

# **PRECISION ENGINEERING SUDAN**

## **BUSINESS PLAN**

Machining, Fabrication, Valve Servicing,  
Mechanical Seal, Onsite Services & Shutdown Jobs



Contact Information

**PRECISION ENGINEERING SUDAN**

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## 1. Executive Summary

African Continent is one of Biggest Country in World, next zone for development after GCC.

Sudan Population is 40 million and exporter of Oil, Cotton ginning, Textiles, Cement, Edible oils, Sugar, Soap distilling, Shoes, Petroleum products, Pharmaceuticals, Automobile/light truck assembly

Agricultural production remains important, because it employs 40% of the work force and contributes a third of GDP

Khartoum is the Capital for Sudan and having major Industrial Areas and Companies

SUDAN is playing major role for exporting the local available resources to neighboring countries like (Ethiopia, Kenya, Nigeria & Chad).

SUDAN Industrial Strategy aimed at stepped up with the development of industrial ventures though out the Sudan, Development of manufacturing industries. Related government investments include the Petrochemical and Steel Complexes, Refineries, Constructions, Mines, Fertilizers, Gas & Scores of secondary and support Industries

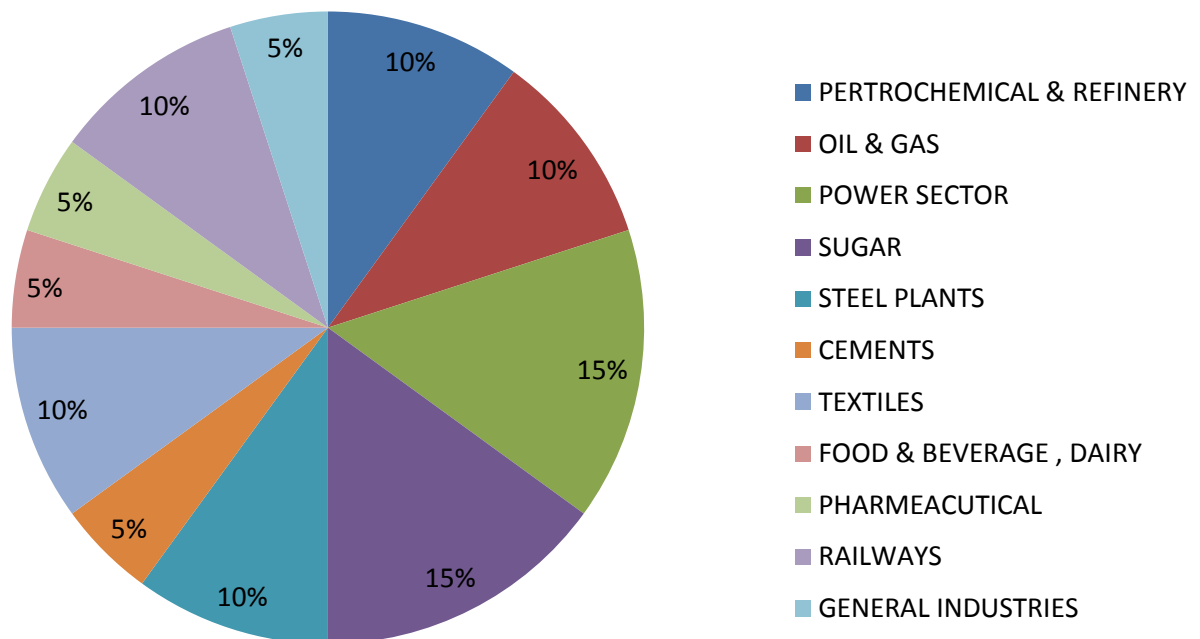
The African Countries Industries needs support services in various fields like Machining, Fabrications, Valves, Hydraulic Service & Sealing solution in highly professional & efficient manner where existing available resources are insufficient due to lack of expertise and resources.

Our business idea is to provide advance technical services at affordable & competitive cost across Sudan.

