

# Company Profile & Services Overview



**PROJEN**

PROJECT MANAGEMENT AND ENGINEERING SOLUTIONS



# INTRODUCTION

PROJEN PLC are a progressive, multi-disciplined project management and engineering company that can work independently or alongside the project owners. We supply crucial and specialist resource when it is needed - to control budgets, programmes and most importantly safety.

The Company has a clear vision and occupies a market position above the one-man-bands but below the multi-nationals. Our intention is to retain this niche by offering a much deeper range of business services to a limited number of clients. This approach ensures a closer working relationship based on better business understanding and a greater alignment of business goals.



Martin Seabrook - M.D.

## At a Glance

- PROJEN is positioned between the 'one-man bands' and the multi-nationals, with sufficient resource to cover our target market
- We are a well established (formed 1978), growing company with a current turnover of over £20 million
- Our niche is small to medium sized projects up to £30 million capital value (dependent on value of Main Plant Items). Our current project portfolio is approximately £100 million
- We are 100% management owned and retain our position and high level of expertise by controlling our staff growth and our client base
- Our business ethos is based upon the European Construction Institute's ACTIVE principles and Safety First
- Our culture of collaboration and value enhancement is a feature of all that we do
- We utilise the appropriate level of technology and IT required by the project and client
- We utilise over 100 multi-disciplined engineers, all with a flexible and can-do attitude. We seek to add value working alongside clients or on a stand alone basis in 4 business areas:
  1. Project Management and associated services
  2. Business Improvement Products
  3. Legislative Compliance
  4. Energy and Environmental Services
- Our success is shown by the calibre of our client base, level of retained business, RoSPA Gold Medal Safety Awards, Bentley BE Award, ECI Contractor and Project of the Year Awards, Vale Royal Business of the Year Award 2006, the High Sheriff of Cheshire Award in 2007 and Carbon Trust accreditation

## Market Specialisation

PROJEN serves a wide range of market sectors including:

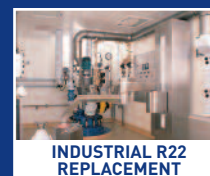
- **Pharmaceutical & Biotechnology**
- **Food & Drink**
- **Chemical & Process**
- **Waste & Water Treatment**
- **General Manufacturing**

This diversity allows creative cross-fertilisation of ideas and their application from one sector to another. Whilst the nature of the projects we undertake can vary enormously, the one constant is the high standard we achieve.

## NICHE SERVICES



BIOFUEL PLANT DESIGN AND CONSTRUCTION



INDUSTRIAL R22 REPLACEMENT



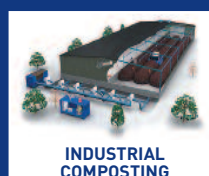
ENERGY FROM WASTE INSTALLATIONS



ENERGY, ENVIRONMENTAL & COMPLIANCE SERVICES



FUEL IMPORT, STORAGE & BLENDING, DESIGN & BUILD



INDUSTRIAL COMPOSTING



FACTORY RELOCATION



LEGISLATIVE COMPLIANCE



# WHAT MAKES US SUCCESSFUL

## Our Values/Culture

- Our key company driver is to be seen as a valuable extension to our clients' business by showing clear improvements in their performance from the engineering support we provide
- We are true followers of the European Construction Institute's ACTIVE principles, particularly a non-adversarial & collaborative way of working and a high emphasis on project controls – forward planning, scope definition, risk management and change control
- The visibility and involvement of owner/managers promotes a 'can-do' attitude and the desire to see the job through/not walk away when problems occur
- Having a clear set of values & culture that is shared and owned by all within the company ensures a greater consistency of delivery, low politic/no blame environment and greater team spirit

## How Clients Value Us

- Our depth of services, proven reputation and numerous award successes put PROJEN on a par with much larger and higher cost organisations
- The majority of our business is from long-term contracts with a high level of repeat and referral business from high profile, stable/growth businesses and industries. Clients are chosen on their match to PROJEN's ways of working and the potential for future work
- We have an excellent Health & Safety record
- Excellent client relationships at all levels ensures better understanding of their business drivers and why the project is being done. A closer working relationship ensures a greater alignment of our joint business goals

