My Business Journey in the UAE

IOSH Dubai 2020

KEITH GRIFFIN
(MANAGING DIRECTOR)
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
Who We Are

• **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
Our Thinking

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

- 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.
Lessons Learned

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

Supporting Industry Since 1999