

Life needs a lot more Engineering

# **TRICHY**

Registered office 34 Sri Mari Avenue, Palur, Lalkudi Taluk Trichy - 621216

97919 98876 / 99441 67812 (Mr Franklin KBR) operation1\_fk@aes-group.in

# TRICHY

Main branch 13/4, Vinayaka nagar, 2nd street, Karumandapam, Trichy - 620001

97919 98876 / 99441 67812 (Mr Franklin KBR) operation1\_fk@aes-group.in

# **CHENNAI**

Plot No 120, Door No 5/1035/7 Second Floor, L&T Road, Burma Colony, Perungudi, Chennai - 600 096

97919 98876 / 99441 67812 (Mr Franklin KBR) operation1\_fk@aes-group.in

# **DUBAI**

Mr. Nathan RS +971 - 56 - 590 1538

IRAN

Mr.Khosrow Salour

+98 - 2126601612

+98 - 9121953026

# **EGYPT**

Mr.Kumaresh +20 109 746 7035

dubai associate@aes-group.in egypt associate@aes-group.in

**LONDON** 

# **ETHIOPIA**

Mr.Boresa Tessema +251 - 116 - 622 - 461

sorebas@yahoo.com

+251 - 911 - 205 - 880

# **SINGAPORE**

Mr. Vel Vadivel Mr.Durai +44 7879 883109 +65 - 6734 0520

+65 - 9239 9259 uk associate@aes-group.in

**FINLAND** 

Mr.Antti Soininen

+358 - 40 - 5132132

# **ADVANCED**



SERVICES

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# TECHNICAL DUE DILIGENCE





**AES'** Technical Due diligence may be required when you want to launch a new product or to enter into a new market or to resist your business strategy in an existing market. Or may be for other reasons too....

AES can help you with the data collection, data analysis, aligning your strengths and core competency, the real requirement of the market, details on the existing players, longevity of market, Past history of successes and failures and analyzing the probability of your success either with the market or with the product or both.

Our support can vary from feasibility study to turnkey retrofit projects, including engineering, procurement, supervisory on-site construction and commissioning services.

# **OUR MARKETS**

- ▶ Power Plants (Utilities, Captive & Cogeneration Plants)
- Process Industries (Paper, Cement, Steel, Textile, Sugar etc.,)
- ▶ Oil & Gas Sector
- ▶ Gas Processing Industries
- ▶ Pipeline Industries
- Water & Waste Water Treatment Plants
- ▶ Retrofit and Revamping

# **OUR CLIENTS**

- Project Management Companies (PMCs)
- Original Equipment Manufacturers (OEMs)
- **▶** Engineering Companies
- ▶ Engineering, Procurement & Construction (EPC) Companies
- Owners of the plants

# **REFERENCES**

AES team has carried out such exercises in an effective manner when a well known CFB Boiler company wanted to enter the Indian market. Apart from analyzing the market potential, AES has recommended a comprehensive strategy for sustained business operation.

AES team has also carried out a due-diligence when an American Boiler OEM wanted to gain an entry in the fast growing Waste to Energy market in South East Asia. A comprehensive study covering the strengths, opportunities, limitations and threats for the company along with a practical suggestion on business strategy has helped the company to take the correct decision.



# **SCOPE OF SERVICES** KEY PERSON RISK - ORGANIZATIONAL SETUP - SUPPLY CHAIN LIMITATIONS **SERVICE POTENTIAL** TRANSPORTATION CAPABILIT TECHNICAL STRATEGY **INFRASTRUCTURE** MANUFACTURING CAPABILITY SERVICE POTENTIAL MARKET OUTLOOK TRANSPORTATION CAPABILITY COMPETITION STRATEGIC PARTNERSHI TECHNICAL STRATEGY **BUSINESS MODEL AND STRATEGY DATA ANALYSIS** PLATFORM, RESOURCE MARKET DATA - HISTORICAL DATA - DATA ANALYSIS ALIGNING WITH CORE COMPETENCY **EXPENDITURE PLANNING** ESTIMATION REPORT