



CORPORATE  
PROFILE



Associated Business Partner



**EMERSON**<sup>™</sup>

Local Business Partner

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## Who We Are

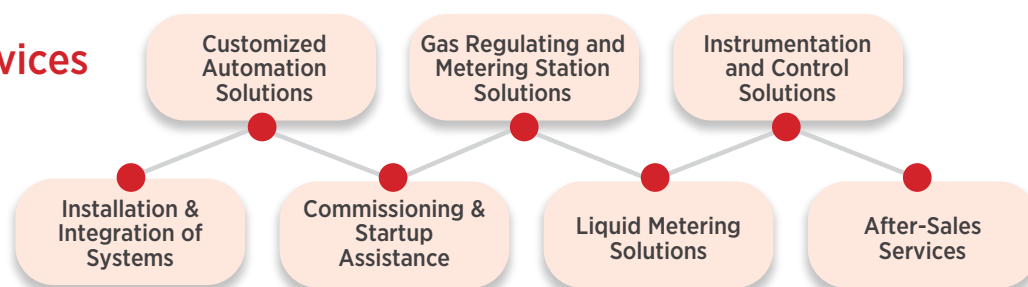
Founded in January 1984, Instrumentation Engineers Ltd. (IEL) has been at the forefront of meeting the instrumentation needs of Bangladesh's industrial sector. Over the decades, we have played a vital role in national industrial development by providing cutting-edge solutions for **control, reliability, safety, sustainability** and **optimization**. Our expertise extends beyond instrumentation, offering **engineering, installation & commissioning, after-sales support, and manpower training** to ensure seamless operations for our clients.

As the **Emerson's local business partner for Bangladesh**, we serve as the country's trusted point of contact for Emerson's Automation Solutions. By combining our local expertise with Emerson's global innovation and scale, we help customers achieve **Top Quartile performance** through advanced, patented technologies tailored for Bangladesh's emerging market.

Beyond Emerson, we have established strategic partnerships with leading OEMs such as **Canalta**, and **Flash Point**, further enhancing our ability to deliver comprehensive, one-stop solutions.

For decades, we have been recognized as Bangladesh's leading provider of **automation, valve technologies, water quality analysis, filtration and separation, measurement, and process control solutions**.

### Core Services



### Vision

To become a key contributor to the rapid growth of the economy by facilitating sustainable development in Bangladesh.



### Mission

To provide reliable, precise, and long-term solutions that help our customers reach operational excellence.

## VALUES

We adhere wholeheartedly to our values, the 6-guiding principles that help us prosper and grow.



#### Integrity

We do our utmost to be ethically and morally conscious. This includes transparency, confidentiality, and fair business dealings with our customers, suppliers, and partners alike.



#### Equality

We treat everyone equally regardless of gender, religion, nationality, or other socio-cultural factors.



#### Customer Focus

We listen to our customers attentively, and understand their underlying issues. This helps us deliver solutions tailored precisely to their needs.



#### Ownership

Each member of the IEL team is personally committed to seeing projects through to the end. We continuously strive to see the bigger picture and act accordingly.



#### Collaboration

Relationships within the company are just as important as those with customers. All our team members treat each other with respect and professionalism across departments, designations, and geographies.



#### Continuous Improvement

By fostering a culture of excellence, IEL encourages all team members to relentlessly pursue improvement in their personal skills as well as business processes.

## Industries Served

### Oil and Gas



Exploration



Production & Storage



Transmission & Distribution



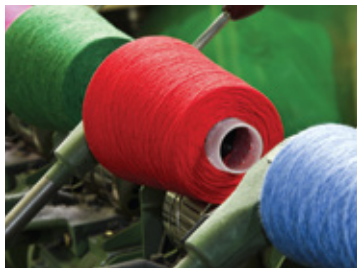
Chemical



Power Generation



Refining



Textile



Fertilizer



Pipelines and Terminals

## Our Customers



### PRINCIPAL BRAND



### COMPLEMENTARY BRANDS



## Emerson Automation Solutions Products & Services

The industry's broadest portfolio of technologies to measure, control, optimize and power, manufacturing operations — and the experience and expertise to solve their toughest problems.

