



# *Capability Statement*

*Making the most of time and resources*

# Table of Contents



About Us

P. 3



Our Services

P. 5



Our Business Partners

P. 25



Our Focus & Approach

P. 28



## About Us

# About Us

House of Management for Studies and Consultations (HOM) is a service based provider of expertise that provides proactive financial advisory, commercial, project management and construction strategic support to a range of industrial, real estate, tourism, healthcare and other business based services.

HOM has a very flexible staff base and business partners who are qualified and able to provide effective and wide range services to organizations including:-

- Manufacturers/industry (facility owners and operators)
- Government and local authority agencies
- Real estate and infrastructure
- Service sector (tourism, educational and healthcare)
- Non-governmental organizations



## **Our Services**

# Our Services

**HOM provides a variety of professional services for industrial sectors, mainly:**

1. Project Development.
2. Project Management.
3. Project Constructions.
4. Engineering Services.
5. Administrative Studies.
6. Feasibility Studies.
7. Other Services.

# (1) Project Development

## PET Recycling Plant - Qatar

**Project Description:** USD 12 Million grass root recycling plant for plastics packaging in Qatar.

**HOM Services:**

Project Development: Feasibility study, company formation, land selection, technology selection, project budgeting, Fund management, and strategy building.

**Progress:** Scope completed on time.



## (2) Project Management

### Industrial Sector

#### **Jordan Bromine Co. Ltd. (JBC) - Jordan**

**Project Description:** 18 Million UD\$ Expansion of the existing chemical manufacturing plant.

**HOM Services:** Project Management, cost control, construction supervision, commissioning and startup.

**Achievements:** completed successfully with 10% saving on budget and two months earlier than plan, HOM received an incentive money award for appreciation.





## (2) Project Management

### Industrial Sector

#### **Jordan India Fertilizers Co. Ltd. (JIFCO) - Jordan**

**Project Description:** 700 Million UD\$ fertilizers manufacturing plant.

**HOM Services:** The project schedule and budget has out run beyond plans, HOM has been appointed to diagnose the construction deficiencies and propose recovery plans for delays to reach the completion of the project successfully.

Review handing over procedures ,construction method statements and commissioning planning .

**Achievements:** Completed.



## (2) Project Management

### Tourism Sector

#### Lagoon Hotel and Resort Project, Dead Sea - Jordan

**Project Description:** 30 Million UD\$ artificial lagoon and 5 stars resort and spa.

**HOM Services:** Project management and Construction management

**Achievements:** Completed on time and budget.



## (2) Project Management

### Renewable Energy Sector

#### Photovoltaic Power Generation Project, Amman - Jordan

**Project Description:** 1.3 Million UD\$ photovoltaic power generation project for domestic applications, car Parking roof mounted, fully integrated, 500KW capacity.

**HOM Services:** Project management and Construction management

**Achievements:** construction successfully completed.





# (3) Project Constructions

## Selected Executed Projects

### **Jordan Bromine Co. Expansion Project (CP2000), Amman - Jordan**

**Project Description:** 44 Million UD\$ Expansion project for CP2000 unit at JBC to raise the unit production capacity to 70K Metric tons.

**HOM Services:** Project management and Construction management as a main contractor JV member with sister construction company (Tarkibat Constructions Co.)

**Achievements:** Phase 1 completed on Jan 2018, phase II completed on May 2018.



# (3) Project Constructions

## Selected Executed Projects

### National Chlorine Industries (NCI) Expansion

**Project Description:** Expansion of Caustic Soda plant of NCI to raise the capacity of electrolyzers from 20 to 54 tpd.

**HOM Scope:** Electro-mechanical erection, testing & commissioning of expansion project. The project is completed successfully end of April 2016.



# (3) Project Constructions

## Selected Executed Projects

### Provimi Jordan (A Cargill Company) - Philadelphia Project, Amman - Jordan

**Project Description:** 45 Million UD\$ Expansion project for Provimi Jordan Facility at Al-Qastal Industrial Area to raise the production capacity of the Plant.

**HOM Services:** Project Management Services.

**Achievements:** Commencement Date 1<sup>st</sup> June 2018, Project duration 180 days, completed on time.





## (4) Engineering Services

### Industrial Sector

#### Al-Biariq Fertilizers Co., Yanbu – Saudi Arabia

**Project Description:** SOP fertilizers plant to produce 22,000 MT/Year SOP and 25,000 MT/Year HCl, with two reactors Manheim technology and related utilities and equipment, in addition to NPK physical blending plant and accessories.

