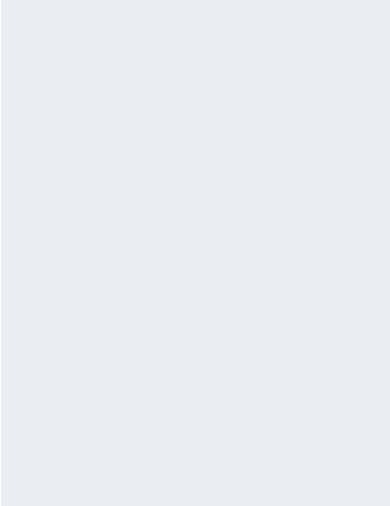




www.nilsen.com.au

CONTRACTING





THE NILSEN TEAM

Founded in 1916, Nilsen has an unbroken record of excellence in electrical and communications engineering, contracting and maintenance services. A responsible corporate citizen, Nilsen maintains a strong ethical code in its relations with customers, personnel and suppliers. The rewards have come by way of major infrastructure, commercial, industrial, defence and other government projects, and in the recognition received year after year by Australia's leading industry association, NECA.





CONTRACTING CONCEPTS

'It's all about communication'

Every client's contracting needs are different and each job has specifics that need to be met. At Nilsen, we understand that fulfilling your requirements and meeting your expectations means effective communication from the very beginning.

We pride ourselves on getting it right at the specifications stage so the job is done on time and on budget. