



My Business Journey in the UAE

IOSH Dubai 2020

KEITH GRIFFIN
(MANAGING DIRECTOR)



Supporting Industry Since 1999

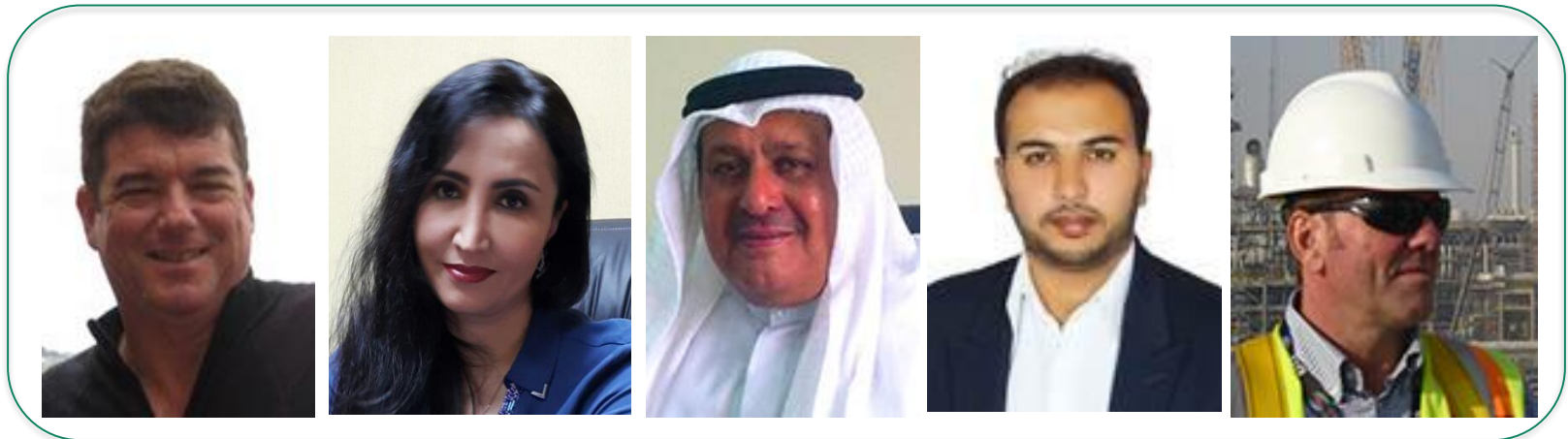
A Little About Us



- Founded in Australia in 1999
- UAE Corporate Office to aid clients and projects in Middle East
- Recently Opened an Office in KSA



- **Leadership Team:** Keith Griffin, Dilya Hamdamova, Saad Al Thawad, Tanvir Ahmed and Tony van Grembergen
- **International Exposure:** Australia, Middle East (particularly UAE, Qatar, Oman and KSA), Asia (major assignments in Indonesia and China), Western Europe



Purpose of Our Chat





- Middle East - Powerhouse;
- Hub;
- Safety Differently;
- Award Winning;
- ROI for the Client;
- Past Performance.

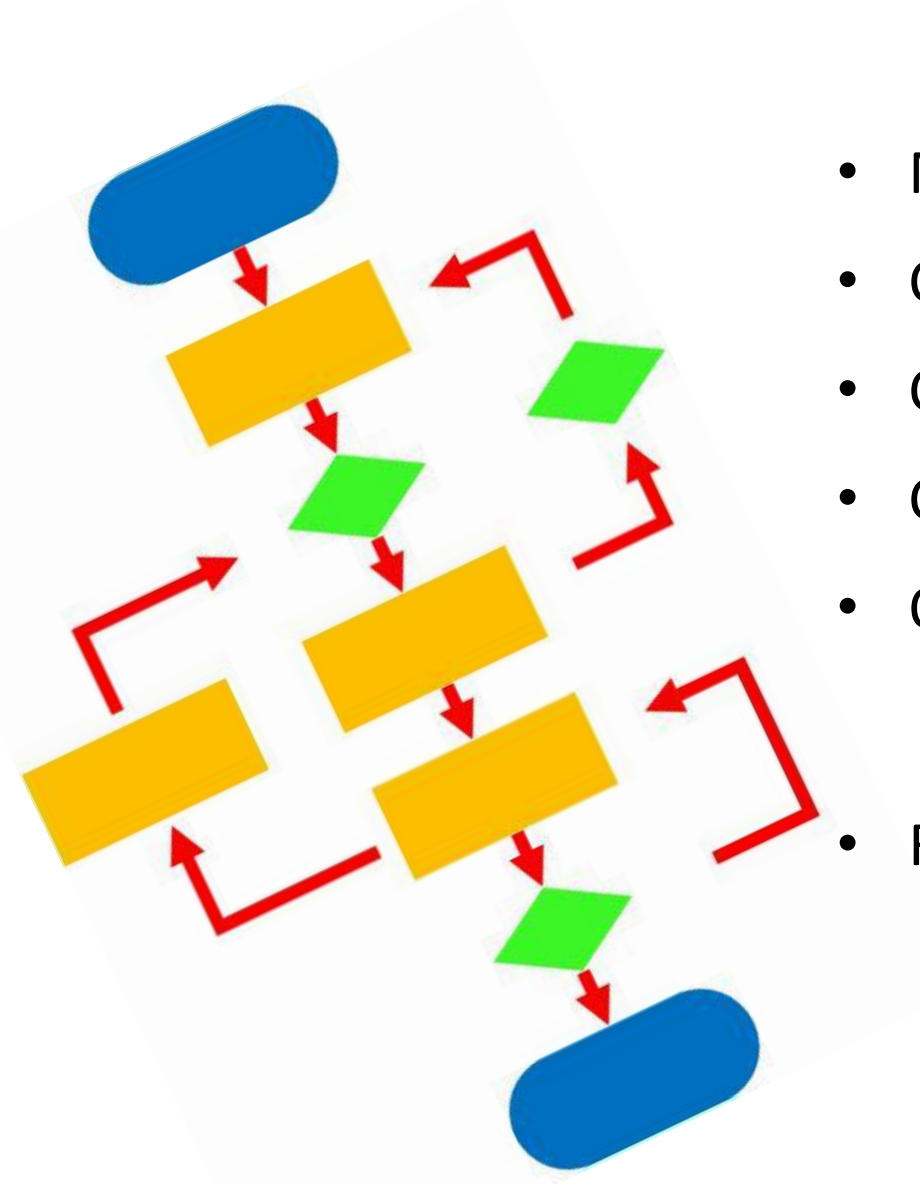




- Sponsors/Agents;
- Licenses;
- Other Govt. Costs;
- Rents;
- Labour laws;
- Company Expenses.



Some Basic Issues



- Market Capacity;
- Changing Rules;
- Competitive;
- Client Expectations – Paper vs Results;
- Opening Doors:
 - In-house;
 - Fear/Perception;
- ROI for us.



- Do Your Research;
- Make Contacts;
- Gain Commitments;
- Be flexible;
- Connections;
- Timing, Timing, Timing;
- Be prepared for lean times.



LESSONS LEARNED



Can Your Budget Afford This?



Where Are We Now You Ask?



- Much Smarter;
- More Diverse;
- Sharp Approach to Costs;
- World Class Partnerships;
- Partnering with Clients;

- Major Contracts – KSA
- Major Contract – Oman;
- In a good place!





Questions & Answers

“Innovative HSE Solutions” AUSTRALIA, UAE, KSA



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