BUILDING SMART SOLUTIONS

Business Development, Project Management and Sourcing in South America.

WHERE WE CAN HELP?

Why Argentina?

1. Despite having a changing economy, the South American Region offers a long list of opportunities for business development.

2. Where can we find the biggest opportunities?

- Oil & Gas (Conventional and Non-Conventional)
- Petrochemicals (gas monetization)
- Mining (hard rock mining and lithium brine)
- Renewable energy
- Agribusiness
- Fintech
- Foods and beverages (commodities)

3. The region has an important environment of local Companies and Businessmen willing to establish win win associations with international Groups for the development of local projects.

4. BBS has proven experience in market research, project development, commercial representation and strategic associations with local groups for the joint development of profitable initiatives, under international standards and controlled risk exposure.

BSS Consulting

> *International extensive business development, sourcing and project management experience under the same roof…*

We are a family company that came together in 2016.

With a total of more than 50 years of accumulated individual local and international experience between the members, and being the main areas of expertise business development and project management, Juan Carlos, Juan Manuel and Pablo created a family business with an added value proposition based on the following pillars:

- Relevant knowledge and experience in the local and regional markets.
- Experience for execution of local and regional projects complying with international standards.
- Wide network of contacts with professionals and companies, both users and suppliers.
- Complementary member profiles to meet client expectations and project requirements.
- Comprehensive end-to-end service, in terms of market survey, sourcing, sales, project tracking and steering, and customer service.
- Multicultural open mindset.
- Drive for results & excellence.

COMPANY PRESENTATION

How can we help you?

We are ready to discuss
your project.

CONTACTS

Along with the founding partners, we work with a list of experienced professionals and representatives according to project

Send CV

Our Team

Juan Carlos Barrós (71)

Project Engineer. Experience: 42 years

Forty years of international experience in Contracts Administration and Project Management for Engineering and Construction of Process Industrial Plants (EPC in particular, also EPCM) in Argentina, Australia, Mexico, Brazil, Chile and others. Teams SKM, Barrick Gold, BHP, AES, Techint and others.

Juan Manuel Barrós (44)

Manager / Developer. Experience: 18 years

Over 15 years working in Oil & Gas, Mining, Supply Chain Management, Procurement, Business Development and Strategic Associations. President of the Renewable Energy and Energy Efficiency Department – Uiscumarr ORG. Currently: Independent Consultant for Oil & Gas, Mining and Renewable Energy related projects.

Pablo Barrós (40)

Business Development. Experience: 16 years

Business Development Manager and Channel Manager for Industrial Sales. Partnering with clients and suppliers. Tender evaluation and negotiation. Experience in Argentina, Australia and Asia. Currently: Independent Consultant.

Our clients are pleased

Tecnofast (Chile)

Market research, business development, strategic associations and preparation of proposals for projects in the Oil & Gas (VACA MUERTA) and Mining industries.

Fix Sudamericana Lab

Commercial consulting and Business development in the Laboratory business.

TECNIMONT MAIRE - SILURIA - NEXTCHEM (Italy)

Market research, Business Development and Sourcing in Oil & Gas, Chemical and Agribusiness.

MANGGEI - DHHI (Europe and Asia)

Market research and networking with local stakeholder's renewable energy industry. Client: MANGGEI-DHHI.

Partners in Performance (Argentina)

Consulting for renewal of railway structures – on site survey, facility design and sizing.

Trans Pacific Energy Ltd (Australia)

Market research, sourcing and due diligence of lithium and cobalt mining projects.

ROCH S.A. (Argentina)

Sourcing and strategic associations for Oil & Gas projects.

Ausenco (Australia)

Cost estimating, contract management and project management for engineering and construction of process plants.

New Generation Minerals (United Kingdom)

Project Management.

After five exiting years working under the format of BSS Consulting, we are pleased to say our original expectations for engagement with clients and projects have been exceeded.

Given the proven opportunities in Argentina for the coming years, we expect to increase our work providing adding value solutions for foreign companies.

Where we can help?

Market research

Survey of markets and industries. Definition of added value proposals and business opportunities. Feasibility & project evaluation.

Business Development

Commercial engagement with users and other stakeholders. Cooperation with technical departments for the definition of specs to suite customer needs.

Strategic asotiations

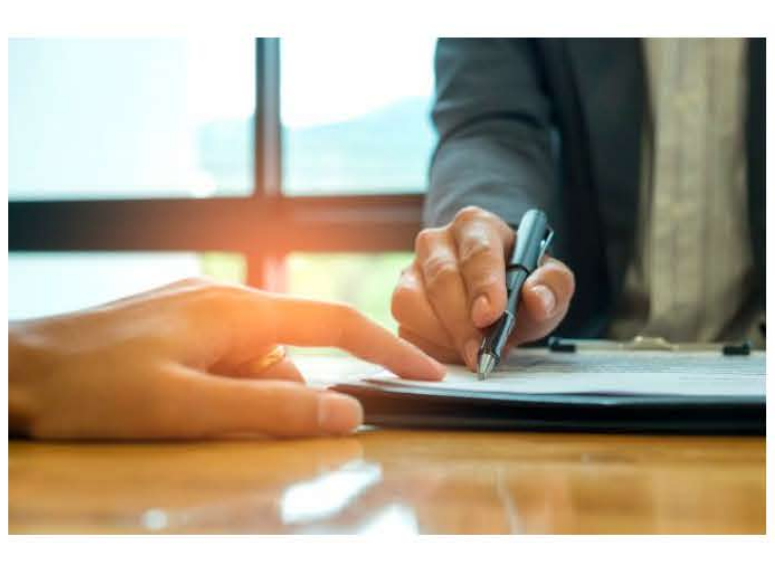
If required, identification and engagement with local and foreign stakeholders for development of agreements for business partnerships and joint ventures (users, OEMs, on ground service suppliers, others).

Project Management

Engineering, cost estimating, project management contract management.

Sourcing

Provide local and international support in identification, evaluation and contact with potential suppliers, service companies, facilities and other requirements.



Sales / representation

Commercial engagement with potential clients, suppliers, organizations and authorities.

We are ready to discuss your project. Let´s start!