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**Prime Consultants**

Local experience with Global Vision

# Introduction

- Who we are?
- 24 years of experience
- Specialization of Industrial Consultancy
  - Industrial Marketing and Management
  - Industrial Business Development
  - Industrial Engineering
  - Industrial Project Management
  - Industrial communication & Networking
  - And more

# Why Us

- Local Experience with Global Vision and Capabilities
- Flexibility
- Specialty
- Strong Support Team
- Innovation
- Wide Range of industrial Products/Activities
- Responsibility of our Partners/Customers Success.
- Committed to the Partners/Customers Targets not Activities

# Experience Conclusion

- How Customers See Traditional Trade House
  - Shelf movers
  - Additional time consuming step.
  - Additional cost
  - Sales oriented not service and value oriented
  - Lack of experience
  - Lack of long term vision
- How projects done in GCC
  - 80% done outside
  - New trend of localization
  - Value Added Concept for local organization
  - MAC concept

# Onyx Prime Consultants is the Answer

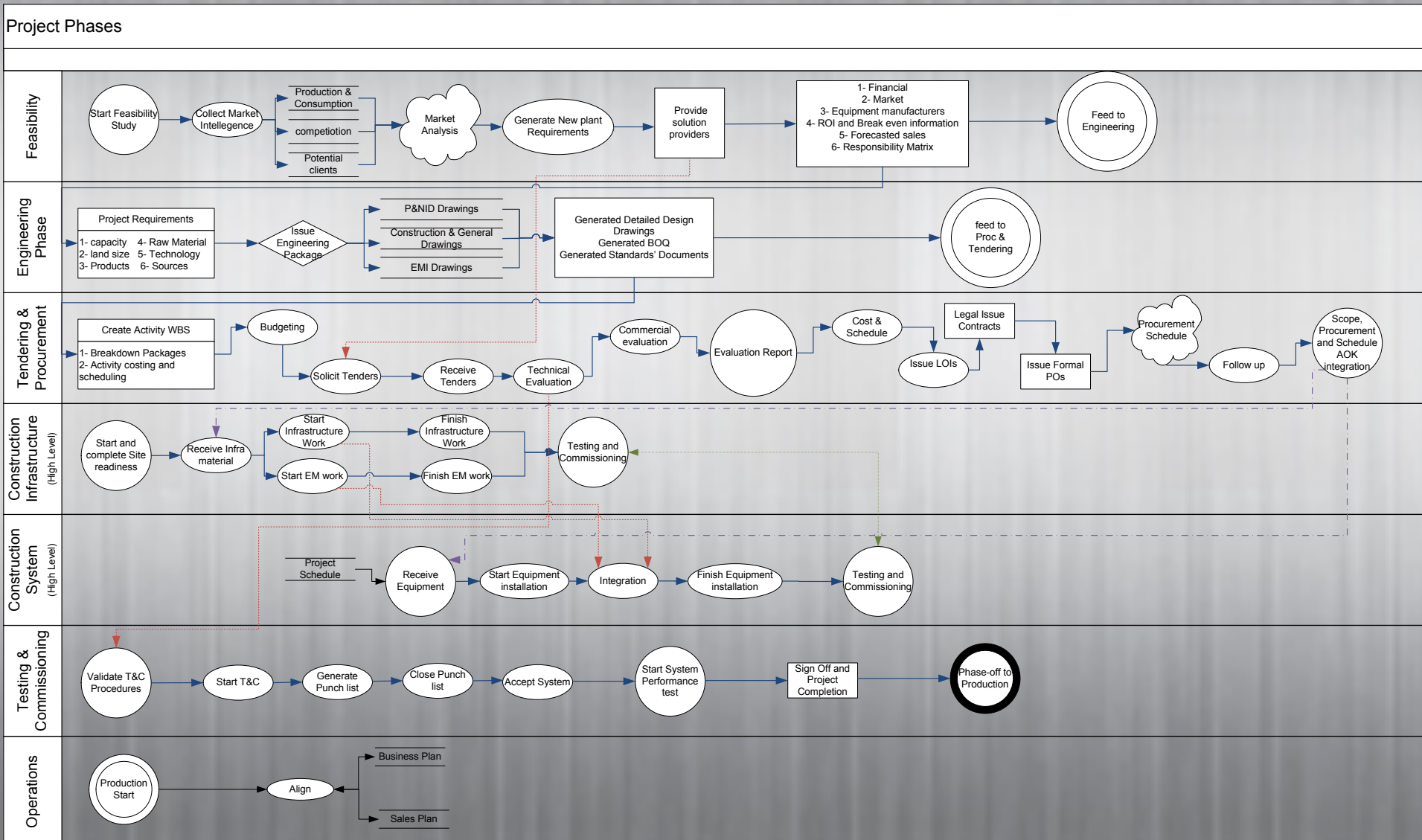
- Consultancy Sales Concept
- Solution Sales not Products Sales
- Value Added
- Early Projects Involvement
  - Design & Engineering Around Our USP
  - Provide complete packages
  - After Sales Services Long Term Contracts

