

LatAm SER S&OP 2026 - EXPO

Station 06: FSE – As Turn-key package
How to deploy Execution team of mechanics into LatAm

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Valmet Execution Team of Mechanics

INTERNAL



- With the increase in the installed base in Latin America, the current model of hiring temporary labor for the execution of activities in General Shutdowns, whether directly or indirectly, has proven ineffective due to the following main aspects:
 - Shortage of qualified professionals;
 - Decline in the quality of services performed;
 - Vulnerability regarding the availability of professionals in the market;
 - Lack of predictability of future costs;
 - Lack of investment in training and skills development;
 - Lack of agility in mobilizations.



Valmet Execution Team of Mechanics

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- Given this new scenario, we are gradually working towards own sourcing several activities that we perform:
 - Performance of specific services with 100% Valmet professionals;
 - Segregation of specific activities to be performed exclusively by Valmet professionals;
 - Reduction in the mechanic/supervisor ratio;
 - Investment in training and development;
 - Investment in tools and devices with productivity gains.



Transition from the traditional model to the Valmet INTERNAL Execution Team of Mechanics



- **Traditional model and its limitations:**

- Increased demand due to an increase in the installed base in LatAm;
- Shortage of qualified and properly trained labor for work in Pulp and Paper mills;
- Unsustainable increase in service costs due to an increase in the number of people at the expense of professional specialization;
- Unavailability of professionals during peak demand periods;
- High employee turnover, resulting in loss of loyalty, continuity, and activity history between General Shutdown cycles;
- **The result for the customer is poor-quality in-service delivery and complaints.**



Transition from the traditional model to the Valmet INTERNAL Execution Team of Mechanics



- **New concept e opportunities:**

- Safety and health first;
- Increased specialization of professionals performing the activities;
- Reduction of personnel mobilized in factories during interventions, increasing productivity and the use of modern tools;
- Greater reliability and quality in the interventions performed;
- Reduction of maintenance costs;
- Loyalty of professionals, maintaining the maintenance history of equipment;
- Reduction of social disturbances caused by mobilizations in communities during the ASD.
- **The result for the customer is quality in service delivery and satisfaction.**



Desired resources and skills

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Currently	
1	Coordinator
1	Administrative
12	Fixed mechanics
1 set	Tools and devices
XX	Floating mechanics

Modern tools

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Innovation through the introduction of new rechargeable tools, with the following objectives:

- Safety
- Productivity
 - Greater agility, as they can be used anywhere;
 - Increased safety, reducing the risk of electric shocks and tripping over electrical cables;
 - Independence from local power supply demand;
 - Speed, eliminating the need for utility installation to begin operations.



Recent Success Cases

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- **Case 1 – LD Celulose/MG**

Areas and equipment's:

- 1 TRPE Press (08) and
Peripherals (21)



Team:

- 02 Valmet Contract Coordinators
- 02 PER Specialists
- 01 Administrative Support
- 02 Field Service Sales Support
- 01 Field Service Coordinator
- 03 Valmet Supervisors;
- 01 Progen Supervisor;
- 58 Progen Mechanics;
- 01 pair of Valmet Boilermaker and Welder

Recent Success Cases

INTERNAL



- **Case 2 – Smurfit Westrock/SC**

Areas and equipment's:

- 1 Corudek Filter (01)



Team:

- 01 Administrative Support
- 01 Field Service Coordinator
- 02 Valmet Supervisors;
- 01 Progen Supervisor;
- 18 Progen Mechanics;
- 01 pair of Valmet Boilermaker and Welder



Recent Success Cases

INTERNAL



- **Case 3 – Suzano Aracruz/ES**

Areas and equipment's:

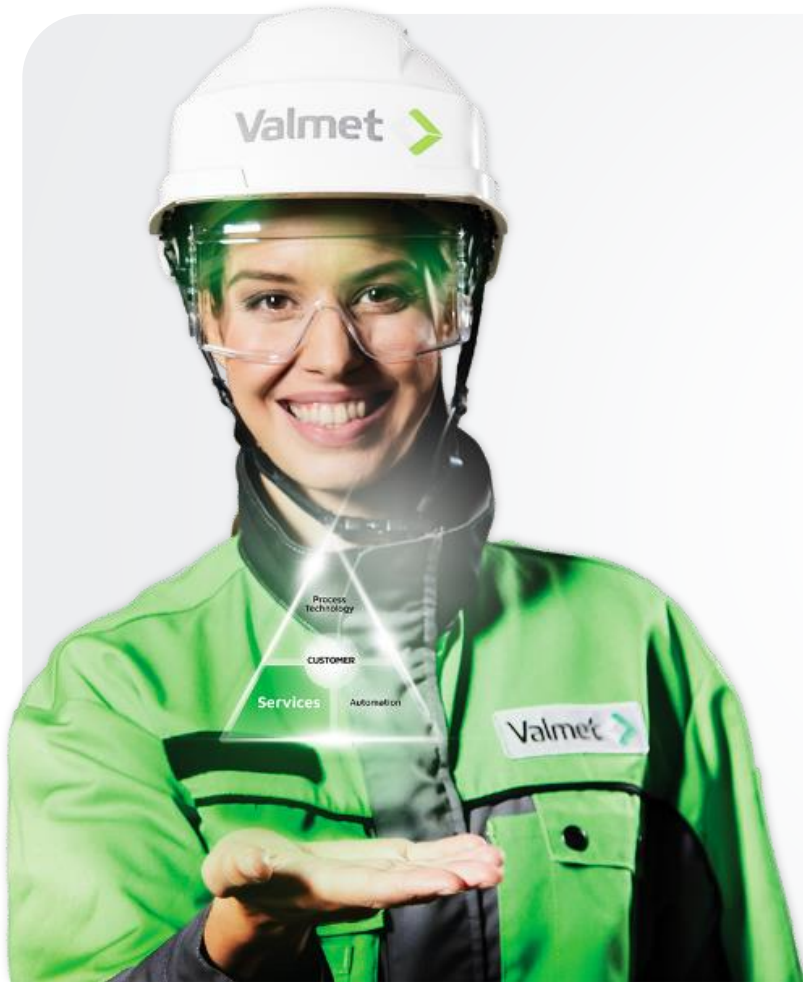
- 1 DPA 1255 Press (04)



Team:

- 01 PER Specialist
- 01 Administrative Support
- 01 Field Service Coordinator
- 02 Valmet Supervisors;
- 01 Progen Supervisor;
- 18 Progen Mechanics;
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Q&A

