



Global-Power Chile SpA



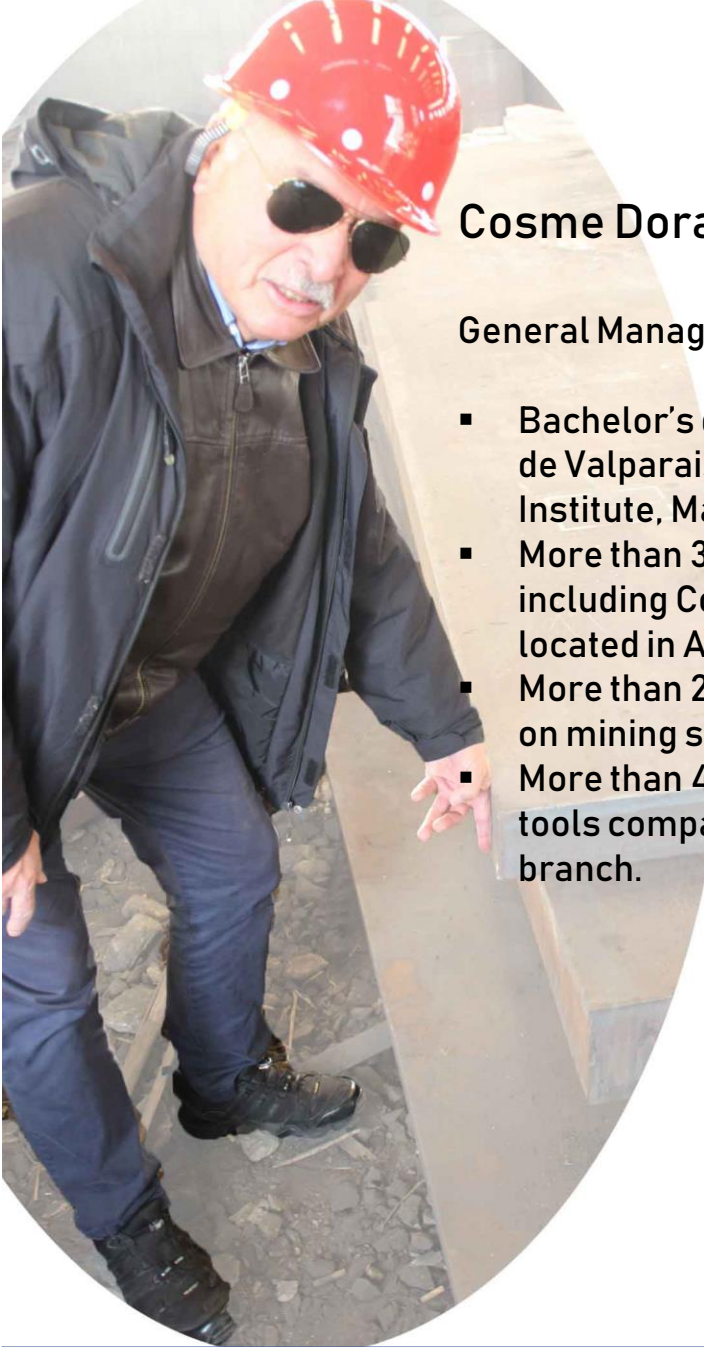
Company Presentation



About Us

Global-Power Chile SpA is a family company in which most of us have lived, studied and work among the mechanical and electrical engineering field all over the globe and decided to form a company that has already 10 years of experience in commercialization of great size industrial machinery and equipment and raw materials for mining, construction, metallurgy and power sectors including **sustainable** machinery for a greener industrial process to contribute to the circular economy.

Our imports have been concentrated, among others, mainly in the Asian market because of their comparative advantages in price and quality. Additionally, a part of our team has lived and worked for many years in China in which Asian business negotiations are part of our expertise.



Our Team

Cosme Dorado Alarcón

General Manager

- Bachelor's degree in Electrical Engineering from Catolica de Valparaiso University, Chile, and MBA from Economic Institute, Madrid Spain.
- More than 30 years of experience in many mining sectors, including Codelco, in more than 3 countries, two of which located in Asia.
- More than 20 years of experience in managing positions on mining suppliers such as Atlas Copco
- More than 4 years of experience as manager in pneumatic tools company, Chicago Pneumatic, Qingdao China branch.

Sebastián Dorado Pinto

Project Manager

- Bachelor's degree in Mechanical Engineering from Michigan State University, USA with an interexchange study in water injection molding machines in RWTH Aachen University, Germany.
- MBA from Gabriela Mistral University.
- 17 years of experience in industries such as mining, telecommunications, thermal energy, metallurgy and imports





Nuestra ventaja como empresa

As an **advantage**, we have accomplished an accumulation of knowledge from clients' various processes and industries, backchecks of foreign providers and their technical expertise and market share participation among their competitors.

We have a vast experience which makes us a strategic partner that offers a package of efficient machine selection, tender participation, economic machinery international purchasing and instalment and reliable international contacts, all in one company.

Our sister company, **Power Steel Trading Co., Ltd., located in Hong Kong, China**, gives us the freedom to offer our clients invoices for all desired products from a company located in the most prestigious business cities in Asia. We are a strategic partner that is locally placeable in Chile and can conduct business as a native Asian.

We provide business contact privileges, allow business meetings and technical guides abroad, offer services of purchasing and agile customs administration and with a deep understanding of your industrial process in order to offer the best possible tailor fit foreign provider.



Imported Products

Industrial Laboratories

- Strain-Stress material testing machines
- Charpy Testers



Raw Materials

- Abrasion resistant steel plates for mining truck hoppers



Electric Gensets

Gensets with diverse types of fuels, LPG, Biomass, Diesel



High Scale Machinery

- Vulcanic Hydraulic press for conveyor belts





Some of our clients



Grupo Collins





Our participation with clients in tenders

Our experience with equipment and raw material purchasing from all over the globe makes us a strategic partner when participating in tenders with our clients.

Our knowledge and experience with Asian foreign providers and their company cultures gives an advantage to give quotes within the time limit, detailed technical information and a confident deliver of the promised machinery and raw material for the most demanding industries.

Our idea is to complement our expertise with our partners and create a solid team to confront all stages of the most demanding tenders.



Our procedures in tenders with our clients

Tender General Procedures

Publication

Questions Reception

Responses

Offers Reception

The first meeting with GlobalPower should be established within the week. At this point it will define the total participants (or third-party companies) that will be involved in the tender, the scope that each will reach and on a later date define questions that should send to the tender platform.

Before the first meeting, all information available from the tender platform should be send to GlobalPower to prepare.

The economic and technical information of the raw material, machinery or equipment in a process takes time and the higher the number and complexity, the longer it takes to gather the right provider and price.

This time spent is important since there are thousands of providers available for contact, evaluate them and finally establish a good business relationship with the best.

At this stage, a meeting is setup with the main participating company to deliver the final candidates and define the best one to go through the tender process.

Our scope is always giving at least 2 providers to chose from with relevant information that makes them the right candidate.



Thank you