Measurement and Analytical	Final Control	Discrete Automation	Systems and Solutions
<ul style="list-style-type: none"> <li>• Pressure</li> <li>• Flow</li> <li>• Level</li> <li>• Temperature</li> <li>• Tank Gauging Systems</li> <li>• Density &amp; Viscosity</li> <li>• Liquid Analysis</li> <li>• Gas Analysis</li> <li>• Flame &amp; Gas Detection</li> <li>• Flow Measurement Systems</li> <li>• Blending &amp; Pigging Solutions</li> <li>• Industrial Wireless Technology</li> <li>• Corrosion &amp; Erosion Monitoring</li> </ul>	<ul style="list-style-type: none"> <li>• Control Valves</li> <li>• Isolation &amp; Shutoff Valves</li> <li>• Solenoid Valves</li> <li>• Pressure &amp; Safety Relief Valves</li> <li>• Pressure Regulators</li> <li>• Actuators</li> <li>• Controllers &amp; Instruments</li> <li>• Flame &amp; Detonation Arrestors</li> <li>• Steam Traps &amp; Blowdown Valves</li> <li>• Nuclear Flow Controls</li> <li>• Tank Vents &amp; Hatches</li> <li>• Vacuum &amp; Breather Valves</li> <li>• Level Gauges</li> </ul>	<ul style="list-style-type: none"> <li>• Pneumatic Cylinders &amp; Actuators</li> <li>• Pneumatic Valves &amp; Valve Systems</li> <li>• Air Preparation</li> <li>• Angle Seat, Pinch &amp; Diaphragm Valves</li> <li>• Smart Technologies</li> <li>• Miniature Solenoid Products</li> <li>• Vacuum Technologies</li> <li>• Programmable Automation Control Systems (PLC/PAC)</li> </ul>	<ul style="list-style-type: none"> <li>• Distributed Control Systems (DCS)</li> <li>• Safety Instrumented Systems (SIS)</li> <li>• SCADA Systems</li> <li>• Remote Terminal Units (RTU) &amp; Flow Computers</li> <li>• Industrial Computing</li> <li>• Pipelines Solutions Software</li> <li>• Pipeline Studio &amp; Pipeline Manager</li> </ul>

## Proudly Representing Emerson's Leading Brand Portfolio in Bangladesh

As the Emerson's local business partner, IEL is proud to bring Emerson's market-leading brand portfolio to the emerging market of Bangladesh.



FISHER™ BRANSON™ ROXAR™ KTM™ YARWAY™  
 CLARKSON™ MICRO MOTION™ AMS™ ASCO™  
 TOPWORX™ TARTARINI™ KUNKLE™ APPLETON™  
 FASANI™ CROSBY™ ENARDO™ DELTA V™ VAREC™  
 SEMPELL™ ANDERSON GREENWOOD™ BETTIS™  
 PENBERTHY™ KEYSTONE™ SHAFER™ SOLAHD™  
 KBALL™ DANTORQUE™ BAUMANN™ HYTORK™  
 VANESSA™ NELSON™ ROSEMOUNT™ FRANCEL™  
 MAGTECH™ TESCOM™ PAINE™ NEOTECHA™



## Measurement & Analytical

The Measurement & Analytical segment is a leading supplier of intelligent instrumentation measuring the physical properties of liquids or gases, such as pressure, temperature, level, flow, acoustics, corrosion, pH, conductivity, water quality, toxic gases, and flame. These devices transfer data and asset management information to control systems and automation software, allowing process and hybrid industry operators to make educated decisions regarding production, reliability, sustainability and safety. Products within our Measurement & Analytical segment are marketed under a variety of brands including: Flexim, Micro Motion and Rosemount.



## Final Control

The Final Control segment is a leading global provider of control valves, isolation valves, shutoff valves, pressure relief valves, pressure safety valves, actuators, and regulators for process and hybrid industries. These solutions respond to commands from a control system to continuously and precisely control and regulate the flow of liquids or gases to achieve safe operation along with reliability, sustainability and optimized performance. Products within our Final Control segment are marketed under a variety of brands including: Anderson Greenwood, Bettis, Crosby, Fisher, Keystone, KTM and Vanessa.



## Discrete Automation

The Discrete Automation segment includes solenoid valves, pneumatic valves, valve position indicators, pneumatic cylinders and actuators, air preparation equipment, pressure and temperature switches, electric linear motion solutions, programmable automation control systems and software, electrical distribution equipment, and materials joining solutions used primarily in discrete industries. Products within our Discrete Automation segment are marketed under a variety of brands including: Afag, Appleton, ASCO, Aventics, Branson, Movicon, PACSystems, SolaHD, TESCOM, and TopWorx.



