

our  
Covenant



# Business Proposal

## from Nexus Alliance Limited

### Introduction

Nexus Alliance Limited (NAL) is a 100% Nigerian-owned company with capabilities in training, manpower supply and technology services for the Oil, Gas, Petrochemical and Process industry. NAL was formed in 1998 with the vision of contributing to the Total Technological Development of Nigeria. Today, this is especially relevant in the current drive to increase local content in the industry.

Since inception, NAL has been involved in **groundbreaking** projects that contribute to the increase in **the capacity of Nigerians to support ever more complex technologies** in the Process and Energy Sector.

Key examples of these projects are as follows:

- >>> The Shell Special Intensive Training Program
- >>> OMT Documentation on the Chevron EGP3 project
- >>> SAP R/3 support services for ExxonMobil
- >>> Operator Training Simulator Support & Maintenance for SPDC
- >>> Computerized Maintenance Management Systems Support for SPDC
- >>> Training of Technicians for SNEPCO Offshore Operations
- >>> Technical and Manpower Supply

NAL operates out of offices in Lagos, Warri and Port-Harcourt. It also operates a world-class training facility on Walter Carrington Crescent, Victoria Island Lagos from where it conducts training in various oil and gas engineering, technical and business skills.

NAL is managed by a team of experienced and versatile Nigerians who have an average of 30 years industry experience each.

NAL is registered with DPR and all other necessary regulatory bodies.

### Our Services

NAL is focused on helping organizations maximize the realization of **value** from their operating systems and human capital investments.

Some of the ways by which we do this include:

- >>> Provision, operation and management of the organization's Enterprise Information System, e.g. Operations and Maintenance Management Systems, Electronic Document and Data Storage Retrieval Systems services, ERP systems, Process Monitoring and Management Systems/Data Historians, etc.
- >>> Management of technical manpower capability e.g. technical training of oil, gas and process plant operators/maintenance staff including certification at all levels. Examples include Special Intensive Training Program for Technicians (SITP) at SDPC Nigeria
- >>> Technical manpower supply to support capacity planning in flexible operating conditions. This is enabled by our ability to train, track and retain significant numbers of potential candidates who have been certified through/by our training activities

The services we provide are structured to benefit our clients in multiple ways such as:

1. Enhancement of efficient availability of information for decision makers at all levels of the leadership in our clients organization
2. Increasing the competence of staff of our clients to perform their jobs
3. Enabling our clients to be better able to meet established statutory regulations and standards as well as demonstrating that they meet them
4. Providing the vital information to forecast future investment outcomes and hence sustainability of business growth
5. Ready availability of a competent pool of workforce to cope with the dynamic nature of operating within Nigeria

A number of key companies in the Oil and Gas industry are already taking advantage of Nexus unique services to aspire and to dominant in the key business indicators of cost of production, cost of maintenance and employee value addition

A key feature of our business model entails utilizing often available but grossly underutilized resources within an organization to unleash hitherto lost/unrealized production levels and business values that the organization craves for. We partner with the organization by working with its own already employed staff to improve the efficient use of its existing system and processes.



**We only propose systems to organizations if they have none or signify their desire to change their existing system.**

Working together we identify, recommend and provide training in areas of need to raise the competence of the staff. This often motivates the staff to increased levels of performance as incompetence-induced frustration is reduced.

Figure 1 below highlights our enterprise improvement model and encapsulates the inevitable interdependency we strengthen to the benefit of our clients. It is upon the success of this model that we justify our mission to grow business and company value through promoting efficient use of operations and maintenance systems for a fee.