**HOM Services:** Pre-startup evaluation, commissioning plan preparation including cost, raw material, tools/equipment and staff requirements assessment, short term and long term expansions and future opportunities.

**Achievements:** Completed and reported successfully on time.



## (4) Engineering Services

### Industrial Sector

#### Almarai Poultry Co., Hail – Saudi Arabia

**Project Description:** 30 Million UD\$ Electricity transmission, distribution and connection to national grid for Almarai poultry project , Hail – KSA.

**HOM Services:** Technical specifications, conceptual design and tender documents for MV electrical transmission and distribution for the project (with association with Riyadh Engineering Center) .

**Achievements:** Completed successfully on time.





## (4) Engineering Services

### Industrial Sector

#### National Chlorine Industries Co. – Jordan

**Project Description:** Technical assessment and evaluation study for alternative energy sources including Cogeneration, Solar and Hybrid off-grid systems compared with current connection to national power grid.

**HOM Services:** Analysis of technical and commercial proposals for different power supply systems, financial assessment for each system for 25 years project lifetime, evaluation and recommendations.

**Achievements:** Completed successfully on time.



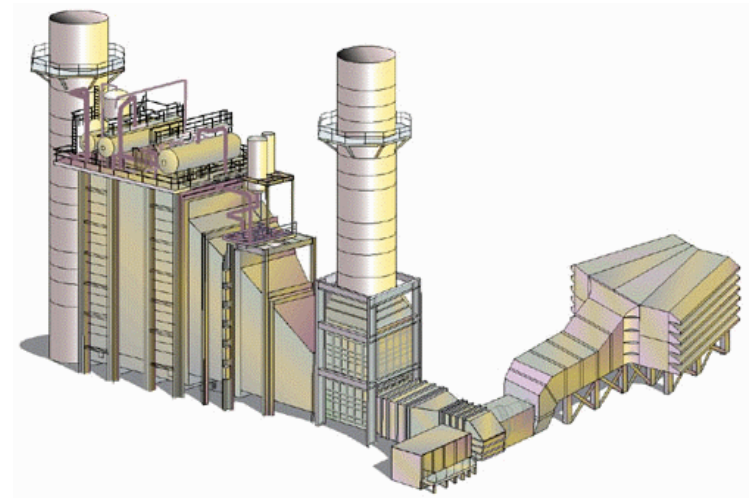
## (4) Engineering Services

### Industrial Sector

#### Jordan Bromine Co. Ltd., Safi - Jordan

**Project Description:** Evaluate JBC energy options for future demand and saving opportunities in terms:-

- Continue for Utility Supply for All Electricity Needs (current case)
- Solar Power Generation: Enter into a long term power purchase agreement for electricity supply from a new solar generation facility ("Solar PPA") and continue to receive utility supply for the balance of electricity needs.
- On-Site Cogeneration: Enter into a long term power purchase agreement ("Cogen PPA") for electricity supply and steam from a new on-site cogeneration facility and continue to receive backup electricity service from the utility



**HOM Services:** Data collection, Offer soliciting for each option, technical and financial evaluation of options, recommendations and reporting. (with association with Energy Edge Consulting - USA).

