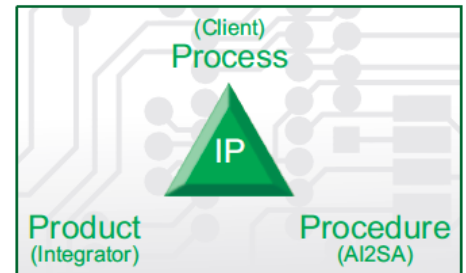


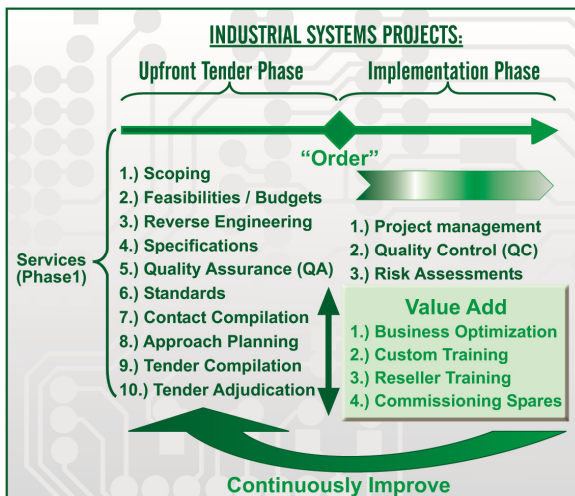
Introduction to AI2SA Services

All Industrial control and production systems projects have two macro phases. The 1st is the **Tender Process** and relates to every aspect that occurs prior to 2nd phase being **Implementation**. Feasibility studies may occur many years ahead of possible project implementation often resulting in limited time for execution. It is commonly assumed that the client supplies **process** knowledge and the integrator **product** knowledge. What is often overlooked is the overall **procedure** which should align these two areas of expertise.



The need for “Up front Tender” Services

The 1st constraint the client has during this phase is a result of corporate governance and the need for a “fair tender process” this does not allow a specific integrator to scope works and quote on it. This is deemed unethical irrespective of the need for specific expertise. The 2nd constraint is when all integrators are not given the same scope making it difficult to **compare** tender responses. A 3rd constraint results from upfront specifications and standards not being **clearly defined**, resulting in scope creep. Often **relevant quality specifications / contractual** considerations are not specified leaving all parties exposed to risk. A 4th constraint often overlooked in the upfront process is **practical** specification of the **approach**. The 5th and final constraint is related to the tender process itself specifically an **objective adjudication** based on understanding not just the price but what has been excluded or the basis of assumptions. **AI2SA** aims to address these constraints.



The need for “Implementation” Services

The 1st problem experienced during this phase is due to the lack of **continuity** resulting in a host of problems such as re-scoping and a general misalignment to needs. The 2nd problem as a result of the nature of industrial “type” of project is that **many line items**, across different disciplines are to be managed to ensure the overall success of the project. A 3rd concern is **compliance** to upfront specifications. **AI2SA** aims to address these issues based not only on a thorough understanding of the **nine** project management functions but also industrial aspects such as technology and process. **AI2SA** also

leverage lessons learned into future tender processes.

Other Value Add Services

Due to the fact that **AI2SA** stands **independently** and does not wish to compete with integrators it's in an ideal position to assist both clients and integrators by providing value add services such as business optimization, custom training and the sale of critical commissioning spares.

AI2SA Values: Confidentiality, Honesty, Simplicity, Passion, Continuous Improving, Independence.

Contact Information: (www.Ai2SA.co.za)

Please feel free to contact us via phone or e-mail to discuss any questions, recommendations you may have or to request example case studies, reference or are interested in our partner growth strategies or our product competency. Petrus.Klopper@ai2sa.co.za / Azmat.Babamia@ai2sa.co.za