

NORTECH

Integrated Engineering Solutions



ZERO to \$1m sales in 12 months
DIVERSIFICATION SUCCESS

22nd June 2016



What is this presentation about?

**Giving solid practical advice to help
attendee delegates & member companies
increase sales and diversify into new
sectors.**



Steve Pugh
Group Business Development Manager
Steven.Pugh@nortech-group.com
Tel: 01740665457 Mob: 07518492982



- Our business is built on adding value.
- Within the next 15 minutes, how can I best add value to your business?

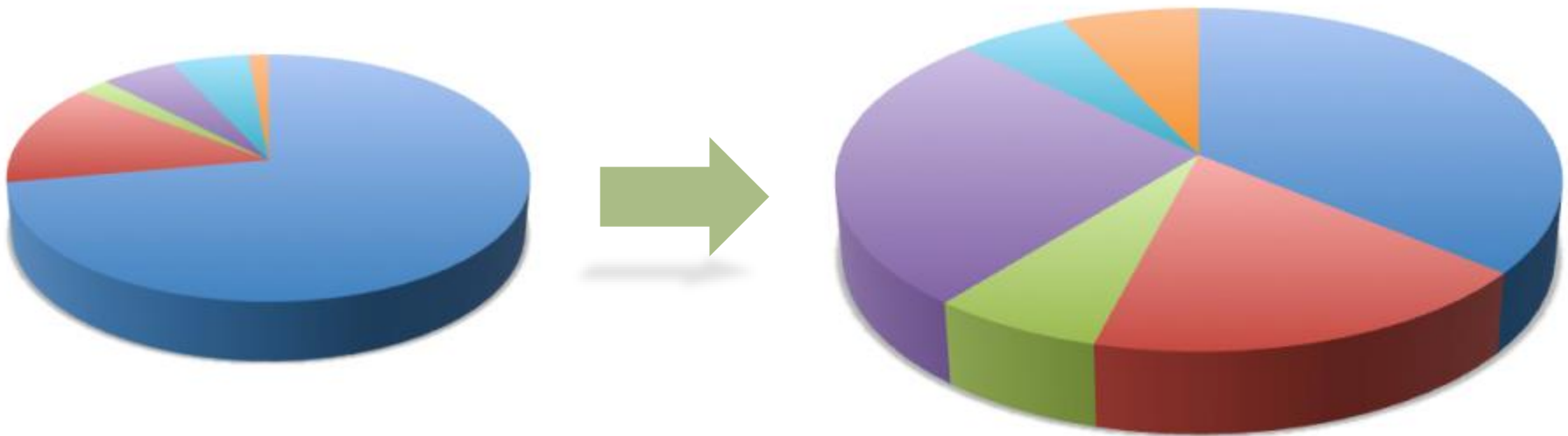


“Selling is simply the effective communication of an idea.”

Why Diversify?

Business Strategy

- Spread turnover (reduce risk)
- Increase number of clients and sectors
- Increase geographic split
- Growth
- Survival?



Case Study

**ZERO to \$1m sales
in 12 months:**

DIVERSIFICATION SUCCESS



Nortech: Who are we?

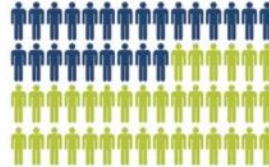
NORTECH



One of the UK's fastest growing engineering service providers.



Independent SME.
Flexible, responsive, efficient. Strong Values.



We pride ourselves on experience, capability and trust.



Quality of Service, Quality of Delivery
ISO 9001, ISO 14001
OHSAS 18001, ISO 29001



Multi Award
Winning Business



International Business
Multiple Office Locations



Boutique
EPC

Engineering, Procurement and Construction (Onshore & Offshore).
Full Multi-discipline Service Offering



Flexible and Professional
Management & Consultancy
Services

Sectors: Oil and Gas, Chemicals, Petrochemicals, Utilities, Energy, Infrastructure, Marine, Rail, Decommissioning, Iron & Steel.



Industry
Leading
Search &
Selection
Division.

Nortech Staffing Solutions.

92%
FPAL Rating

*Independent assessment of quality and service.

£

Financially Secure.
No debt. Privately Owned.

5%

Nortech are members of the 5% club, investing in the next generation of engineers and young people in the UK.

www.5percentclub.org.uk



NORTECH
Cares

Our CSR programme supporting the local community

ZERO
ACCIDENTS

Continued commitment to Health and Safety (HSE) across all projects.