# Projects Roadmap

## Onyx Rule

- Pre-Feed
    - Feasibility Study
  - Feed
    - Engineering & Design
  - Execution & Construction
    - Project Management
    - Tendering & Procurement
    - Construction & Installation
  - Handover
    - Operation
- Feasibility Study Service/  
Technology choice
- Design & Eng Service/Our  
Partners USP
- Project Management Service/  
System & Packages Supply
- Long Term Service/spare parts  
contracts

# Projects Roadmap



# Knowledge Exchange Program

- Lebanon
  - LAU
  - AUB
  - NDU
- Egypt
  - AUC
- Saudi
  - KFUPM

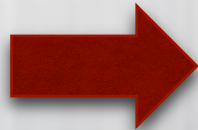
# ASME/IIE at LAU



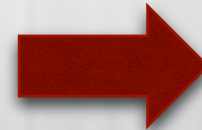
# Products & Activities

Click on the arrow for a  
specific field

Management  
Consultancy



Engineering  
Consultancy



# Industrial Management Consultancy

- Planning, Organizing, Leading, Controlling and Evaluating; these are the management functions that Onyx will help its customers to develop at their organizations.



# Industrial Marketing & Sales Consultancy

- With our long experienced team we can help you developing the Marketing Mix 4Ps (Product, Price, Place and Promotion) and lead you through the Marketing Compass 7Cs (Corporation, Commodity, Cost, Communication, Channel, Consumer and Circumstances). All the above will help your team to reach to the Unique Selling Proposition factors which is the ultimate target for any sales and marketing team.

