

# **BLUE OCEAN STEELS**

*Connecting the dots...*

*Experience You Can Trust,  
Service You Can Count On*





***Connecting buyers and  
sellers of Steel from  
around the world.***



# About Us

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## *Committed To Give You Excellent Service*

**Blue Ocean Steels (BOS)** is a leading supply chain management company for steel products in India. This professional team has a solid track record and carry more than hundreds of years of work experience in the field of special steels long products industry in India.



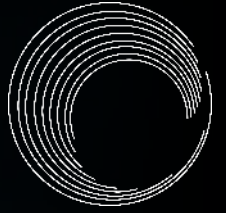
# Global Player

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**BOS today plays the role of a matchmaker in the world of steel, both long and flat products in India and around the world.**

# Our Focus

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**Instead of focusing on the competition, we put all our energies to focus on the customer.**



# Vision

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To be the  
*“Preferred”* partner  
for Steel Supply  
Chain and value  
added solutions





# Mission

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**Customer  
Centricity**

**Ethics &  
Compliance**

**Reliability**

**Take care of  
stakeholders**



# Our Journey since inception - in numbers



**340 + Customers**  
Trusting us & Growing

**15+**  
Strategic Tie Ups

**1,00,000+ MT**  
of Steel Sold & Growing

**10+**  
Industry Segments

**2,50,000 Sq. Ft**  
Warehouse Space

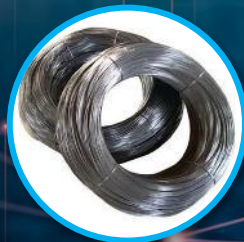
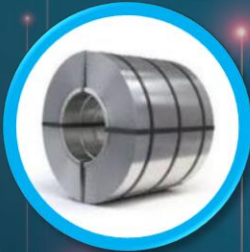
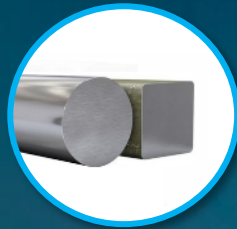
**5000+ MT**  
Inventory at all time



# BOS Product Range



## Rolled & Forged Products



Carbon Steel

Medium & High Alloy Steel

Tool & Die Steel

Stainless Steel

## HR & CR Plates & Sheets

Cold Drawn

Peeled

Machined as per drawing

Heat Treated

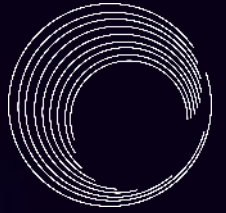
## Wire rods

## As Cast Ingots

## Slabs & Cast Billets



# The power of SOURCING



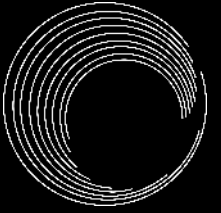
At BOS we understand the importance of RIGHT QUALITY, RIGHT QUANTITY on TIME at the RIGHT PRICE.

Hence, we source from a multitude of steel manufacturers – both Indian and Foreign – to bring to you the best options from across the world.





# Industries we serve



**Aluminum**



**Auto/Forging**



**Bearing**



**Defense**



**Engineering**



**Mining**



**Nuclear**



**Oil & Gas**



**Railways**



**Others**

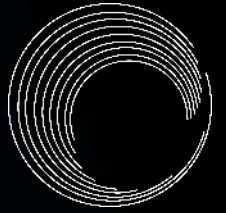


# Our Top Few Esteemed Buyer Partners





# BOS's 7S MODEL



## STRATEGY

We always work closely with our clients with a long term strategy to be your partner in Growth

## SKILLS

Strong Focus on Skills of the Team for World Class Performance.

## STAFF

Our Team is 24 Carat Team and we do everything to ensure that they shine at all times



## STRUCTURE

Our Organisation Structure is designed to give the best output and service to customers.

## SYSTEMS

Everyone including the CEO has to align to the systems and that helps create a consistent performance

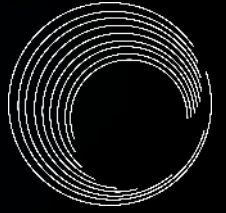
## STYLE

We align with the business styles of our clients.

**We try to create Shared Value with all the stakeholders.**



# Our Value Proposition No 1



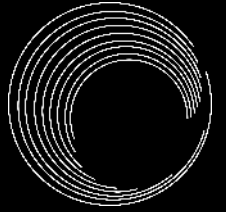
## Just in Time Delivery and Just what is Required

### Time for Fontana to evaluate:

- Cost of carrying inventory not required.
- Cash Flow Issues.
- We deal with more than 15 steel plants from around the world...highly unlikely for any stockout situation.
- Our MOQ at all times is only one Bundle.



# Our Value Proposition No 2



**100%  
Transparency,  
Ethical and  
System driven**

We provide you :

- Statement of All Past Transactions including ledger, Test certificates on Real Time basis. You get a login ID for the same.
- Complete stock details which can be blocked by you and picked up as and when you require.





# Top 5 Reasons to Partner with Us

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**Customized  
Orders**

**1**

**5 Quality  
Sourcing**

**Always  
well-stocked**

**2**

**Flexible  
Payment Terms**

**3**

**4 Pre-Booking  
Facility**



# Our Value Proposition for Domestic Customers of Specialty Steels



**Your Partner  
In Growth**



**One Stop  
Shop**



**Just in Time  
(JIT)**



**Payment  
Terms**



**Quality  
Assurance**



# Our Value Proposition for International Customers of Specialty Steels



**One Stop Shop**



**Steel at Your Doorstep**



**Compliances & Approvals**



**Payment Terms**



**Quality Assurance**





# Our Strong Systems



**Personalised service** by the team, but strictly driven by the system.

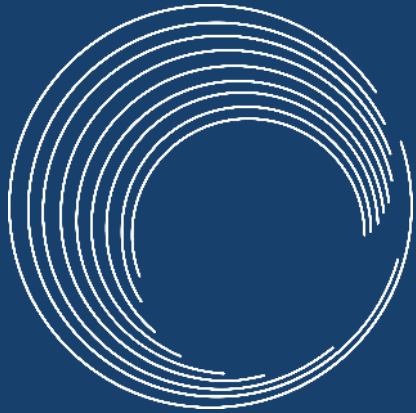
**Our dream** - Any information which a client requires from us should be available in 90 seconds max. Yes, we are doing the same.

**Our strong systems** creates Happy employees who deliver very happy service.

We are designing everything to handle **100x traffic**. By the way, in last 4 years we are growing at a cagr of 50% per year

[Live Demo \(5 Mins\)](#)





**THANK YOU**