



In association with



# **ERSG – Middle East**

## **A Project Management Company**

### **COMPANY PROFILE**

Ver. JAN 2010

*Project Management Solutions for Dynamic and*

*Progressive Industry*

## GENERAL

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**Enterprise Risk Solutions Group Limited (ERSG)** offers its clients a diverse range of services which are founded on sound development, project directorship & project experience.

**ERSG** provide customized practical solutions to assist its clients with the development & management of their assets, personnel, systems and processes, products and services.

**ERSG** exports its services to more than 12 countries around the world through its offices in Australia, Hong Kong, China and Saudi Arabia.

**ERSG** is a consulting firm specialising in Property Development & Management, Strategic Property & Facility planning, Site identification & Development and acting on client's behalf in the capacity of Project Directors and Project Managers.

**ERSG** has been responsible for the completion of a diverse variety of projects that includes Hotels / Hospitals / Commercial Buildings / Universities / Retail Complexes / IT Data centres / Critical Environment / Residential Units and Golf Course Developments.

**ERSG** has a huge resource pool which consists of full time employees, contractors and specialist service resources.

**ERSG** will partner organizations in project management and manages risks by building a sustainable client partnership complete with full commitment, participation, innovation and integrity to ensure that their activities are in compliance and aligned with applicable standards, client requirements and relevant legislation.

Projects of note include, but are not limited to;

<b>PROJECT DESCRIPTION</b>	<b>ERSG Ltd ROLE</b>
COMMERCIAL OFFICE COMPLEX, <b>INDIA</b> (500,000 sq.ft);	(Development Manager / Project Manager)
COMMERCIAL OFFICE BUILDING, <b>CHINA</b> (10,000sq.m);	(Project Manager)
CRITICAL ENVIRONMENT BUILDING, <b>AUSTRALIA</b> (5,000sq.m);	(Development Manager, Project Manager)
COMMERCIAL OFFICE COMPLEX, <b>INDIA</b> (250,000 sq.ft);	(Development Manager / Project Manager)
THE PIER RETAIL COMPLEX, CAIRNS, <b>AUSTRALIA</b> ;	(Developers / Project Manager)
COMMERCIAL OFFICE COMPLEX, <b>INDIA</b> (350,000 sq.ft);	(Development Manager / Project Manager)
DATA CENTRE BUILDING, <b>MALAYSIA</b> (5,000sq.m);	(Development Manager / Project Manager)
GOLF COURSE VILLAS, SANCTUARY COVE, GOLD COAST, <b>AUSTRALIA</b> ;	(Project & Construction Managers)
SYDNEY PARKROYAL HOTEL, MASCOT, <b>AUSTRALIA</b> ;	(Project Manager)
COMMERCIAL OFFICE COMPLEX, IT & DATA CENTRE , <b>AUSTRALIA</b> (22,000sq.m);	(Development Manager / Project Directors)
QANTAS OFFICE COMPLEX, <b>AUSTRALIA</b> (20,000sq.m);	(Development Manager / Project Manager)

**And many more...**

**ERSG** has established a strong & diverse client base in the Commercial, Residential and Information Technology Industries. Our client list includes local Developers & Contractors as well as major US Corporate Companies such as the Computer Science Corporation (CSC), Compuware & Computer Associates - whose business requirements have focussed on the delivery of property & project related services complete with the minimisation & mitigation of project related risk from conception to handover.

The range of services provided by **ERSG** has included the provision of Strategic planning involving acquisition / disposition and consolidation of sites across several Asia Pacific countries. Services have also included the development of new residential / commercial or industrial facilities in countries such as Australia / New Zealand / India / China / Indonesia / Japan / Singapore and Malaysia.

## **CAPABILITY**

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**ERSG** offer its clients a diverse range of consulting, training and auditing services which are founded on sound development, project directorship, project management experience and expertise. Collectively the **ERSG** team has over 150 years of project related experience.

The Development and Project Management division of **ERSG** has been in operation for over ten (10) years and currently has ten (10) key specialist staff.

To date, the nature of the consulting assignments completed for our clients have included complex property development including the raising of debt & equity funding, site identification & negotiations, financial modelling and project delivery.

In Australia, **ERSG**, on behalf of clients, has been responsible for the delivery of over 150,000 sqm of commercial office facilities, new retail complexes, residential and residential golf course facilities and the development of build to suit data centre facilities.

The majority of these projects have commenced with the identification and formulation of strategic plan requirements, business case development, and site identification and then progressed to design, construction and relocation of the client into the new facility.

The development of property in Asia has included establishing developers and contractors, client review and recommendation through to acting as the clients' Project Directors and Project Managers of design / construction / fit out, including integration of client kit and employees.

## ERSG – AUSTRALIA ASSIGNMENTS

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In the capacity of Development Managers / Project Directors & Managers, **ERSG** has been responsible for the strategic Planning / site acquisition / Statutory & DA Approvals / Design & Construction of a diverse cross section of major projects.