**Achievements:** Completed successfully on time.

# (4) Engineering Services

## Industrial Sector

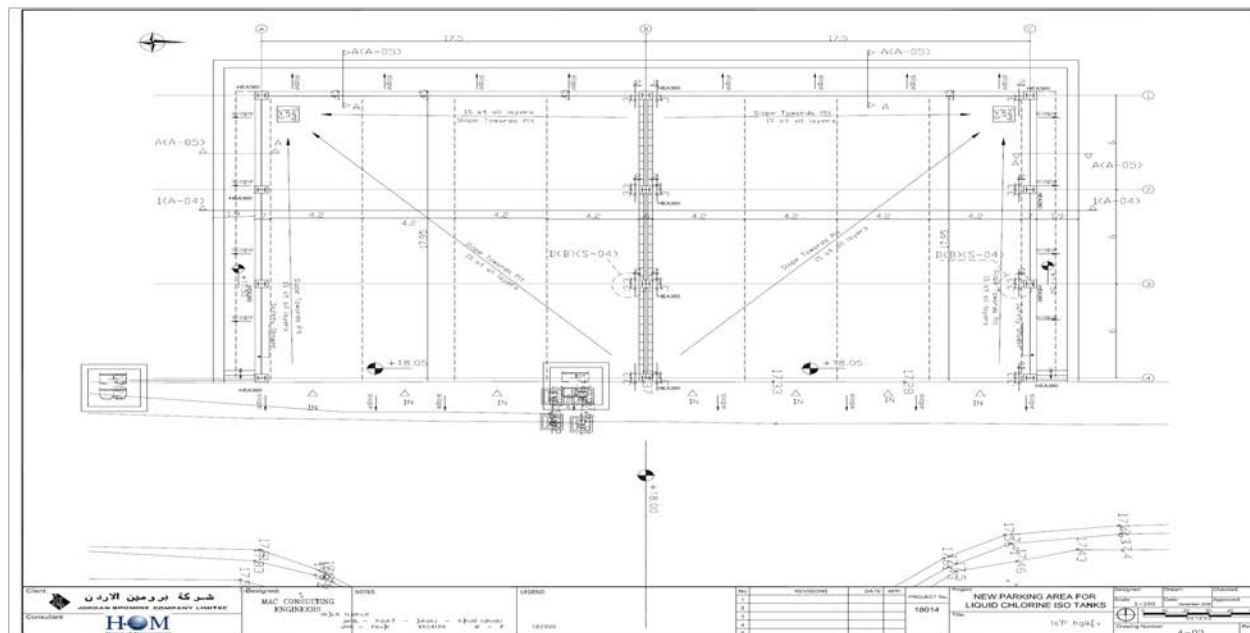
### New Parking Area for Chlorine ISO Tanks – Jordan Bromine Co. – Jordan

#### Project Description:

600 square meters steel building for Chlorine ISO Tank Parking area at Jordan Bromine Co. Plant.

**HOM Services:** Design, Engineering, Project Specification and Tender Document preparation for the Project.

**Achievements:** Completed successfully on time.





## (4) Engineering Services

### Real Estate Sector

#### Al Maabar Jordan Real Estate Development Co. – Jordan

##### Project Description:

1. St. Regis – Amman: Two 16-story tower hotel with 260 luxurious guest rooms project in Amman.
2. Marsa Zayed project – Aqaba: \$10 billion project, the biggest real estate and tourism project take place in the history of Jordan.

**HOM Services:** Analysis, estimate review and verification of electrical load and value engineering for both projects.

**Achievements:** Completed successfully on time.



## (5) Administrative Studies

### Industrial Sector

#### S'HAIL GROUP – Qatar

##### Project Description:

Study and analyze the laws and regulations adopted by several countries to protect the local industries and national producers. In particular the protection of recycling industry and measures provided to support waste generated in the country as national resources.

