

Client: Functional Safty Engineering Services (FSS) – UK

Brief: The company was a UK independent safety consultancy providing Quantitative Risk Assessment, HAZOP studies and engineering studies to ensure designs are upto the industrial safety standards.

Background / Context: The service provided is a very specialized and they had no experience in India

Objectives of the Service: To identify opportunities and promote their services to engineering teams undertaking the most critical global projects where safety is treated as the highest global level. To recruit, employ and manage a suitable team with Specialized Skills in India for a global project

Steps Taken to Implement the Solution:

- Identified specific teams from L&T (the largest India EPC company) for Saudi Aramco (the largest oil major) globally
- Worked with them to understand the standards as they have one of the most stringent standards globally
- Understood the key hazards to be able to prepare a scope of work for the HAZOP
- Negotiated the contract with L&T including the scope, price delivery etc
- Employed local certified HAZOP experts as a technical scribe to support the company execute the project
- Attended the Kick-off Meeting with the collaborator and assigned tasks/ developed a work scope for the team from the UK and India
- Assisted them with all the reports and local activities on site and ensure it is in line with the client's requirements

Outcome : It provided entry to a UK company to the world's largest oil company and access to resources which were used for future assignments. All the local management was done by Allport duly acknowledged by the client