## Systems and Solutions

The Systems & Solutions segment provides control systems and software that control plant processes by collecting and analyzing information from measurement devices in the plant. These technologies determine optimal settings with software based on a customer's specific algorithms and use that information to adjust valves, pumps, motors, drives and other control hardware for maximum product quality, process efficiency, sustainability and safety.

These solutions include distributed control systems, safety instrumented systems, SCADA systems, application software, digital twins, asset performance management and cybersecurity. Control Systems & Software solutions are predominantly used by process and hybrid manufacturers. Products within our Control Systems & Software segment are marketed under a variety of brands including: AMS, DeltaV and Floboss.



**Emerson** is a global technology and engineering company providing innovative solutions for customer in industrial, commercial and residential markets. Emerson Automation Solutions business helps process, hybrid and discrete manufacturers maximize production, protect personnel and the environment while optimizing their energy and operating costs.

### Emerson Brand Promise

Emerson is where technology and engineering come together to create solutions for the benefit of our customers, driven without compromise for a world in action.

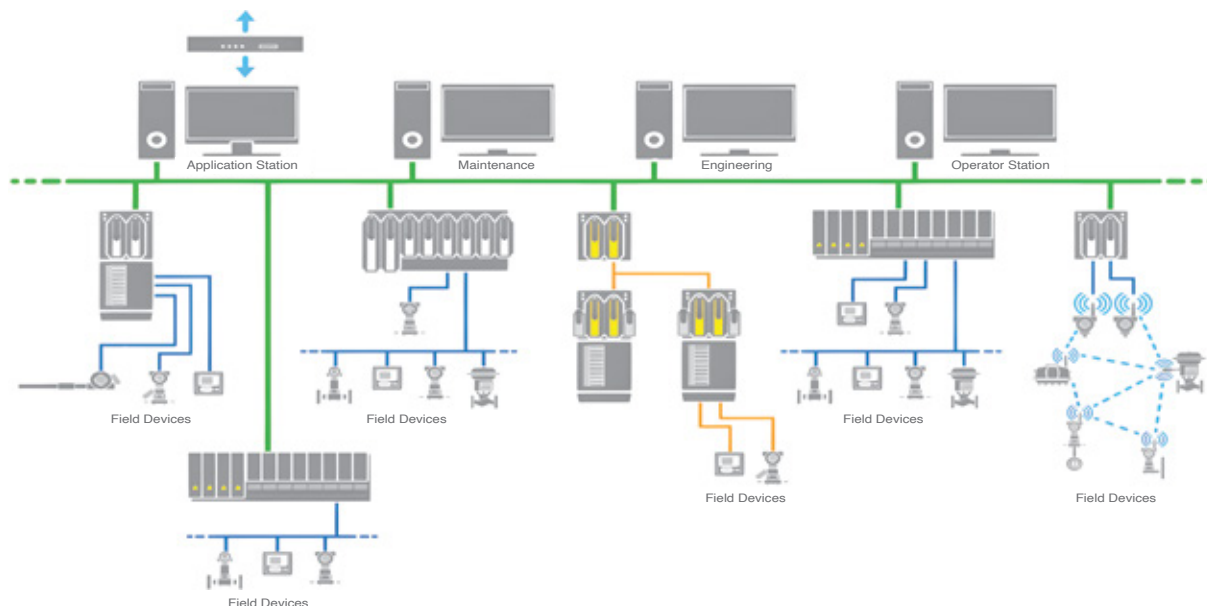
## Empowering Industries Through Automation

Our proven track record in Bangladesh's industrial plants is a **critical step toward automation and efficiency**. It enhances **process control**, ensures **safety**, optimizes **costs**, and supports **regulatory compliance** while paving the way for **Industry 4.0** advancements.

