

Partner Programme

Global support and information network



Oreco's network of service providers

At Oreco, we are as committed to your success as you are. The tank cleaning and oil recovery industries are highly competitive – on both a local and global scale. So staying ahead of the competition is a key factor for your success. Oreco's Partner Programme has been designed to give both our new and established partners the best possible business advantage.

The Partner Programme is your assurance that Oreco technology is capable of operating in every corner of the world for most tank cleaning and oil recovery assignments. And it ensures that Oreco technology performs to the same high standards following the tried and tested 'Oreco method'.

What is the Partner Programme?

Oreco's Partner Programme is a world-wide network of Oreco partners and service providers. We

believe that the key to success is dialogue. The programme is designed to help Oreco promote and facilitate the voluntary exchange of information between partners, views and experience with a view to increasing our partners' competitiveness in their local markets. In addition, the programme provides an extranet forum for Oreco to give technical, sales and marketing support.

How does the Partner Programme work?

You automatically become enrolled in Oreco's partner programme when you become an Oreco Customer. Whether you are tank cleaning or oil recovery service providers, you get on-going support and access to the wealth of Oreco's knowledge and experience of other Oreco customers. Even once you are well established with your Oreco systems the programme helps you to stay well informed about the newest developments and provides expert marketing and sales assistance.

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Unique in the industry

We view our Partner Programme as a mutually beneficial relationship that guarantees our partners access to support and information. And it lets us learn about your concerns and needs. By doing this we can continue to develop our technologies to ensure our partners go on reaping the benefits of the most effective and competitive systems in the industry.

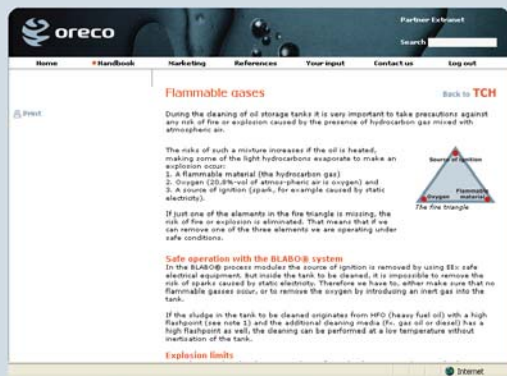
With Oreco's Partner network you are never alone. Through the Partner Programme, we provide you with assistance and support in a number of areas:

Technical support

Comprehensive technical support begins with thorough education and training in Oreco tank cleaning and oil recovery systems and methods ensuring that all our partners benefit from operating with maximum cost effectiveness. As well as in-depth operating and maintenance training, Oreco's partner programme provides extensive Health, Safety and Environmental (HSE) training.

To assist with technical issues and troubleshooting, all partners have access to Oreco's technical help desk. Yearly on-site process audits guarantee that your Oreco systems always operate at their maximum efficiency. And if you need assistance to gain ISO or any other certification, Oreco will provide back-up and help.

The programme also encompasses an on-line Partner Extranet that provides access to the electronic 'Tank Cleaner's Handbook'.



Tank cleaner's Handbook on the Extranet.

Sales and marketing support

In addition to providing marketing assistance to promote your local activities, Oreco also assist partners with formulating quotations for tank cleaning projects. Marketing materials can be downloaded from the Partner Extranet and you can benefit from our global reference list and customer cases.



As a partner, you benefit from having your profile on the Oreco global website promoting your activities.

Partner Extranet

The Oreco partner Extranet is a password-protected area exclusively for network partners and agents. The extranet is an on-line forum where partners can voluntarily exchange and share ideas, knowledge, best practices and information with Oreco and other members of the partner network.



From anywhere in the world and without delay, Oreco partners can download presentations, order sales and marketing materials, consult technical glossaries, and view global reference lists. In fact, by circulating the most extensive, up-to-the-minute information, Oreco's Partner extranet gives partners a clear business advantage.