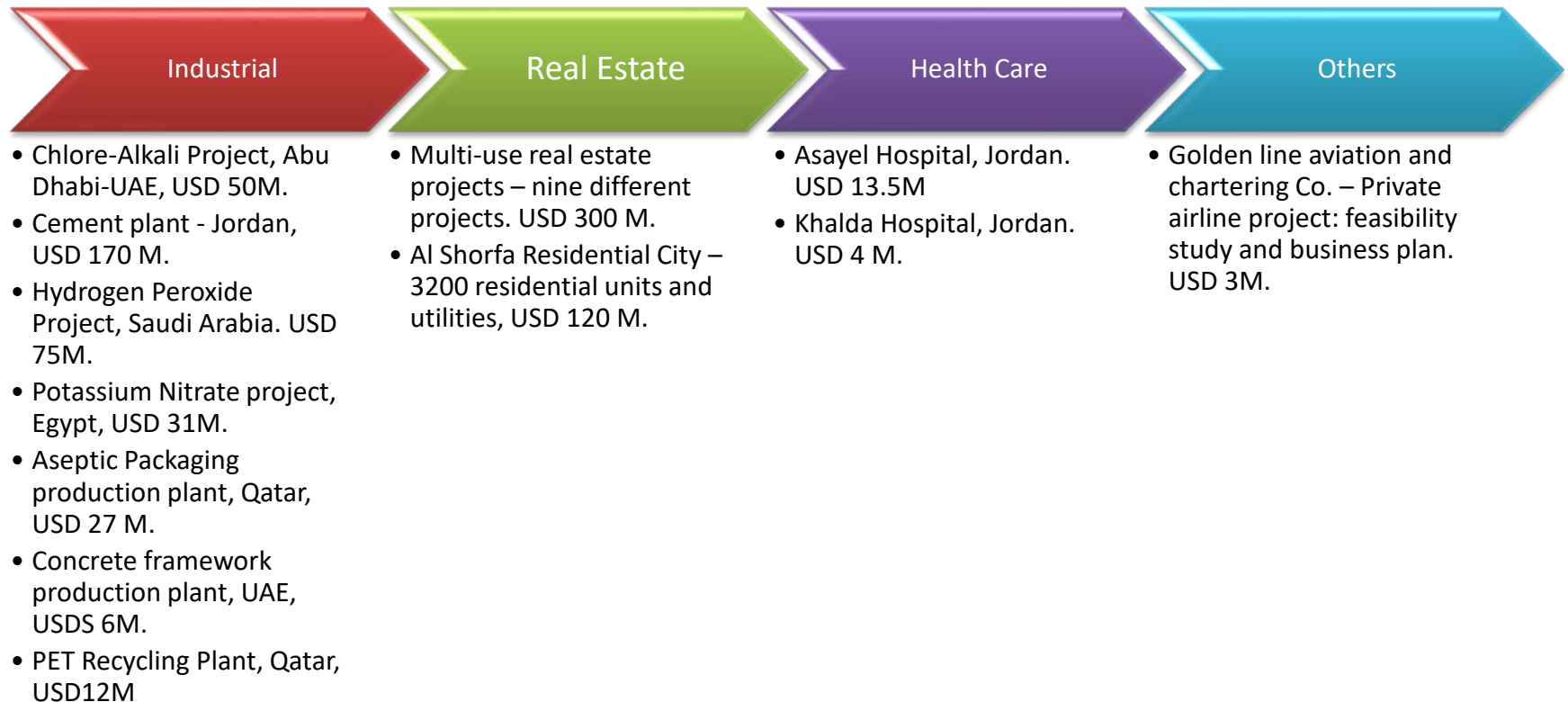
**HOM Services:** Collect data, Analysis, report and set group of recommendation to protect recycling industry in Qatar.

**Achievements:** Completed successfully on very short time.



## (6) Feasibility Studies

HOM has strong experience in preparation of financial assessments and feasibility studies for new projects and evaluation of investment opportunities, the following list shows samples of performed feasibility assessments in various sectors and wide range of scale.



## (7) Other Services

- **Financing:** Assist private sector companies and investors to obtain permanent or long-term capital and/or operational financing.
- **Market research:** Study targeted market where demand and supply are determined to ensure best investment strategy.
- **Investment analysis:** Provide property specific advice regarding the positive and negative aspects of individual investment properties, using a risk-return based financial analysis for identifying value adding opportunities and preparation of strategic plan for achieving maximum return.
- **Organization Excellence:** Assist clients in the implementation of best practices and improvements to achieve meaningful and sustainable operations performance and financial results.

Assist clients to rate the effectiveness of their Organization.

Assist industrial sector companies to achieve optimum performance and continuous improvement related to operations and maintenance activities by analyzing operations performance vs. design data, assess technology of processes, analyze maintenance & reliability records, define gaps, benchmarking recommend improvement solutions and provide implementation assistance.

- **Procurement and logistics services:** provide integrated technical supply and logistics services to existing and new projects.
- **Other advisory services:** provide management services for the preparation of a suitable due diligence assessment corresponding to the property to be acquired or disposed, also manage the implementation of various sale structures such as joint ventures, partnering agreements/contracts, business developing agreements, and a like.

## (8) Our Valued Clients



Jordan Bromine Company Limited  
( Private Free Zone)



ENERGY EDGE  
CONSULTING

المراعي  
Almarai

**Cargill**



MARSA ZAYED



Al Maabar





## **Our Business Partners**

# Business Partners

HOM has entered into cooperation agreements with leading firms with global experience to provide support when needed to enable joint cooperation for mega and multi task projects.