Consumer

Commodity

Product

Corporation

Price

Cost

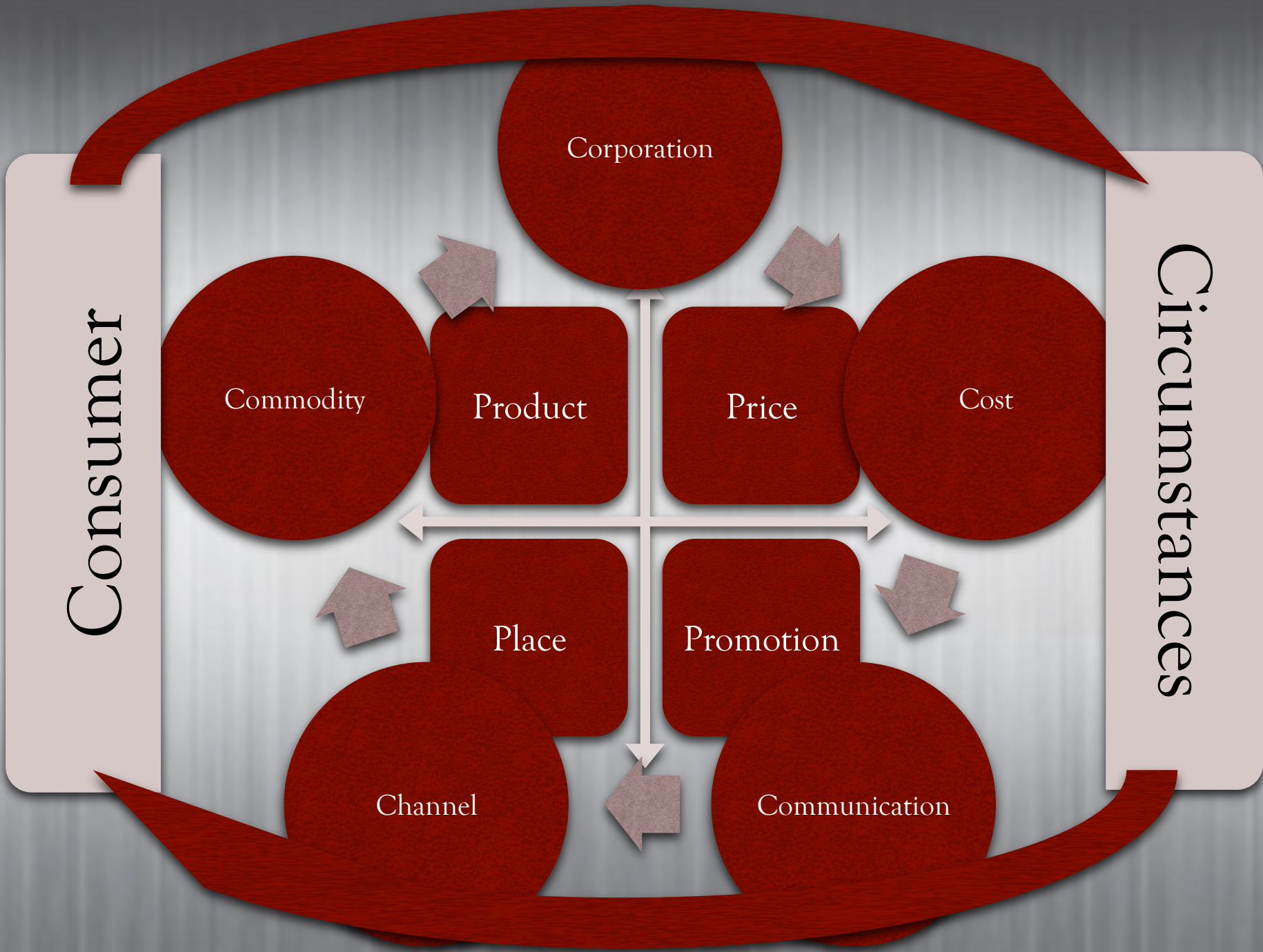
Circumstances

Place

Promotion

Channel

Communication



# Industrial Business Development Consultancy

- Area Management
- Finding/Managing Partners and Distributors
- Area/Country Introduction

# Industrial Project Management

- EPC Projects
- Consultancy Projects
- Projects in Outsource Environment
- Grass-root Projects Environments
- Data Centers
- Structured Cabling

# Industrial Engineering Consultancy

- Our long experienced team of engineers will offer you the optimum solutions in engineering design to enable you reach the best solutions for your process pain-points. These engineering solutions will save your process from the wasted time, raw materials and man-hours. And reduce the maintenance interventions and the spare parts. Keeping in mind the high quality of the end products. We are specialized in:

# Industrial Engineering Consultancy

- Mechanical
  - Pump System Design
  - Dosing System Design
  - Green Technology
- Electrical
  - Control Panel Design
  - Switch Gear Design
  - SWAS Design
- Automation
  - HIPPS Design
  - Well Head Monitoring Design
  - Tank Management Design
  - SCADA Design
  - PLC System Design
  - DCS Staging Facility