## Typical Clients/Recent Assignments



- **£300K Pharma-Safety Improvement Studies**
- **£2.77M Replacement Filter Drier**
- **£17M Upgrade to existing petrol and diesel blending and storage facility**
- **£100k Surfactant Reduction from Polytetrafluoroethylene (PTFE)**
- **£70k In Vessel Composting Project**
- **£22k Data Capture Project (Laser Scanning)**
- **£17M Biodiesel Manufacturing Plant**
- **FEED Study for £32M Factory Expansion**
- **£1.5M Site-Wide Automation Implementation**
- **EPC Works for Manufacturing Plant Demolition and Relocation to Europe**



# OUR SERVICES

## Our Mission Statement

**“To improve our clients’ performance through the project and engineering support that we provide and be seen as a valuable extension to their business”**

### Project Management & Engineering Solutions

Our core business (or the 'day job') is the successful delivery of industrial projects from front end studies all the way through to full turnkey project management. Our specialist service areas include process, mechanical, electrical, control, and instrument engineering.

We have resisted the option of specialising in just one specific market but instead offer our services across a range of chosen industries. In this way we can learn and take ideas from non-competing clients who are facing similar problems and thereby suggest alternative and more cost effective solutions without breaking client confidentiality. This is a real 'value add' and has helped us to develop long term relationships with our clients for many years.

Our success in alliance working with several blue chip clients reflects one of our prime objectives: **to sustain repeat business from a focused group of key accounts where we can provide the best people, award-winning processes and outstanding customer service.**

### Legislative Compliance

Whilst undertaking projects on behalf of clients, we ensure that all existing and impending legislation is fully complied with. Consequently, we can provide clients with advice and support in a number of stand alone areas on a project by project basis enabling them to be fully compliant with specific legislation. Key areas include CDM Support, DSEAR/ATEX Advice, HAZOP Chairing and R22 Replacement Advice.

### Business Improvement Products

As part of our service offering, PROJEN deliver a number of Business Improvement Products, which have been carefully selected to add real benefit. These low cost services are often ignored by clients who may have more pressing demands on their time and resource. However, the impact of these services can be dramatic in the improvement of a company's performance. Key areas include CapEx Planning, Project Management Training, Systems and Procedures plus Factory Relocation and Reorganisation.



### Energy, Environmental & Compliance Solutions

Against a background of rising energy prices, increased taxation and ever more environmental legislation, PROJEN's Energy, Environmental and Compliance Solutions are designed to safeguard precious resources and help clients to retain hard earned profits. The majority of organisations do not have the personnel, experience, knowledge or time to invest in solving energy and environmental compliance problems. As a result businesses across the UK are wasting millions of pounds each year. Professionally managed energy and environmental compliance support means that this need not be the case.

The Energy, Environmental and Compliance Team have also been working alongside the FREEPOWER™ Organisation.

FREEPOWER™ have been developing Organic Rankine Cycle (ORC) Turbine Electrical Generating Equipment for some time and have applied the very latest turbine technology combined with compact heat exchanger designs and the use of the latest PWM (Pulse Width Modulated) switch mode power inverter advances to produce a very compact, high efficiency, cost effective system. This system allows for waste heat to be captured and turned back into electricity which is then either used on site or is sold back to the grid – so effectively providing FREEPOWER™.



# SERVICES & BUSINESS PRODUCTS

## Project Management & Engineering Solutions

PROJEN IS...

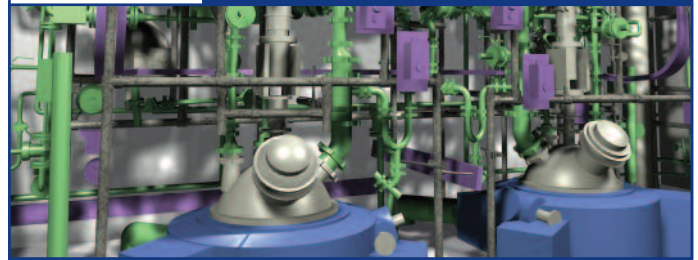
- Project Management
- Process Engineering
- Mechanical Engineering
- Electrical Control & Instrumentation
- Civil & Structural Engineering
- Detailed Design & Engineering
- Feasibility/Front End Studies
- Capital Authorisation Justification
- Alliances/Partnering
- Full Turnkey Project Management



## Business Improvement Products

PROJEN IS...

