

# Company Profile

July 2022



**TALWAKA EPCM**  
ENGINEERING, PROCUREMENT &  
CONSTRUCTION MANAGEMENT

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**July 2022**

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# About Our Company

## A Brief Story About The Company

Talwaka is an Engineering, Procurement and Construction Management company that was founded on the philosophy of excellence in service delivery and management. The Company was established in July of 2022 with the goal of offering Engineering services, procuring the necessary equipment and machinery as well management of projects in the construction and mining industries.

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# Vision

Talwaka aims to be the exclusive service provider in the engineering and construction industry. Rather than contract several different contractors and suppliers for separate services, our goal is to be a central hub for not just procurement of supplies and equipment but also management of projects in construction.

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# Mission

01

Supply quality goods at international standards, sourced from reputable manufactures

02

Provide the highest Caliber in service delivery, guaranteeing customer satisfaction throughout the project lifecycle

03

Propose innovative and effective solutions for problems that arise during the course of the project

04

Offer continued support and services past the completion of the project, fostering strong professional relationships



# Problem statement



## A Brief description about industry challenges

Any business endeavor or project is bound to face some problems at some point during its lifecycle. These problems can cost companies, not just in man hours and significant operational cost, but also in the safety and wellbeing of its employees. Some of the key factors in the problems faced by companies during projects are summarized here;



### Rising Cost of Materials

Whether it's due to tariffs, trade politics, or a general increase in global demand, the cost of construction materials is rising and finding a good and reliable manufacturer/supplier is often the key in staying within budget.



### Skilled labor shortage

The surge in the construction industry and subsequent labor demand outweighs the current availability of skilled labor. From Quantity surveyors and engineers to plasterers and plumbers, labor shortage is a serious drawback that could set a company behind its competitors.



### Project and Time management

Poorly defined objectives can be a major drawback during construction or engineering projects. The non-standard objectives hidden beneath each project slow down progress if not very clearly defined.



# Solutions



## A brief analysis of our solutions

The common problems during projects can be solved / managed by having a reliable supplier for all the project needs from manpower to materials. Furthermore, effective communication with the project team is essential for a smooth and successful project. Below are the success points that Talwaka EPCM brings forth during a project



### Updated and Market Driven Management

We uphold the spirit of innovation and take an imaginative approach towards any project to ensure success.

### Reliable and affordable construction material

We provide the most reliable materials and equipment best suited to specific project needs and provided after detailed research and analysis of global and local markets

### Strict adhearence to safety regulations

We offer success driven solutions that rely completely on safe work procedures and hazard prevention to minimize project delays and work-related incidents

# SWOT Analysis



## Strengths

- Competitive Prices
- Innovative business approach
- Strong Brand Identity
- Emphasis on safety protocols and hazard prevention



## Weaknesses

- Long Term Investment
- Rising costs of Product Insurance
- High level of third party turnover due to price competition
- Public Policies and Procedures



## Opportunities

- Short Term Investment
- Rising market value in the construction
- Rising global demand of minerals



## Threats

- High level of employee turn over
- New competitors from other Countries
- Covid-19 pandemic

# Product Overview



## A description of our products and services

Talwaka EPCM offers a wide range of Engineering and Construction materials as well as project management services. Our products are sourced directly from reliable manufacturers, both local and international.



### ENGINEERING

We implement the entire technical and administrative aspect of the project, this includes design, planning and coordination, commissioning of projects.



### PROCUREMENT

We negotiate and supply all the essential materials required for each project, from pumps and motors, to valves and steel beams. ensuring we offer the products at an affordable market price while maintaining quality



### CONSTRUCTION MANAGEMENT

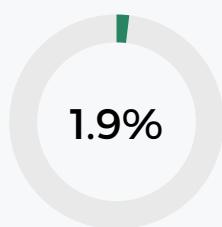
We manage and supervise the construction team in building the project, assuring safety, quality and cost-competitiveness while adhering to the local regulations and safety standards.

# Market Study



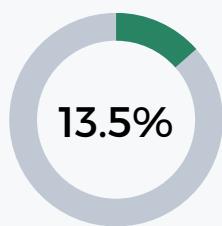
## An overview of the target market and its trends

The mining and construction industries are the two main target markets for EPCM companies and both of these industries have seen a continuous rise not just in the global market but local too.



### Construction Industry

The construction industry saw a record growth rate of 3.6 % in 2021 and expert analysis predicts an annual average of 1.9 % between 2022 and 2025.



### Mining Industry

The global mining industry growth rate increased at a compound annual rate of 12.4 % (from \$ 1.64 trillion in 2020 to \$ 1.85 trillion in 2021) with an average 13.5 % per annum growth in Zambia.

# Our Team

Meet the faces behind Talwaka EPCM



**Jack  
Wanangwa  
Mkandawire**

Chief Executive Officer



**Ester  
Chilombo**

Director: Accounts



**Chimwemwe  
Mukandawire**

Board trustee



**Lee  
Tembo**  
Board trustee



**Grace  
Mutalama**  
Board trustee



# TALWAKA EPCM

## ENGINEERING, PROCUREMENT & CONSTRUCTION MANAGEMENT

**Quality assured and perfection in service delivery**

Talwaka aims to be the number one Engineering, Procurement and Construction Management service in the country. With our Innovative approach to Engineering solutions, backed by an experienced team of experts, we strive for perfection in our service delivery and guaranty quality in our products.



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