# Industrial Communication Consultancy

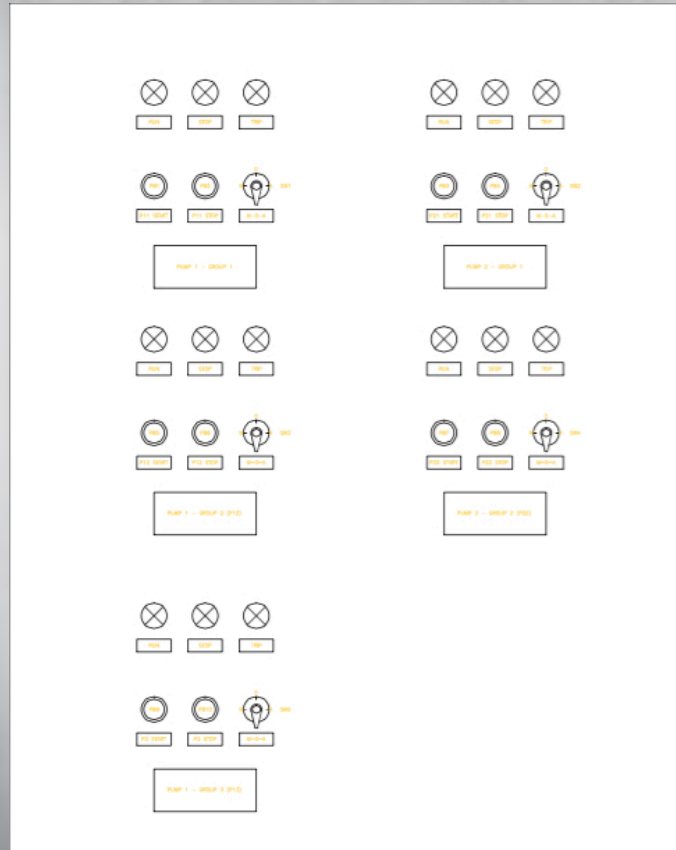
- Data Networks Design and implementation
- Data Security
- Web & E-Commerce
- Telecom and Networking

# Industrial Perimeter Security

- Security System Design and Implementation
- Infrastructure
- CCTV
- Access Control
- Microwave Technology
- Sensing Fiber Technology
- Long Range System