## ٢. Key to Success

١. Quality Solution Provider
٢. On-time Delivery & Timely Response
٣. Competitive price
٤. State of art Facilities Workshop
٥. Highly Skilled & Professional Employees
٦. Prompt & Convenient Service
٧. ٢٤ x ٧ Support as per Project Requirement
٨. Distributorship from Reputed manufacturer

## ٣. Market Potential - Industries



#### ٤. Potential Clients

١. SUDAN Khartoum Refinery
٢. Greater Nile Petroleum Operating Company – Oil & Gas
٣. White Nile Petroleum Operating Company – Oil & Gas
٤. SUDAPAK – Oil & Gas
٥. SUDAPET – Oil & Gas
٦. Petro Dar
٧. Sugar Factories
٨. DAL GROUP
٩. Railways
١٠. Electricity
١١. Water
١٢. Agriculture
١٣. Other Public & Private Sectors

## ٥. Company Summary

Precision Engineering Sudan will setup a Workshop at Sudan – Khartoum and provide multiple solutions under one roof to all the clients across the Country.

### ٥.١ Our Business Plan

- ١) Manufacturing of Equipments/ Plant Spare Parts
- ٢) Manufacturing of Gear Box & Spare parts
- ٣) Manufacture and Supply of Cranes
- ٤) Manufacturing of Conveyor parts
- ٥) Repair, Refurbishment, Testing & Calibration of VALVES
- ٦) Repair & Supply of Mechanical Seals
- ٧) Overhauling / Repairing of Grab Bucket
- ٨) Overhaul Repair of Multi Stage Pumps
- ٩) Overhaul & Repair of Hydraulic Equipments
- ١٠) Onsite Repair , Machining, Fabrication & Valves Services
- ١١) Trading of all Kinds of Valves, Compressors, Gearbox and other Equipments
- ١٢) Trading of Machineries and Equipments
- ١٣) Training in various fields of Mechanical Engineering for Plant Maintenance

### ٥.٢ Onsite Services:

- ١) Fault finding & Trouble shooting on the Customer Plant/Sites
- ٢) Onsite Machining & Fabrication services
- ٣) Onsite Valves Calibration, Testing & Repair
- ٤) Plant Shutdown
- ٥) Erection & commissioning of new plants & Equipment's

### **٥.٣ Company Location**

Precision Engineering Sudan will setup the Workshop in heart of Sudan – Khartoum, which will be easy accessible to Industries & Market

### **Assets**

١. Workshop Land
٢. Machine workshop Machineries & Equipments
٣. Fabrication workshop Machineries & Equipments
٤. Valve Servicing Machineries & Equipments

### **One Time Setup**

- ١) Business Licensing
- ٢) Workshop Modification
- ٣) Equipment Erection & Commissioning
- ٤) Material Handling Equipments
- ٥) Utilities & Electrical Equipments
- ٦) Mobile Equipments
- ٧) General Machines & Equipments
- ٨) Logistic Setup
- ٩) Office Equipment & Furniture
- ١٠) IT System (Hardware & Software)

## **Administration Cost**

၁) Recruitment

၂) Marketing

## **Operations Cost**

၁) RAW MATERIAL

## **Monthly Operations Cost**

၁) Employee Salaries

၂) Employee Fuel & Mobile Expenses

၃) Employees Accommodation Expense

၄) Government Charges

၅) Workshop & Office Electricity

၆) Vehicle Maintenance

၇) Office Stationery Expenses

၈) Office Telephone, Internet Expenses

## 6. Services & Product

### Plant Spare Parts



## Fabrications



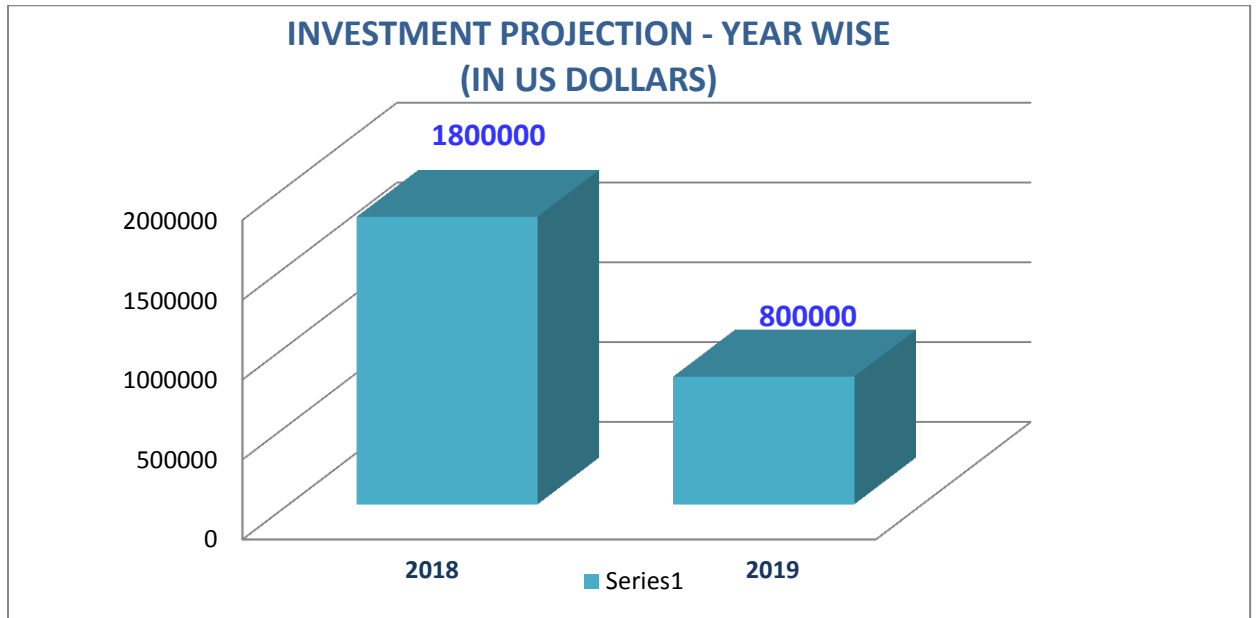
## Onsite Services



## Valve Servicing & Calibration



## V. Investment Projection Plan



### Λ. Asset Cost

Details List Attached in Annexures

<b>Summary:</b>	
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### 9. One Time Setup Cost

Details List Attached in Annexures

<b>Summary:</b>	
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### 10. Monthly Operation Cost

Details List Attached in Annexures

<b>Summary:</b>	
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## 11. Sales Forecast