Sectors



Oil and Gas



Chemicals / Petrochemicals



Nuclear



Waste to Energy



Renewables



Major Build Projects



Subsea



Rail



Superyachts



Biomass



Infrastructure



Iron & Steel

Selection of Clients:



Office Locations

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Riverside Drive, Aberdeen



5th Floor, Riverside House, Riverside Drive,
Aberdeen AB11 7LH Tel: 0044 (0)1740 665 451

Wynyard Park, Teesside



Evolution 6B, Wynyard Park, Wynyard Ave,
Stockton-on-Tees, Billingham TS22 5TB, UK
Tel: 0044 (0)1740 644 283

Dhabi Nortech, Abu Dhabi



Dhabi Nortech, Sh. Hamdan Street, Dhabi Tower, 2nd Floor
Suite No. 201 & 202, PO Box No. 34801, Abu Dhabi. UAE
Tel : (971-2) 627 4733

Mumbai, India



Detailed Design Office Tel: 0044 (0)1740 644 283

Video – UKTI visit to UAE

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Exciting New Partnership

- Two Strong, Trustworthy, Successful Companies partnering to support Abu Dhabi's future success.



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H.H. Sheikh Nahayan Mubarak Al Nahayan

H.E. Sheikh Mohammed Nahayan Mubarak Al Nahayan

Case Study

What are we selling?



Springboard for the Region.

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Lessons Learned?



- Including 10 Top Tips to help your company!

Expect Challenges



- There will be a huge wall, but there is a way through.

Hard Lesson #1



- You need to be able to pass the “So What?” test
- Our company sells engineering design...

Address the elephant in the room.

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- If you ignore it, it will kill you. Embrace it!
- You need to overcome the emotional barriers in the buyer.

An example?

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Sharing Best Practice

At Nortech we appreciate the art of listening. Listening is the only way for us to remain the best in our field, continually reacting to what the market needs, however we also like to share.

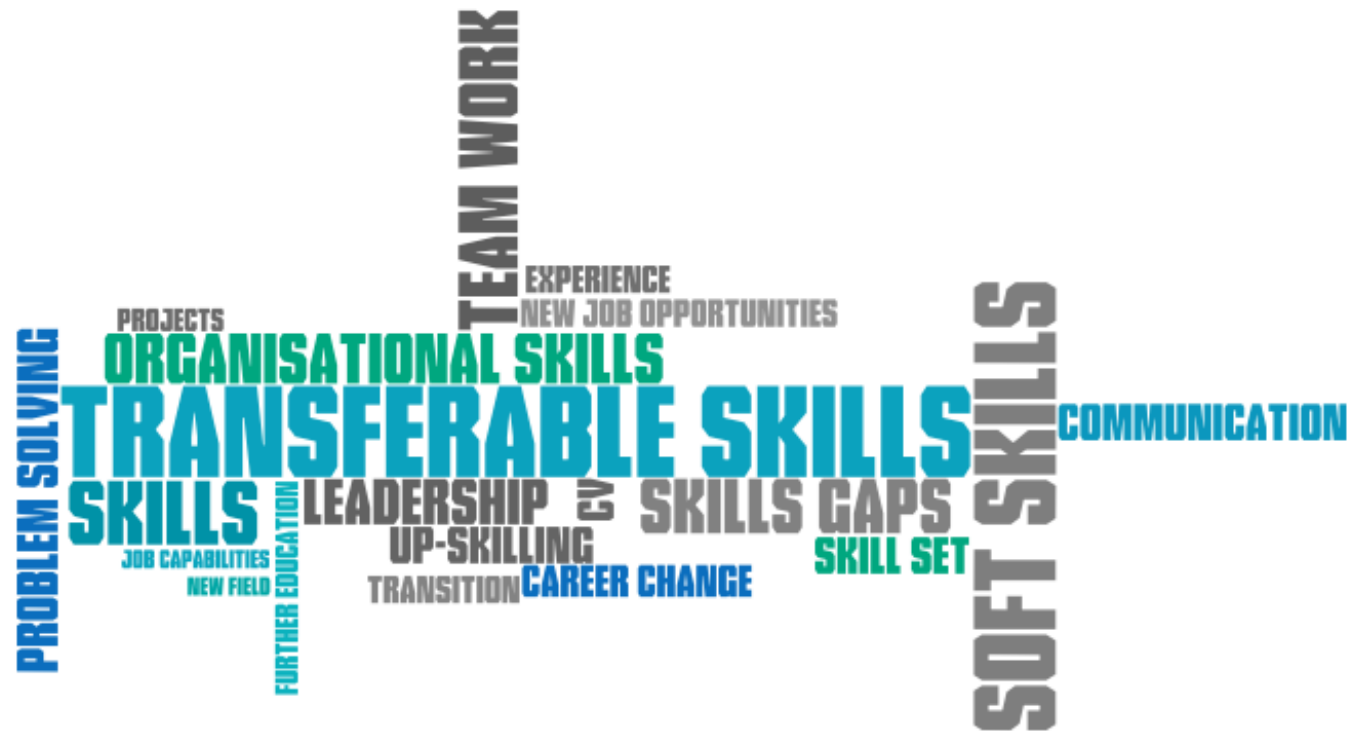
Sharing best practice across all of our sectors and geographic markets better supports our clients in the challenges they face and also helps us predict what might happen next, adding value.