### DCS (DELTA-V) Installations in Bangladesh

**GTCL** - Gas Processing Plant, Ashuganj  
**GTCL** - Gas Processing Plant, Elenga  
**DAP** - DAP Unit - 2, Chattogram  
**Super Petro** - Xylene Facility Plant, Chattogram  
**Super Petro** - BTX and Reformer Unit, Chattogram

**Super Petro** - Petro-Chemical Plant, Chattogram  
**Partex** - Octane Refinery Unit, Chattogram  
**Tasnim** - PVC Plant, Narayanganj  
**Samuda** - Caustic Soda Plant, Munshiganj  
**Samuda** - Hydrogen Peroxide Plant, Chattogram



## Driving Efficiency in Natural Gas Management

A Custody Transfer Metering and Regulation Station is a critical infrastructure in the natural gas supply chain, preventing pressure fluctuations that could impact downstream operations and ensuring accurate measurement and control of gas flow between suppliers and consumers. These stations use advanced metering technology to precisely measure gas volume and energy content, ensuring compliance with international standards playing a key role in optimizing energy distribution and supporting industrial and commercial energy needs of the country.

Customer	Capacity	Type of Natural Gas Station	Location
Gas Transmission Company Ltd. (GTCL)	100 MMSCFD	Custody Transfer Metering	Moheshkhali
	600 MMSCFD	Custody Transfer Metering	Moheshkhali
	600 MMSCFD	City Gate	Anowara
	450 MMSCFD	Pressure Regulating	Salimpur
	70 MMSCFD	Town Border	Kutumbopur
	70 MMSCFD	Town Border	Barabkunda
	50 MMSCFD	Town Border	Feni
Karnaphuli Gas Distribution Company Ltd. (KGDCL)	50/30 MMSCFD	District Regulating	Chattogram
United Power-195MW Power Plant	100 MMSCFD	Regulating & Metering	Ashuganj
Midland- 51MW Power Plant	25 MMSCFD	Regulating & Metering	Ashuganj
Comila Economic Zone (CEZL)	100 MMSCFD	City Gate	Gazaria
JERA -718 MW Power Plant	162 MMSCFD	Regulating & Metering	Meghnaghat

## Complementary Brands

Proudly Representing Leading Portfolio of Global Brands in Bangladesh

### Flashpoint Equipments Pvt. Limited

Designing and manufacturing comprehensive range of liquid & gas filtration, separation, scrubbing equipment and systems.

#### Air Eliminators and Air Vents

Air Eliminators Centrifugal Types (CGS) | Air Vents-Pilot and Float Type (AV125/AV150)

#### Quick Opening Closures

Horizontal (SEG4LOCK-H) | Vertical (SEG4LOCK-V)

#### Fabricated Pipeline Strainers

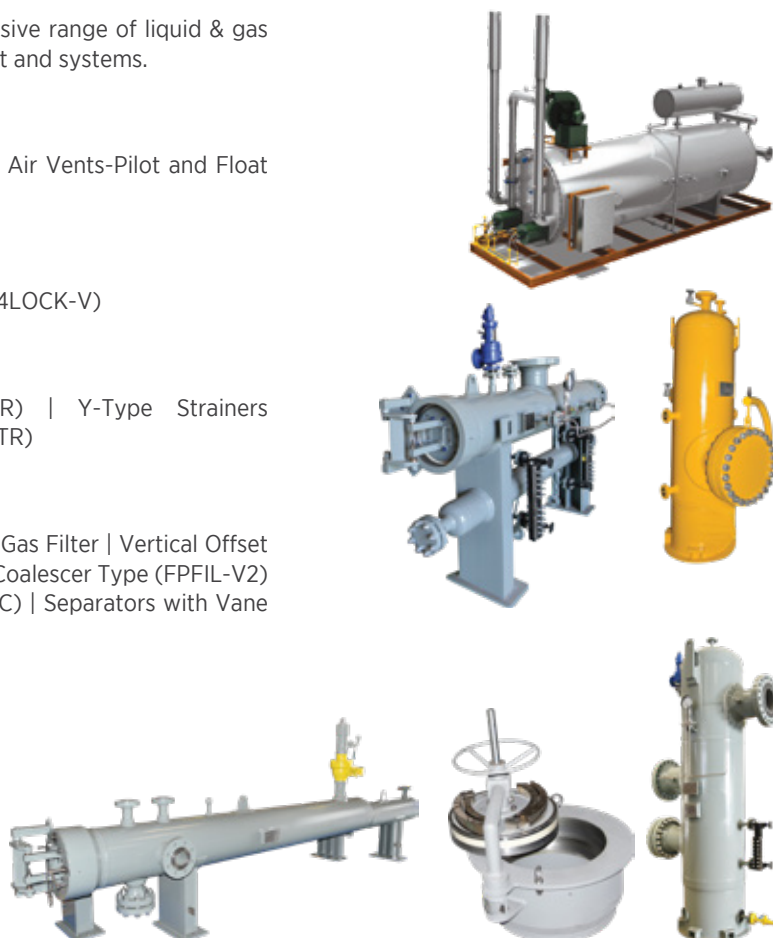
Fabricated Basket Strainers (FAB-STR) | Y-Type Strainers (YFAB-STR) | Duplex Strainers (FABDX-STR)

