

## **1.0 PREAMBLE**

To ascertain that any new investment is wisely spent, client needs to appoint a Consulting Firm with a deep knowledge in the Precast industry, conversant with International markets with particular emphasis in the Middle East, to develop, design and implement a Precast Factory to client's entire satisfaction.

**EUROCONSULT INTERNATIONAL LIMITED (EIL)** is in a position to help establishing Precast and Prestressed factories, concrete block byproducts and Ready Mix Outlets that would outpace existing local companies, setting up client's own brand, that would require a compact, well planned and highly organized technical management to run their own Precast System Solutions.

**EIL** can prepare tender documents for specialized equipment and machinery suppliers and well known local experienced outlets to supply or manufacture ancillary equipment that would be needed to run the factories efficiently. **EIL** can prepare drawings and specifications to facilitate accurate quotations from prospective manufacturers. Final recommendations to clients will then be given in accordance to the generally accepted management consulting principles and practices.

Based on purchased machinery, plot size where the factory will be based, and a careful selection of precast elements to be cast; **EIL** can recommend projected factory output volumes and allocation of storage handling facilities for all products. **EIL** shall prepare a preliminary **FACTORY LAYOUT** concept, a list of specific additional equipment and raw materials required; propose the most economical spans for steel buildings to house plant and facilities, ancillary services and management offices. **EIL** will also assist during the commissioning of all equipment.

## **2.0 QUALIFICATION FOR THE ASSIGNMENT**

**Euroconsult International Limited (EIL)** has carried out Technical Management Proposals for the establishment of precast and prestressed HC factories in Khartoum (Sudan); Medina, Thuwal, Jeddah, Riyadh and Dammam (Saudi Arabia); Aden in Yemen and recently a HC factory in Abu Dhabi. From these proposals, **EIL** was employed to provide Consultancy Services to M/S Shihb Al

Jazira Contracting Company in Medina for the construction of 6 bed lines to manufacture HC slabs, wall panels and GRC production outlets, also participated as Senior Consultant for Saudi Oger Limited to set up and 8 bed hollow core factory in Thuwal, Jeddah.

**EIL** has extensive and unique experience in the precast, prestressed and post-tensioning industries through their Director Mr. Hernan Valdivia. Back in the early eighties he started as Design Engineer for Saif Noman Said and Partners and then as Technical Manager; Mr. Valdivia was also appointed as Technical Director for Preinco in Madrid, a well known Spanish precast and GRC manufacturer.

Clientele operating with **EIL** include Tarmac, TermoDeck and Bison in UK, Preinco in Spain, Araak in Sudan, Al Zamil Group, Inco, Shibh Al Jazira Contracting Co, Saif Noman Said and Partners – Jeddah Factory and Saudi Oger Limited in the Kingdom of Saudi Arabia. The latter company was able to launch its prestressed Hollow Core production facilities in Thuwal in just over 6 months under a **Joint Venture Technical Management** where **EIL** participated with 50% share.

**EIL** has also available access to specialized team of engineers and AutoCAD operators specialized in the precast field. EIL has also established an Outsourcing drafting facility in India, in conjunction with Mr. Abraham. A pool of design engineers and draftsman are at EIL disposal at a short notice.

### **3.0 METHODOLOGY**

**EIL** provides technical management support, according to client's requirements. These can be described as follows:

#### **3.1 Technical and Design Support**

Tasks included are:

- Full briefing by **client** to provide a complete list and specifications of equipment owned or purchased, land size and location with full description of vicinity utilities to service the future factory, a soil testing report and expected future expansion of the factory.

- **EIL** will carry out a market research deskwork, technical investigation, field work and preparation of technical specifications for tender of items not yet purchased.
- Preparation of a Preliminary Factory layout with a modus operand of the factory, and making a presentation to **the client**, including the possible future expansion.
- Based on approved factory layouts, soil test report (by others) and general utilities plan for the proposed factory; **EIL** will prepare initial project drawings for **client's** evaluation and comments.
- **EIL** will then produce general design working drawings for all factories and buildings, on final approved conceptual layouts. These drawings must be signed by all parties as they constitute the basic contract drawings.
- Preparation of final Civil works, including the engineering and structural design for plant and associated installations, including data and documentation for statutory approvals.
- Electro-mechanical works, design and engineering of electrical power supply for all the installation, including electrical load schedule, plant illumination, specification of electrical equipment, water supply, sewage treatment plant, fire fighting system, compressed air system and siren alarm system for stressing operations.
- Assist in obtaining the Factory License and Permits issued by the Ministries of Industry and local Municipality.
- **EIL** to provide assistance in prequalification procedures of suitable contractors, tendering, evaluation and recommendations to **client** for contract awarding process.
- Final reporting and presentation.
- **EIL** may appoint a Project manager to meet representatives and/or contractors on site to resolve any query or attend meetings as and when required. Site minutes of meeting will be taken and distributed to all parties involved, to tackle each item in an orderly manner to satisfy the project schedule and avoid time wasting.