www.nortech-group.com

Artwork: Janet Echelman (<http://www.echelman.com>)

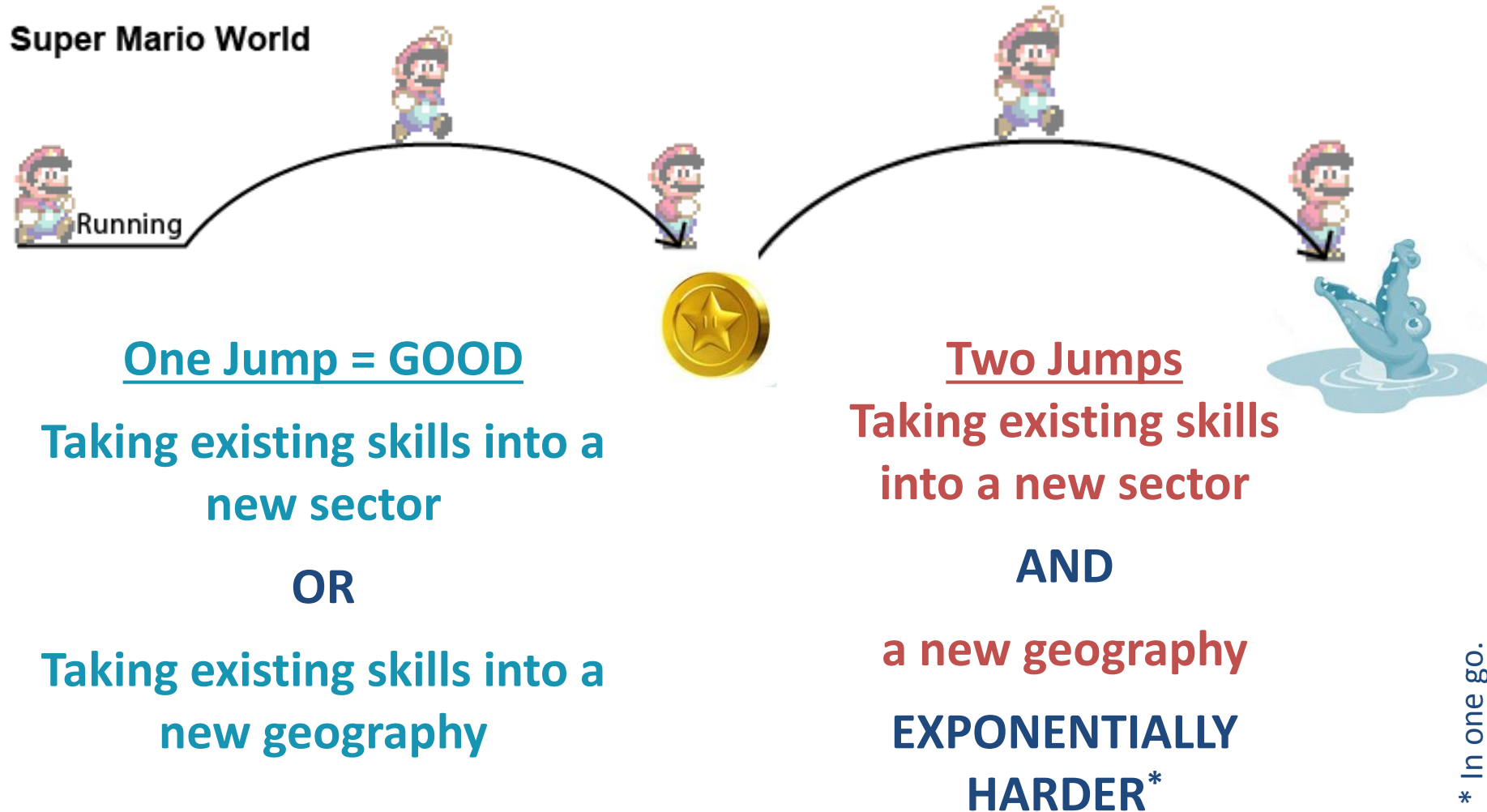
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Integrated Engineering Solutions

Transferable Skills / Products?



- Which other sectors require your skills (or products)?
- Project Management – Petrochem to Mining to Super Yachts

One Jump or Two?