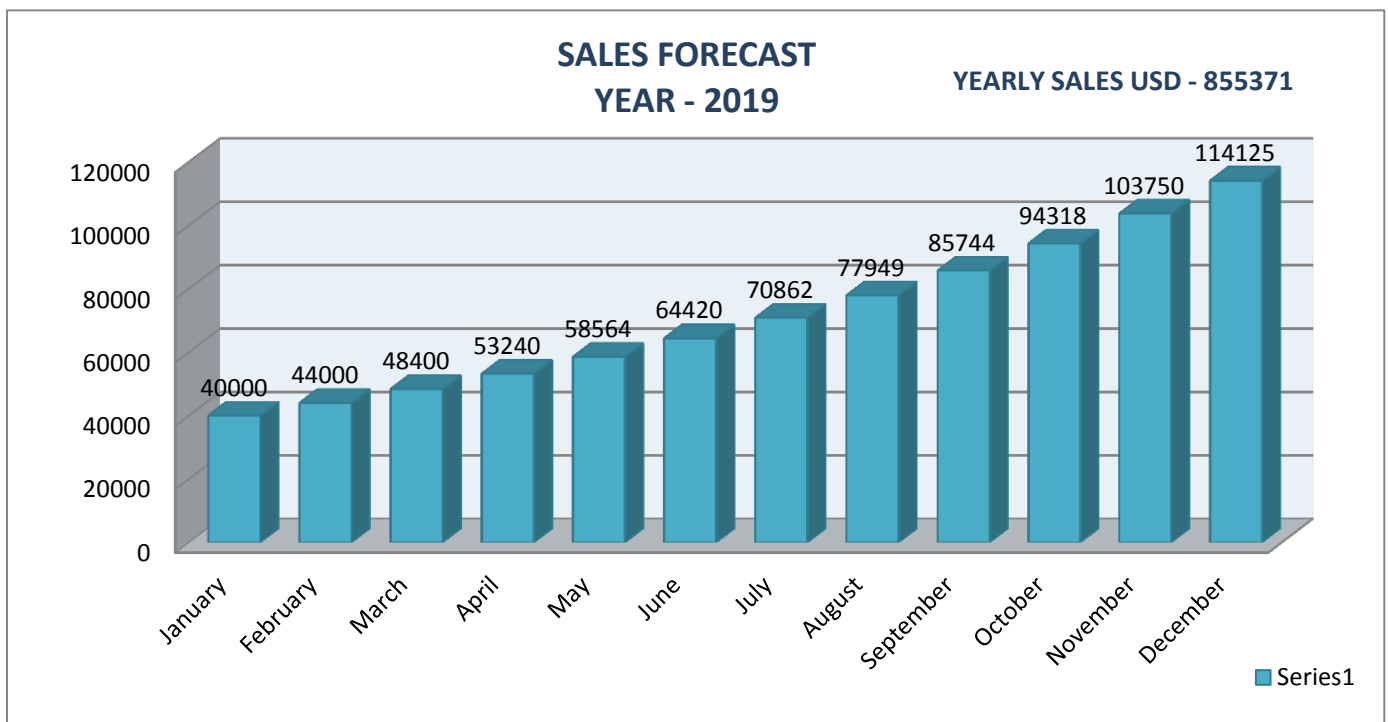
It is appropriate the risk inherent in our business model. The central assumption we have made in this plan is that role of the traders & manufacturers exist in the market is limited to lack of technical knowledge & appropriate business module.

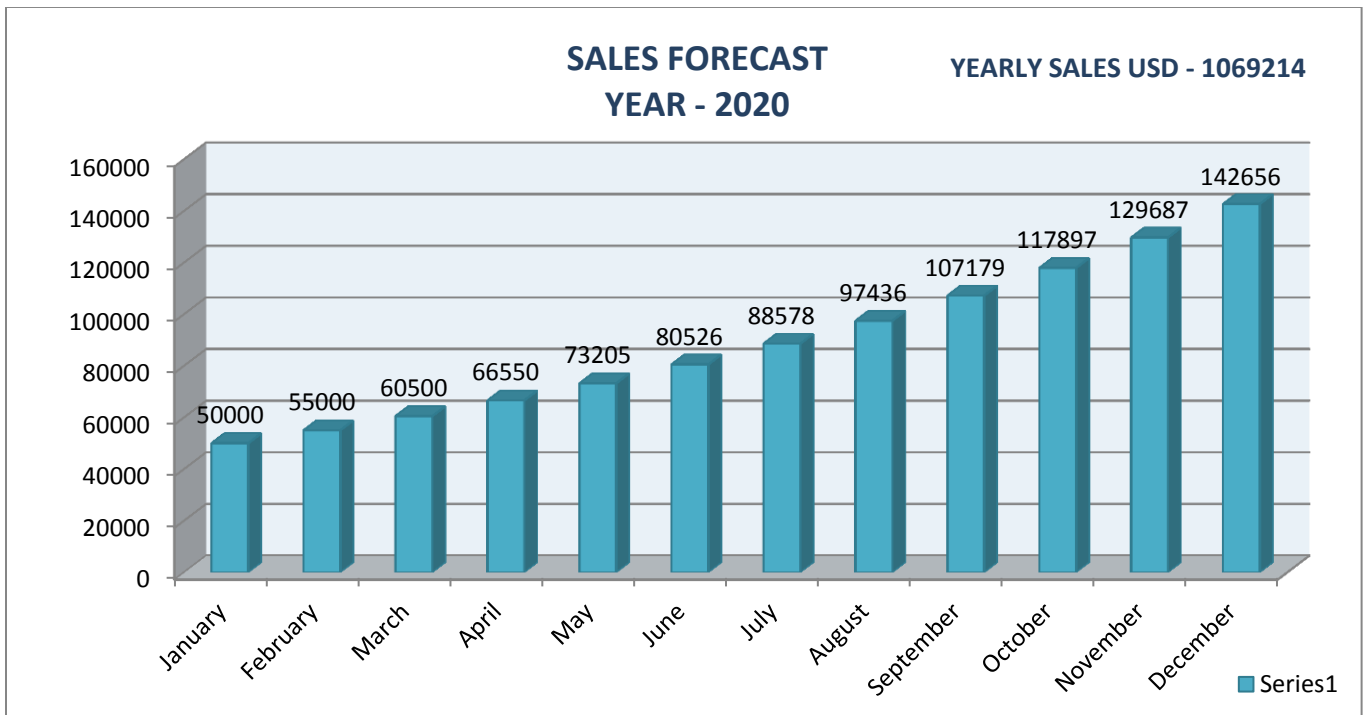
The key factor to our success is that appropriate approach in trading & manufacturing the product in highly professional manner, selling products at competitive & affordable price, providing after sales support in efficiently attract the customer. Indigenous development of the product can lower the cost, reduce delivery lead time while maintain same quality.

