



IN-HOUSE SKILLS & EXPERTISE

OUR PEOPLE

- Employees: **330**
- **> 60%** of Lesedi: engineers, project managers & technicians
- Engineering and project capacity: **> 30 000** man-hours per month
- Core team of skilled maintenance: **40** employees

Lesedi's head office in Cape Town and regional office in Gauteng employ more than 300 people including qualified engineers, highly experienced project management professionals and technicians - all with extensive nuclear and industrial expertise - as well as project support service professionals (planning, cost control, administration, SHEQ, procurement, contracts, construction management and commissioning personnel).

OUR SOLUTIONS

Engineering | Project Management | Power Generation | Oil & Gas | Project Development | Renewables | Mining | Empowerment, Localisation & Skills Development | Operations & Maintenance | SHEQ | Procurement

Lesedi implements the full spectrum of project controls including scope, cost, time, performance management and performance assessment:

- Lesedi assumes full lump sum turnkey risk on projects. This sets us apart from other EPC companies thanks to a fully developed in-house engineering, design and procurement capability. Focusing on engineering and procurement, the accuracy of the

designs and the quality of the procurement ensures project success.

- Lesedi performs upfront engineering and detailed procurement preparation to ensure the client's requirements are honoured when compiling proposals.
- Lesedi upfronts by integrating engineering and procurement.
- Lesedi handles projects either remotely or through a world-class on-site construction management regime.

CONTRACT MANAGEMENT

Lesedi implements sound contract management principles in the execution of its projects. These principles include the development of robust procedures for schedule adherence, claims administration, change management, cost control, and reporting. Our procedures are supported by contract management software systems and tracking tools utilised throughout the project lifecycle.

Our experienced project managers undergo contract management training for continuous improvement. We schedule annual internal audits to ensure compliance with internal procedures. Finally, we are ably guided by our in-house construction law experts who specialise in standard form contracting within the power industry.





IN-HOUSE SKILLS & EXPERTISE

LESEDI TENDERING AND PROPOSALS DEPARTMENT

It's not only Lesedi's performance on executing complex projects that has built our reputation, but also our ability to honour onerous requirements for new complex tenders.

Tendering for complex projects is a management field of its own magnitude, and to this end Lesedi has a well-established and dedicated Tendering & Proposals department.

Our project performance and promise start during our proposal offering to our clients

Rigorous selection

The proposal generation process begins with a rigorous selection of potential projects presented to our executive committee. This ensures that Lesedi only selects projects we believe we can add unparalleled value to and that are in line with our strategy.

Relationships and ensuring client satisfaction

Once a decision has been taken to pursue a project, our dedicated Tendering & Proposals department is tasked with interacting with our clients and compiling the most economically advantageous proposal that addresses our clients' requirements.





IN-HOUSE SKILLS & EXPERTISE

Technology agnostic

As a technology-agnostic organisation, we are not bound to use specific products or technologies, therefore our clients are assured that we are unbiased when it comes to our offering. Lesedi will select the best technology that is needed for the project.

Upfront engineering

Lesedi de-risks projects for our clients by investing heavily in upfront engineering during its proposals phase. This also allows us to create bespoke solutions for our clients.

Joint ventures with partners to provide the best solutions

To provide these solutions, we will, if needed, partner with other industry leaders that complement our service offerings.

Dedicated proposals department

The amount of documentation created during a tendering process involves volumes of detailed engineering, project planning and financial documents, often taking many weeks to compile. The dedicated Lesedi Proposals & Tendering department has proven project experience in providing bespoke solutions for complex projects, many of which have now been completed or are in process.

In 2016, Lesedi's proposals team compiled 83 lever arch files for a power plant tender