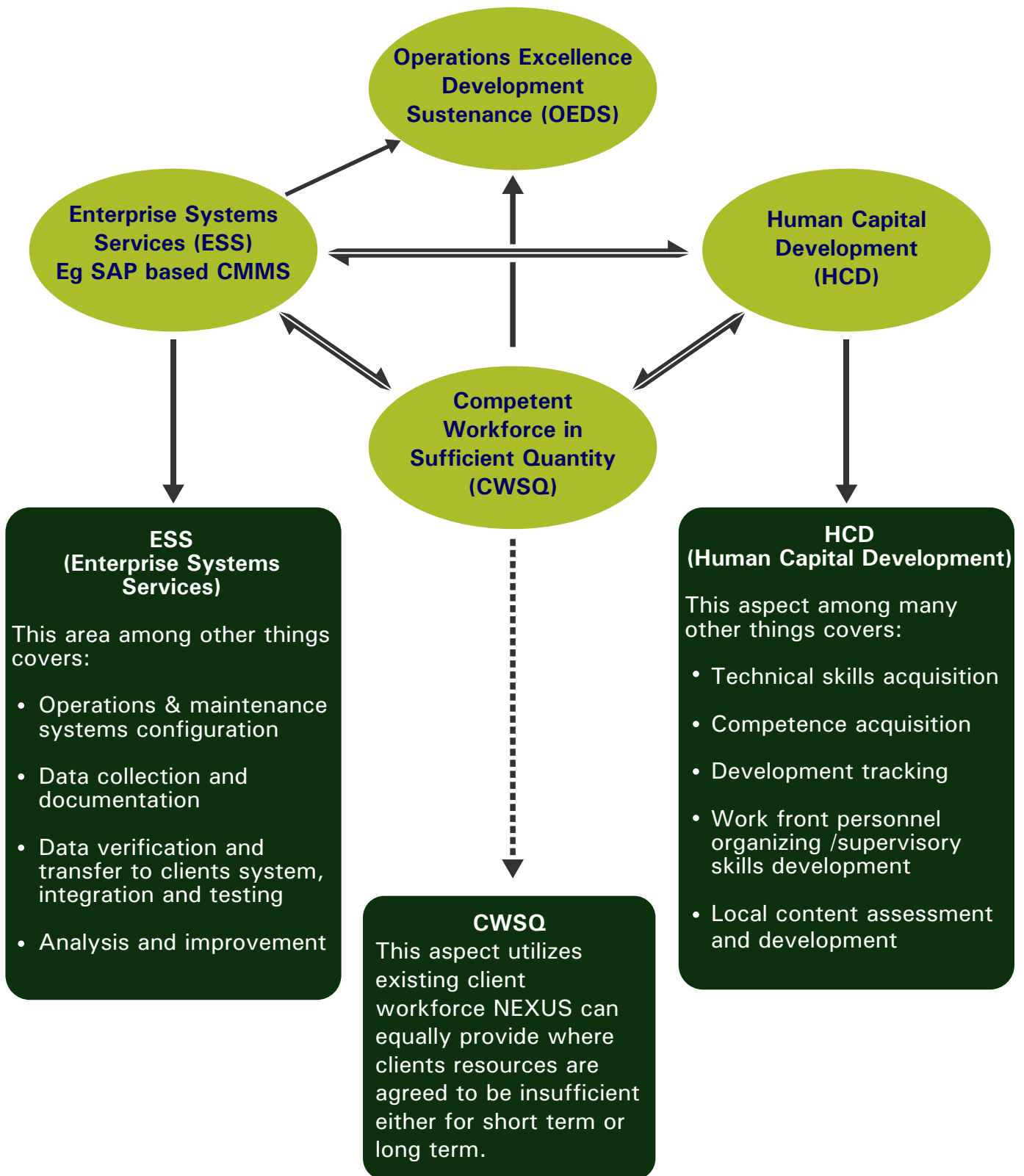
The figure, a pyramidal structure epitomizes **Strength, Operational Excellence\_Development and Sustenance (OEDS)** seats at the apex as the key goal for involving us and a key target of the top leadership of any company.

The three spheres at the base represent areas of our involvement and contribution. The arrows illustrate how the activities in the three spheres at the base support / interrelate with each other to support the key goal of OEDS

Enterprise Systems Services (ESS) highlights the operations / maintenance services we provide and offer training in. ESS enables us to support our clients business using their staff and supplementing where required with our staff.

Through working with the staff of our clients and offering both on-the-job, classroom, technical and systems training, we deliver capacity building and desired Human Capital Development (HCD) to achieve our clients aspirations of **Competent Workforce In Sufficient Quantity (CWSQ)**.

Figure 1



The benefits that accrue to the organizations that employ our services include:

- >>> Enhanced business control
- >>> Greater ability of senior management to obtain a true status of the health of the business
- >>> Cost efficiency improvement arising from ease of identification of areas of weakness and cost overrun
- >>> Better informed cost reductions where wastes occur
- >>> Better staff performance arising from structured knowledge rather than trial and error
- >>> Better business decisions at all levels of operation
- >>> Improved staff confidence based on competence
- >>> Sustained plant uptime and production levels
- >>> Improved relationship with regulator, shareholders, and host communities

It is the intention of **Nexus Alliance Limited** to establish an association with its clients and to be able to show value in its association through its striving towards achieving tailored services for them.

Detailed information on our **Projects, Training Centre** and **Management** team can be viewed from the website.

Yours faithfully

**Kenneth Dan-Anyiam**  
Chief Executive Officer



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