A project of significant note & scale was the consolidation of CSC's Australia Headquarters from a total of nine offices located across Sydney, occupying an area of in excess of 30,000sqm into purpose built designed / constructed and fitted out facilities of 22,500sqm.

**ERSG** was totally responsible for all aspects of this project including development selection / procurement, legal transaction closure, client internal approvals and procurement & management of the base building and fit out projects.

More recently, several clients have requested **ERSG** to act as the Principal / Head Contractor wherein **ERSG** are 100% responsible for the total design / construction and Fit Out of commercial office projects. ERSG has and can continue to offer our services as a "One Stop" point of contact for the commercial engagement, of corporate project stakeholders, for client convenience.

**ERSG** has also completed many commercial office identification and fit out projects throughout all States & Territories in addition to undertaking both residential & commercial offices projects where **ERSG** have at times funded the developments and then on-sold completed products.

## ERSG – ASIA ASSIGNMENTS

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An existing client has outsourced all property related services to **ERSG** which has included site disposal / site consolidation / regional planning and the expansion into new countries of operation including India, China, Singapore, Indonesia, Japan, Thailand and Malaysia.

In India, **ERSG** has established new facilities across 4 cities (Indore / Noida / Hyderabad & Chennai) having developed projects from green-field sites resulting in over 500,000 sqm of facilities. This role has included the identification of developers, engagement and management of expatriate and local consultants and delivery of turnkey projects with **ERSG** acting as the client Project Director.

As a result of **ERSG's** strategic plan for this client in India, the client has recently expanded the **ERSG** brief to include identification of the next 2 cities of operation and consolidation in Noida into a new build to suit, 150,000sqm campus by end 2008.

In China, **ERSG** has been retained to expand its client into both Beijing & Shanghai. This role incorporates site location and establishing project teams to deliver turnkey solutions. **ERSG** are retained as Project Directors from concept to completion having total budget and delivery responsibility.

**ERSG** have also undertaken similar roles in Singapore, Indonesia, Malaysia and Japan.

As a result of the work undertaken by **ERSG** in Asia, **ERSG** now have full time staff based in India, Saudi Arabia and Hong Kong to ensure on ground focus on all projects in the region.

## ASSETS

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The **ERSG** team, worldwide, consists of dynamic, practical performance enhancement driven professionals who are all experts in their chosen field of operation.

We believe in creating long lasting business partnerships, as it is with the organization that we will transfer our skills, share knowledge and expertise on the journey to sustainability.

The **ERSG** Development team are a mix of degree qualified Building / Architect / Mechanical / Electrical Engineers / Energy Efficiency & Environmentally Sustainable Design / Real Estate Property Experts & CPA and Risk Management professionals.

On all development assignments and / or projects, **ERSG** ensure a Director or Senior Project Director are involved in all project activities from concept to completion. In the majority of assignments, the **ERSG** team is based on the client site and integrates into the clients business to ensure full comprehension of issues and requirements impacting the clients business.

The **ERSG** employee structure consists of the following core base of professionals:

□ Troy O'Connor	Managing Director
□ Neil Watson	Director Global Business & Projects
□ Wayne Basson	Project Risk Director
□ Martina Watson	Director Finance & Business Manager
□ John Turner	Senior Project Director / Construction Head
□ Darren Miller	Senior Project Director
□ Craig Smith	Senior Project Director
□ Nikhil Jain	Senior Project Director (India Base)
□ Wallis Chan	Project Director (Hong Kong Base)
□ Greg Morgan	Project Manager
□ Allan Watson	Project Manager
□ Jessica Watson	Project Administrator

*Detailed Curriculum vitae of each project member can be supplied during the interview stage.*

In addition to the above team, **ERSG** employs approximately 180 consultants and have access to a broad base of project and risk management professionals, which they engage as needed to service additional project requirements.

## SERVICES

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**ERSG** offer a wide range of services to fulfil the various requirements of our clients, which include:

- Development Managers
- Development Principal / Head Contractor - “One Stop” point of contact
- Project Directors
- Project Managers
- Strategic Planning
- Site acquisitions
- Statutory Certification & Development Approvals
- Design & Construction of a diverse cross section of major projects.

## OPERATIONS

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**ERSG** operations are carried out in, but not limited to, the following countries:

- Australia
- China
- Papua New Guinea
- New Zealand
- Malaysia
- Indonesia
- Singapore
- United Arab Emirates
- Kingdom of Saudi Arabia
- Republic of South Africa
- Hong Kong

## **SUSTAINABILITY OBJECTIVES**

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The group follows a balanced approach in not only contributing to sustainable practices through client interventions but, also focusing on it's own internal environment by advancing employee social interests and practicing all good corporate citizen moral values.

Our team of professionals are also actively involved in the advancement & integration of sustainable technologies & energy efficiency, including triple bottom line sustainable outcomes for its project solutions.

## **AUDIT PRACTICE**

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The group is annually audited by Ernst & Young and non-conformances are dealt with according to the company's quality standards as embodied in ISO 9001 and relevant policies. Due access to information is practiced within the competitive environment of the enterprise.

Internal audits are carried out annually and at random to ensure all quality standards are maintained.