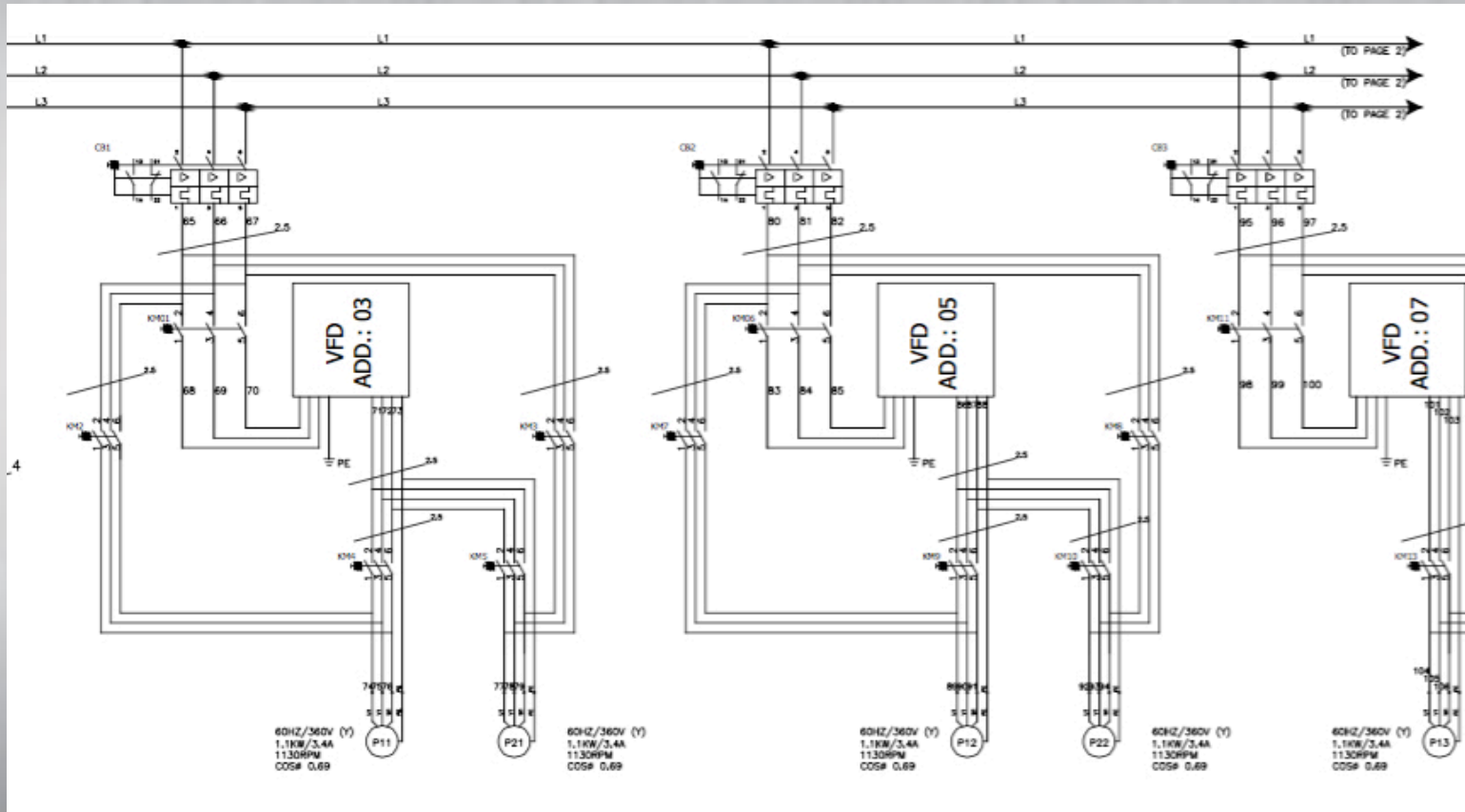
# Industrial System Integration

# Industrial System Integration Control Cabinet



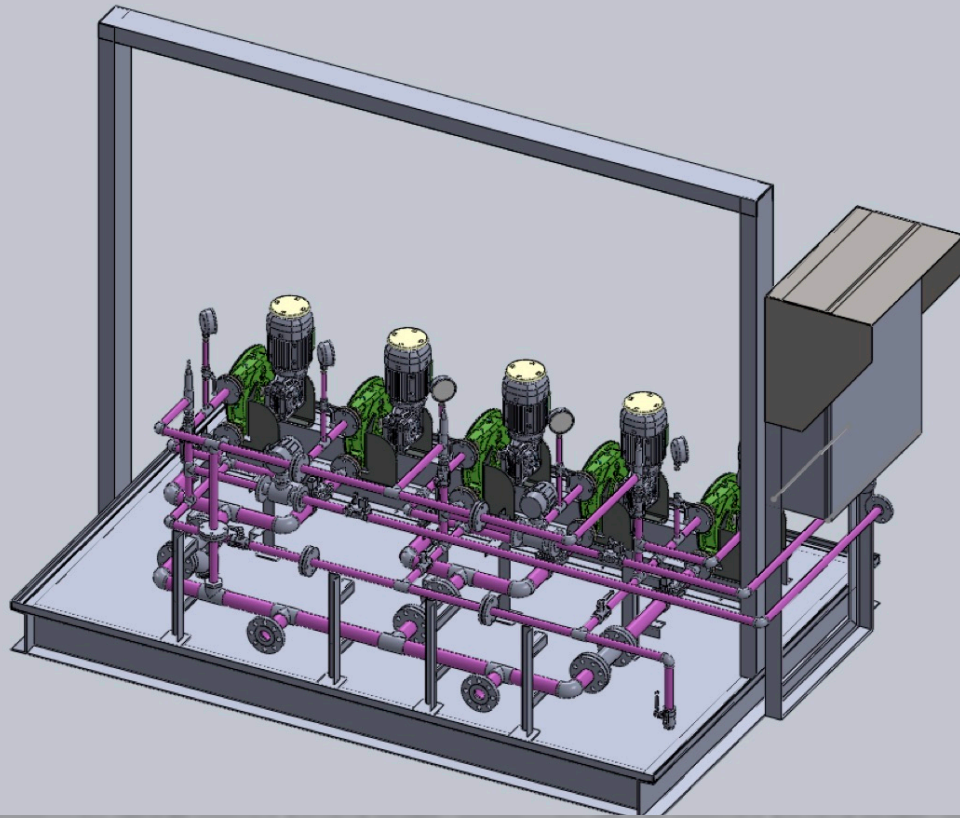
# Industrial System Integration

## Chemical Dosing Skid



# Industrial System Integration

## Chemical Dosing Skid

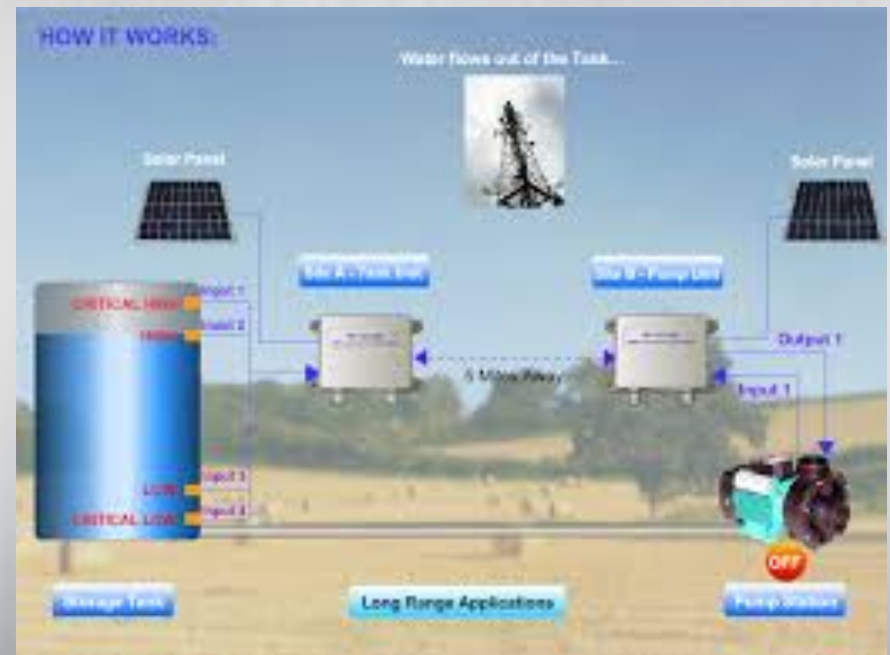


# Industrial System Integration SWAS



# Industrial System Integration

## Tank Management



# Where are We

- Saudi Arabia (Al-Kahobar, Jeddah Soon)