### 3.2 Project Management Services

This is complementary activity to the Technical Design Support, and these activities can overlap to shorten the period for final commissioning and operation of the factory. A project engineer will be based on site with by-weekly visits by **EIL** Senior Consultant during the

entire construction and commissioning of the factory, setting the time to establish the factory operations.

**EIL** will also help to appoint suitable contractors with known Technical personnel familiar with industrial developments to enable the satisfactory construction of the factory works.

The entire project supervision of civil and electromechanical construction, cast in situ works such as footings, equipment foundations, retaining wall, water tanks and erection of steel pre-engineered buildings; construction of abutments, floor beds, heating system, erection of batching plant, cranes and Precast tables or forms.

Check and report quality of works which must be in complete accordance to European or American Standards.

Planning and follow up of equipment supply, installation supervision, testing and commissioning, making final recommendations on acceptance, schedule and supply of spare parts by each supplier sufficient for at least a year operations as well as reviewing operating manuals for all different machinery and equipments.

This service will also include helping to recruit and training of electricians and qualified mechanics as well as technical personnel required to run the factory's equipment, with a close liaison with equipment suppliers.

#### **4.0 CLIENT CO-OPERATION LIASON**

**EIL** will require the full and unconditional client's cooperation, access to available company data and a principal contact person within the organization. At all times the internal information received will remain confidential unless otherwise agreed between the parties.

#### **5.0 WORK PROGRAM AND STAFFING**

##### **5.1 Work program duration**

**EIL** will estimated the **Technical Design Support** assignment as outlined in clause 3.1 of the proposal in consultant days. The elapsed time to complete this assignment will be mentioned

in calendar months. This period includes approval or comments of preliminary layout by client assigning 3 weeks calendar for such a task.

For the **Project Management Service** outlined in clause 3.2, EIL will estimate the duration in months, to enable client to plan payment.

To shorten the time, it is possible to overlap these 2 activities, but only EIL is assigned with both tasks.

## 5.2 Staffing

- A senior Consultant to undertake the work for all Technical Design Support and Project Management Services. Mr. Hernan Valdivia to direct and review the project report, presentation, construction and commissioning of the entire factory.
- A Civil Engineer to compose, arrange and design the plant layout.
- An electrical engineer to provide the total HT and LT power requirements, load schedule and will advice on the use of national Grid or run purpose built generators.
- A Mechanical engineer, to work on water supply, tanks, boilers and chiller plants, as well as heating system for curing precast products.
- A team of qualified auto-CAD operators in all disciplines.

## 6.0 FEES AND EXPENSES

Expenses in connection with the Technical Design Support and Project Management Service (Items 3.1 & 3.2) for travel and subsistence, communications and reports by EIL staff will be charged as additional expenditure fully approved by client, prior to its commitment. For budgetary purposes these additional expenditure will be capped at an agreed figure. It is assumed that the debriefing session will take place in Clients HQ.

**Client's** additional expenses not mentioned on both consultancy services will only relate to family health insurance, multi-entry visas for key personnel and Senior Consultant

## **7.0 GENERAL TERMS AND CONDITIONS**

Fees are due for payment on the following basis:

- Initial stage payment by agreement
- Monthly payment of invoices 15 days after issuing of invoices.
- Final payment upon submittal of factory design drawings

In the event that period assigned for the construction and commissioning of the equipment at the factory is extended and required by contractors or due to late equipment delivery to site, then client has the option of asking for a continuation of the Project management Services, in such a case, EIL will be paid monthly or part off as agree on the contract.

Recoverable expenses are due for payment in full at the time of authorization of the assignment. Payments of any unbudgeted expenses which have previously been agreed with the client are due for payment on submission at each stage of the project.

Payments are due on receipt of invoices.

Stage or partial payments received in respect of consulting services are non-refundable.

## **8.0 CONFIDENTIALITY**

8.1 Neither of the parties shall without the written consent of the other disclose any information of a confidential nature about the other or its activities.

8.2 **CLIENT** agrees to take good care of and preserve all drawings, specifications and other documents made available by **EIL** for the benefit of **CLIENT** and vice versa.

## **9.0 ACCEPTANCE**

To be confirmed in writing, and within validity date.

# PROPOSAL

FOR TECHNICAL DESIGN SUPPORT & PROJECT MANAGEMENT SERVICES  
FOR PRECAST SLABS, WALL PANELS &  
CONCRETE BLOCK FACTORIES AND READY MIX OUTLET

FOR

ANY CLIENT

PREPARED BY EUROCONSULT INTERNATIONAL LIMITED

Date of document

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