- CapEx Planning Improvement
- Investment Appraisals
- Project Management Training Systems & Procedures
- Project Planning
- Systems Benchmarking
- Site Relocation/Re-organisation
- 3D Visualisation
- Laser Scanning/Digital Photogrammetry
- As Built Data Capture
- Drawing and Document Management



## Energy & Environmental Solutions

PROJEN IS...

- Energy Management
- Climate Change Levy
- Energy Purchasing
- SMART Metering
- Carbon Trust
- Energy Performance of Buildings Directive (EPBD)
- Water Services
- Energy Reduction Projects
- Biofuel Plant Design & Build
- Fuel Import/Storage/Blending - Design & Build
- In Vessel Composting (IVC)
- Anaerobic Digestion (AD)
- Energy from Waste (EfW)
- Energy from Waste Heat (FREEPOWER™)



## Legislative Compliance

PROJEN IS...

- Health and Safety Advice
- Hazard Studies
- Risk Assessments Documentation and Records
- HAZOP Chairing
- DSEAR/ATEX Legislation
- Refrigerant Legislation/ R22 Replacements
- IPPC/PPC/EPP Advice and Implementation
- CDM Regulations
- PUWER Regulations
- 61508/11 SIL Determination/ Verification and Lifecycle Compliance





# WHAT OUR CUSTOMERS SAY

**Client confidentiality and/or the sensitivity of project work prevent some of our clients from providing testimonials. Some quotes are shown below but many of our clients have consented to providing a verbal reference if required.**

## Condenser Replacement

"When the project was about to start we all had real concerns regarding the ability to complete the project within the planned programme and within the budget cost. The project team gathered everyone together to discuss alternative ways in which the project could be tackled to meet these challenges. I am pleased to say that the open and non-adversarial approach taken not only enabled the project to be completed below budget, but it was also delivered 4 weeks early. All in all, I believe this to be the best project I have been associated with."

*Clive Badman, Vice-President Process Technology & Pilot Plants GlaxoSmithKline*

## Drum Filling Study

"PROJEN's excellent assessment and interpretation of our requirements and engagement with our personnel was key to the success of this study. The Front End study delivered all the key elements required and allowed us to make some critical business decisions."

*Phil Wicks, Engineering Manager, SafetyKleen*

## Automation project

"Good working relationships between Nalco, PROJEN and their nominated subcontractors lead to the success of this project. The Team operated in a spirit of co-operation and with a common goal. The project had some critical constraints, interfaces and changes which were all managed in a totally professional manner."

*Gary Marks, Manufacturing Manager, Nalco Ltd*

## R22 Replacement Project

"The adoption of ACTIVE principles enabled rapid integration of PROJEN working practices with new GSK engineering procedures, accelerating project design, and allowing rapid sanction of a time critical flagship project. This was one of the key reasons identified when nominating PROJEN for the ACTIVE award, along with the innovative solutions that significantly reduced plant running costs."

*Steve Hartles, Capital Projects Director, GlaxoSmithKline*

## CDM Services for Production Line Improvements

"The early engagement of PROJEN, acting as Principal Contractor, was key to this project's success. PROJEN were chosen on the basis of their excellent safety record, having been awarded the ROSPA Gold award for many years. The health and safety scheme they championed, along with their pro-active approach, ensured safety was at the forefront of everyone's mind."

*Nikolaus Weseley, British Gypsum*

## Site Relocation - Project Phoenix

"Weir Valves & Control Project Phoenix was completed at the end of 2005 on time and in line with budget costs. This significant project to re-develop the Weir Group's valve business was critical to the long term development of our valve business globally and the UK facility in Huddersfield in particular."

PROJEN's professional approach to planning and the project management tools they brought to the project team played a key part in this multi million pound project being successfully completed ahead of our expectations."

*Roger Griffin, Divisional Commercial Director, Weir Valves & Controls*

## Oil Blending Facility Study

"PROJEN conducted a very thorough study and produced an excellent report for us. We were able to use it to great advantage in our due diligence and consequent negotiations for the acquisition and modernisation of a fuel blending facility."

*Andrew Owens, Chief Executive, Greenergy*

## Alliance Partnership

"PROJEN have provided engineering support facilities to Total Bitumen for several years. The comprehensive range of services from drawing administration to Project Management are all delivered in a flexible, cost effective and customer focused manner."