  - ASMS
    - Saudi Arabia
    - Bahrain
    - Kuwait
- Lebanon (Jall Eldeeb)
  - HQ, Design & Engineering
- Oman (Sohar )
  - UAE
  - Oman
  - Qatar
- Cyprus (Onyx Systems Q1-Q2 2016)
- Egypt

# Our Preferred Clients

*Sabic (Vendor no. 609025)*

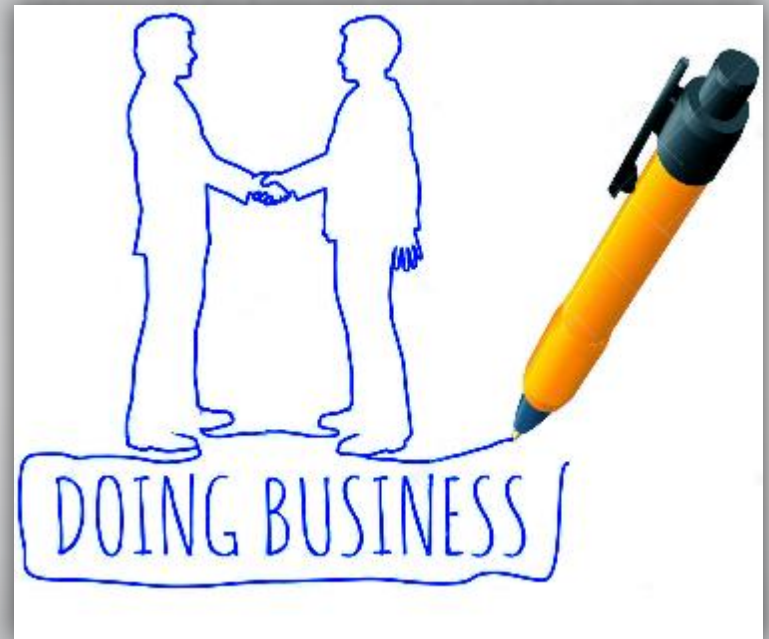
*Maaden*

*Barrick Copper Company*

*I.C.R.*

*H.H.G.*

*Sherbiny System Integration*



# Conclusion

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Thank You,

Ready for any questions