## Fluor Corporation

- Fluor Corporation is an American multinational engineering and construction firm headquartered in Irving, Texas. It is a holding company that provides services through its subsidiaries in the following areas: oil and gas, industrial and infrastructure, government and power.
- See website [www.fluor.com](http://www.fluor.com) for full details of projects, activities and achievements.



## KYD Engineering

- Design, research & Engineering consultant company with more than 750 engineering consultation and EIA, more than 350 engineering design and EPC.
- See website [www.kyd-eng.com](http://www.kyd-eng.com) for full details of projects, activities and achievements.



# Business Partners

HOM has entered into cooperation agreements with leading firms with global experience to provide support when needed to enable joint cooperation for mega and multi task projects.

## Consolidated Contractors Company (CCC)

- Greece based multi-task contracting company with more than 60 years experience, and over 110,000 employees and turnover of USD 5 billion.
- Global mega projects and wide reference list in MENA, Europe and Africa.
- See website [www.ccc.gr](http://www.ccc.gr) for full details of projects, activities and achievements.



## Bosch Energy and Building Solutions (BEBS)

- Bosch group is a leading global supplier of technology and services, founded in 1886 and celebrates 125 anniversary in 2011.
- BEBS division is a global leader in renewable energy development and solutions in terms of solar thermal, photovoltaic, wind turbines, power storage, power tools and energy efficient home appliances.
- See website [www.bosch-energy.de](http://www.bosch-energy.de) for full details of projects, activities and achievements.



**BOSCH**



## **Our Focus & Approach**

# Our Focus & Approach

The following categories demonstrate HOM areas of focus and performance approach to provide value services to it's clients.

## *Financials*



### **Financial Analysis**

- Get maximum value of money
- Identify risks and opportunities
- Sensitivity Analysis
- Highlight saving opportunities.
- Financing solutions

## *Planning*



### **Time management**

- Identify critical paths and bottlenecks
- Progress monitoring
- Early alert of delay and timely corrections
- Completion on time

## *Market*



### **Market research**

- Identify targeted market
- Identify future trends
- Identify strength, weakness, opportunities and threats.
- Maximize market share

## *HSE*



### **Health, safety & environment**

- Commitment to health, safety & Environment protection
- Insure that health, safety & Environment protection mechanisms are in place through out all operations

## *Technology*



### **State of the art**

- Updated with latest technologies and developments
- Utilize new technologies to increase performance and save resources

## *Customer Care*

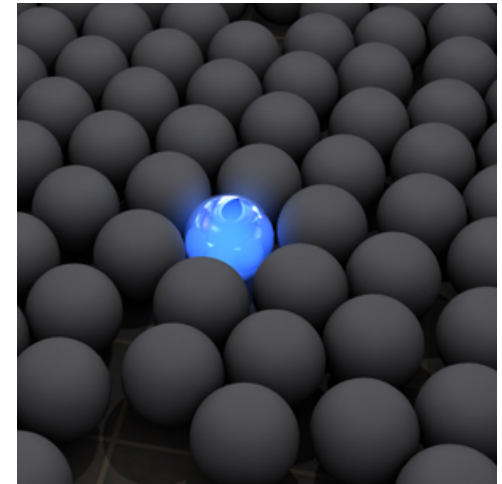


### **Customer satisfaction**

- Customer oriented business
- Customer satisfaction survey
- Zero customer complaint target
- Long term business strategy

# Why We Are Unique

- Experience in our region and aware of relevant needs, requirements, risks and opportunities.
- Expertise in managing projects of various sizes and within the governmental, non-governmental, and private sectors.
- International business partnership support with global experience firms spanning the USA, Europe, Asia and MENA.
- Local and international financing support through contacts with leading funding firms who can provide cost effective financial solutions.
- Motivated team and eager for success.



# Contact Us

## House of Management for Studies and Consultations

### Office Address:

Shareef A. Hameed Sharaf Street,  
Building No. 99, 1<sup>st</sup> floor, Shemisani,  
Amman - Jordan

- Tel. (+962)(6) 566 2289
- Fax. (+962)(6) 566 7289

### Mail Address:

- P.O.Box: 17651, Amman 11195, Jordan

### Electronic Address:

- E-mail: [info@hom-intl.com](mailto:info@hom-intl.com)
- Website: [www.hom-intl.com](http://www.hom-intl.com)