#### Gas Filters and Filter Separators

Gas Filter Separator | Vertical In-Line Dry Gas Filter | Vertical Offset Dry Gas Filter | Horizontal Dry gas Filter | Coalescer Type (FPFIL-V2) | Separators with Multi Cyclones (FPFS-VC) | Separators with Vane Demister (FPFS-VV)

#### Pig Launchers and Receivers

#### Water Bath Heaters



### Canalta Flow Measurement

The leading natural gas industry in the manufacturing of control and measurement equipment.

#### DBB Orifice Fittings

Retrofitting Orifice Meter Installations | Pressure Gauges | Automatic Valve Latches | Soft Seat Valve Seal | HNBR O-ring Seals

#### Dual Chamber Orifice Fitting

HNBR O-ring Seals | Soft Seat Valve Seal

#### Single Chamber Orifice Fitting

Rack and Pinion Gear System | HNBR O-ring Seals





## Life Cycle Services: Unmatched Service Quality That Sets Us Apart

**Our commitment to excellence ensures an unrivaled service experience, driven by key factors that truly resonate with our customers:**

- **Exclusive Expertise:** Service for Emerson products is provided solely by Emerson Manufacturer - certified engineers and technicians.
- **Minimized Downtime:** On-site servicing drastically reduces operational disruptions.
- **24/7 Emergency Support:** Reliable assistance whenever you need it.
- **Hands-On Training:** Empowering your team with practical, in-depth knowledge.
- **Prompt & Timely Service:** Ensuring efficiency and reliability.
- **Guaranteed Results:** Delivering solutions you can trust.

Additionally, **installation, commissioning, and calibration services** for our entire portfolio are available on demand.



## Executive Education

We leverage our expertise and global resources to **enhance workforce performance**, driving greater **efficiency** and **profitability** for businesses.

As partners with **world-renowned manufacturers in Bangladesh**, we are committed to delivering **innovative solutions**—whether through **state-of-the-art products** or **world-class training programs**.

Our programs, including **General Business Management & Industrial**, are designed to elevate professional skills across the corporate sector in Bangladesh. We focus on **upskilling personnel**, enhancing their existing competencies, and equipping them to **adapt to emerging technologies** and **industry advancement**.

Training sessions are conducted at our **dedicated training centers** or can be arranged **on-site at customer facilities** as required. Each program is led by **industry experts** and **globally recognized trainers**, ensuring **compliance with international standards** and delivering measurable impact.



## Career Acceleration Program (CAP)

**A fast-track program for young engineers to kickstart their career**

Launched in 2022, the **Career Acceleration Program (CAP)** is designed to **develop skilled professionals** in the field of **Instrumentation** in Bangladesh. With limited engineering programs specializing in this field, this program **bridges** the gap by providing fresh graduates with **comprehensive training** in **instrumentation**, along with exposure to **international commerce**, **data analysis**, and **corporate communications**.

Candidates are selected through a **rigorous process** and gain **hands-on industry experience** through **facility visits**, **mentorship from industry leaders**, and **real-world project exposure**. This initiative plays a vital role in **nurturing local talent** and **creating enhanced career opportunities** in Bangladesh's growing industrial sector.



## Corporate Social Responsibility (CSR)

We are committed to **Corporate Social Responsibility (CSR)** by actively contributing to the communities where we operate. Our initiatives bridge the gap between **local needs** and **industry expertise**, focusing on **education**, **skills development**, and **sustainable projects**. Through these efforts, we support long-term growth and create lasting value in Bangladesh.

## Our Achievements

Over the years, we have been honored with numerous awards from **Emerson**, recognizing our **outstanding performance** and **significant contributions** to Bangladesh's industrial sector. Through **innovative automation and instrumentation solutions**, we have successfully executed key projects, integrated **cutting-edge technologies** across major industries, nurtured **local talent**, and driven **sustainable growth** in sectors such as **oil & gas, power, and manufacturing**. These achievements have solidified our reputation as a **trusted partner** in industrial innovation and progress.



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