A business module largely depends on highly skilled & train work force.

### YEARLY SALES FORECAST

२०१७	Commencing
२०१८	Commencing





The Profit has been calculated based on present Market situations, accordingly Low Margin has been displayed. The profit can be higher based on the market conditions and Jobs availability.

## **۱۲. Profit Forecast**

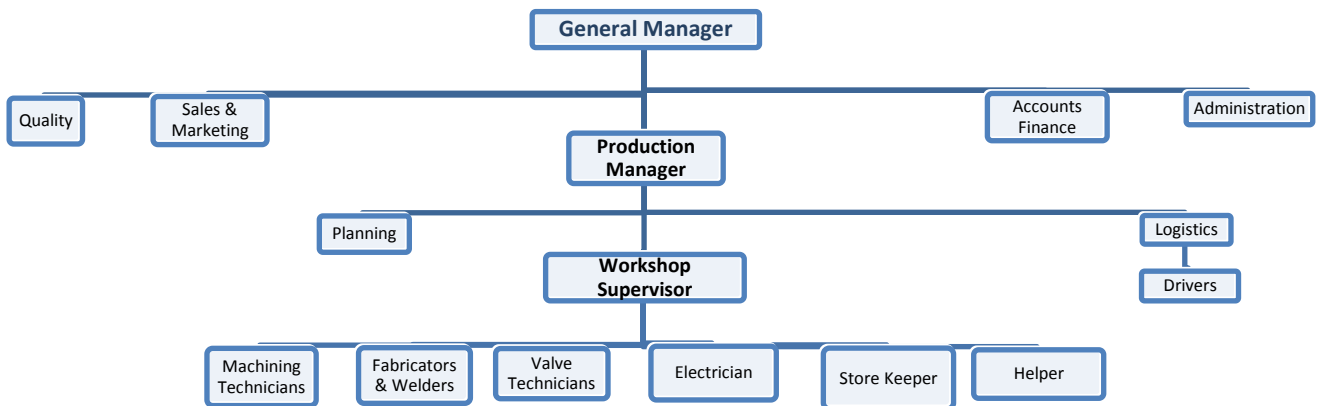
## **۱۳. Organization Plan**

The work force for this unit will be small at the time of startup but gradually increase as per the business growth.

Operation Manager to handle inter-business relationship.

Operation Manager will be responsible for Workshop Operations, Sales & Technical solving.

## Organization Chart



### a. Manpowers List

Details List Attached in Annexures

၁၄.      **Second Phase**

၁. CASTING

၂. CHROME PLATING

၃. VALCUNIZING RUBBER / BELT CONVEYOR

၄. GEAR HOBGING

၅. HYDRAULIC SERVICES

၆. CNC MACHINIRIES

**THANK YOU**