

Save Industrie Using Rohr2 to obtain contracts

In order to provide help to its industrial customers located in the Caribbean, a region frequently hit by earthquakes and cyclones, Save Industrie needs a simple and powerful simulation tool suited to piping-related issues. And, in this field, Rohr2 has already proved its efficiency.



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OUR CUSTOMER

Corporate name
Save Industrie

Activity
Design, manufacturing and installation of industrial facilities (piping, sheet metalwork, metal hardware, design and technical assistance)

Workforce
10 employees

The Caribbean is exposed to violent earth tremors and weather vagaries, which means that operating an industrial facility in this region is a real technical challenge. As a result, Save Industrie, a company which designs and installs piping and sheet metal facilities, needs to have its resistance and flexibility calculations systematically validated by a third party before starting any work. This lack of autonomy and reactivity is a serious handicap for the company in this highly competitive market, hence the interest of acquiring simulation software!

The Save Industrie managers first heard about the Rohr2

software in an advertisement. This software is edited by Sigma, a German company, and distributed in France exclusively by Cetim.

After having acquired the software, Save Industrie dispatched Frédéric Ferrer, the representative of ACJJ (a subsidiary of the Melea group, which is the parent company of Save Industrie) to take a two-day training in Senlis (France).

« *The Sigma instructor speaks French and has become one of my direct contacts* », says Frédéric Ferrer. And now, he does not think twice about seeking help from Cetim specialists who provide Rohr2 users with technical support.

New skills and new contracts

After a training session relating to the technical parameterisation of the software and to the codes of the trade, regularly updated by the editor, Frédéric Ferrer immediately went to work and two contracts directly followed: a study of the flexibility and earthquake resistance of a pipeline section for a refinery and a gas storage site. And recommendations were not long in coming: for the refinery, reinforcing the support of an expansion loop located in a sensitive area and, for the storage site, redesigning the concrete bases of the metal posts which support a piping rack.

As Frédéric Ferrer says, simulation has another advantage : « *It allows us to quickly answer calls for tenders, especially for installations, and furthermore with better relevance* ».

Getim's asset

In addition to the distribution of Rohr2, Cetim also takes part in the continuous improvement of the tool (interpretation of the codes, suggestions for new functions, etc.).