*Mike Linley, General Manager, Total Bitumen*

## Gas – Oil Conversion on Rotary Drier

"This very detailed process project was to allow a gas drier to operate on fuel oil. The project involved developing technical solutions, finding suitable process equipment suppliers, generating specifications and managing the tender evaluations as well as plant installation and commissioning."

This was our company's first real experience of outsourcing a project to an external company and the results have been successful enough for us to re-use PROJEN again on a number of occasions including the replacement of 5 cooling towers with modern chiller units. All units have been successfully commissioned and integrated without issue – the project was carried out without impact on our existing operations."

*Paul Stringer, British Sugar*



# ACCREDITATIONS & RECOGNITION

## Health & Safety

The health and safety of our employees, customers and suppliers and surrounding communities is our highest priority.

All the excellent work we do to deliver projects on time, to budget and to the right quality counts for nothing if our safety performance is not of the highest standards.

We are very proud of our safety record and in 2006 we were recognised with a Royal Society for the Prevention of Accidents (RoSPA) Gold Medal following five consecutive Gold Awards.

In 2009, we were recognised for our continued excellent record and were awarded an eighth consecutive gold award.



## Business Processes

Because of the diverse nature of the industries and markets we serve, the size and complexity of our assignments vary enormously. Our processes, procedures and systems therefore are both scalable and flexible so that they are appropriate to the needs of each client. Our business processes are ISO 9001:2008 and ISO 14001:2004 accredited.



## Collaborative Culture

Our culture is based upon the European Construction Institute's (ECI) ACTIVE Principles. ECI have recognised our achievements with a series of ACTIVE awards: 'Contractor of the Year' in 2003 and 'Project of the Year' in 2004, 2006 and 2008.



## Innovation

Much of our success relies on our ability to bring new ideas and cost effective solutions to our clients. An example of our innovative approach is the way we have used 3D digital photogrammetry for which we were awarded the 2005 BE Excellence Award for the 'Adoption of New Technology'.



## Business of the Year

In 2006 we were very proud to be presented with the Vale Royal Business of the Year Award. PROJEN were selected from over 1000 eligible companies. In winning the award we were able to demonstrate significant growth, increased market penetration, innovative products and services, strong communications and quality throughout the organisational structure.



## Enterprise Award

In 2007 we won the top prize in the prestigious new Award for Enterprise organised by the High Sheriff of Cheshire which was judged on ambition, innovation, growth, enterprise and employee and management development.

Announcing the winners at a special ceremony at the University of Chester on Wednesday, March 14, the High Sheriff, David Briggs, said: "I was very impressed with the standard of the entries which really showed how much enterprise and entrepreneurship there is in Cheshire."

First place was awarded to PROJEN and the prize comprised a free place for one of our managers on an award-winning MBA programme at the University of Chester.



Winner, High Sheriff of Cheshire Award for Enterprise 2007

## The Carbon Trust

In December 2007 we were notified that we had secured Carbon Trust Accreditation. The Carbon Trust has recognised the skills and experience of the in-house team at PROJEN to offer support in providing Carbon Management and Energy Efficiency (CMEE) solutions to UK commercial and industrial operations with an energy spend in excess of £1 million. The accreditation allows PROJEN to identify and implement carbon reduction and energy efficiency projects on behalf of the Carbon Trust and their clients.





# ACTIVE Principles

Our business ethos is based upon the European Construction Institute's ACTIVE Principles:

- Project Concept and Definition**  
 Setting clear aligned objectives and scope defined, well understood implementation strategies
- Project Team Management**  
 Establishing and maintaining a single integrated team with clearly defined roles and responsibilities and shared common objectives
- Supply Chain Relationships**  
 Ensuring that supply chain relationships work to maximise value and equitably share both risks and benefits
- Information Management & Communications**  
 Timely management of relevant information using appropriate technology and clear documentation to aid communication throughout the team
- Project Risk Management**  
 Using a structured process for managing risk and assigning responsibility to those in the supply chain best able to manage it
- Innovation & Continuous Improvement**  
 Encouraging a challenge culture with processes for capturing, learning and rewarding innovative ideas throughout the supply chain
- Project Execution**  
 Managing the implementation process to integrate activities efficiently to successfully achieve project objectives
- Performance Measurement**  
 Defining key performance indicators which demonstrate the achievement of project goals and benchmarking performance to drive improvement



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