The Importance of Networks & Partnerships



- More than ever you need to be flexible
- Your next project might come through an unexpected route
- Huge value in being part of NEPIC

Share your Visions & Values



- Do the right thing in the community
- Corporate Social Responsibility (CSR)
- STEM + support for schools and colleges
- £32,000 raised so far

Have a Passion for Safety



**ZERO
ACCIDENTS**

**Continued commitment to
Health and Safety (HSE)
across all projects.**

Shared Visions and Values:

- No Harm
- Protect the Environment
- Use material and energy efficiently
- Contribute to the Societies we operate
- Promote Best Practice
- HSSE and Quality – Top Priority
- Promote ethical business behaviour

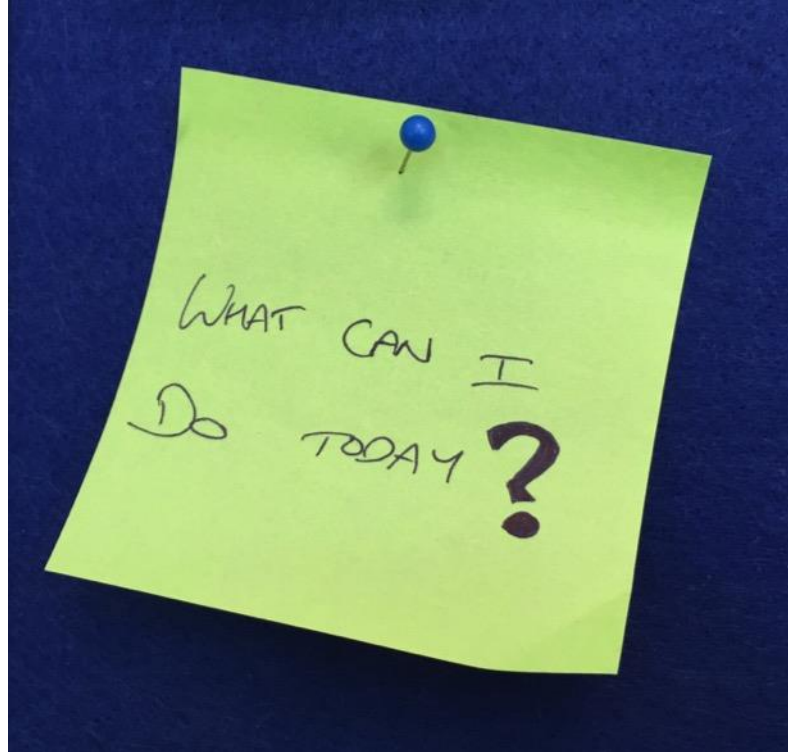
Quality Shines Through in Any Sector!



ISO 9001: 2008
ISO 14001: 2004
OSHAS 18001: 2007
ISO 29001: 2010

Quality Management System
Environmental Management System
Occupational Health and Safety
Oil, Gas and Petrochemical Quality Management System

Inshallah?

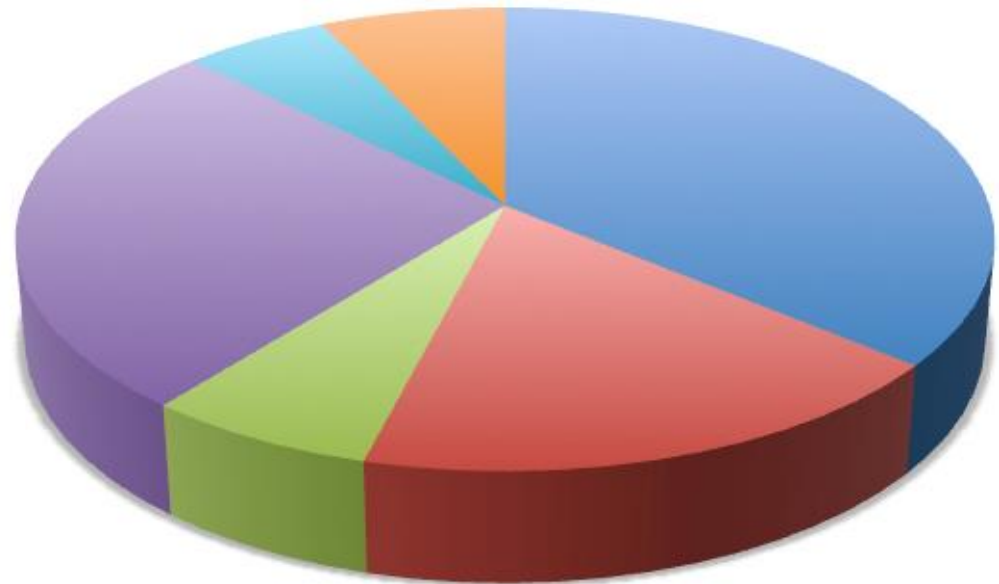


- Procrastination will kill you.
- Indecision will kill you.

The future for us?

Business Strategy

- Increase client turnover (UK and Overseas)
- Increase number of clients
- Increase number of sectors
- Increase geographic split
- Growth!



**Engineering.
People.
Support.**

**One Group
One Vision
One Integrated Service**
