
- Upskill internal team's sourcing and procurement capabilities to support long-term infrastructure delivery

APPROACH

- Assessed operational and commercial risks, and identified bottlenecks in sourcing, labor mobilization and equipment procurement
- Accelerated EPC contractor selection
  - Conducted a full RFP process from design to award within four months
  - Qualified global and regional suppliers to expand the competitive pool and ensure delivery capacity
- Market-aligned pricing and risk mitigation
  - Benchmarked labor and material costs to reflect real-time market dynamics
  - Structured pricing models with contingency accounts to reduce cost overrun risks
  - Drafted contracts with protective clauses to mitigate performance and delivery risks
- Remote logistics and environmental compliance
  - Designed supply chain flows to account for river transport, off-road access and low-impact construction in jungle terrain
  - Integrated compliance checkpoints aligned with Brazil's environmental regulations
- Conducted targeted procurement training sessions to enhance internal capabilities

RESULTS

- Project awarded and launched within the timeline and on budget, meeting regulatory deadlines
- Awarded EPC contract worth hundreds of millions within four-month sourcing timeline
- Designed cost-effective, benchmark-aligned pricing and contracts to limit future risk
- Efficient logistics planning enabling timely transport of equipment and materials to remote construction sites
- Integrated environmental safeguards into the supply chain to reduce ecological disruption
- Upskilled and empowered internal procurement team to manage future sourcing projects independently

DELIVERING UNDER PRESSURE IN THE HEART OF BRAZIL

A major energy company was tasked with developing a 300-km liquefied natural gas (LNG) pipeline to expand natural gas access across remote regions of Brazil. The project, part of a government-led initiative, required navigating dense jungle terrain, meeting strict regulatory standards, and coordinating a complex, multimodal supply chain across challenging geographies.

Compounding these technical and environmental demands was a compressed timeline and a partially completed sourcing process. Internal teams were already operating at capacity, and the project faced mounting pressure from global travel restrictions, labor and equipment shortages, and organizational resistance to modern procurement practices.

With permitting deadlines approaching and execution risks mounting, the company needed a sourcing and supply chain strategy that could move fast, operate effectively across difficult terrain and build internal capability for the long term. It was a high-stakes project, and to keep it on track, the company turned to GEP for sourcing rigor, execution speed and hands-on procurement expertise.

A FAST-TRACK STRATEGY FOR SOURCING AND EXECUTION

With a four-month deadline, GEP moved quickly to assess operational and commercial risks. Early analysis uncovered critical bottlenecks in sourcing, labor mobilization, and equipment procurement that could delay the project and impact cost and performance.

To accelerate contractor onboarding, GEP launched a full RFP process from design through award within just four months. The team qualified both regional and global EPC vendors, expanding the supplier base and creating a more competitive environment for bidding and delivery.

Pricing strategy was another key focus. GEP benchmarked labor and material costs against real-time market data, structured pricing models with contingency buffers, and drafted contract terms designed to protect against cost overruns and performance failures.

On the ground, the project required a supply chain strategy adapted for remote and environmentally sensitive terrain. GEP designed supply flows to support river transport and off-road access, while integrating checkpoints aligned with Brazilian environmental regulations to ensure full compliance throughout the build.

Finally, GEP supported long-term success by upskilling the internal team. Procurement staff received targeted training and knowledge transfer, equipping them to manage future infrastructure sourcing projects independently.

ON TRACK, ON POINT, ON TARGET

Despite the complexity, with GEP's support, the company met regulatory deadlines and successfully launched the project within the timeline. An EPC contract worth hundreds of millions was awarded on schedule, backed by cost-effective, market-aligned pricing and contract terms designed to limit future risk. Carefully tailored logistics plans ensured that

equipment and materials reached remote construction sites on time, while compliance checkpoints embedded in the supply chain reduced environmental impact throughout the process.

What began as a high-risk, high-pressure expansion program became a model for disciplined execution — a fast-tracked project delivered with speed, rigor and resilience replicable in the future by an upskilled internal team capable of confidently and independently managing sourcing efforts.



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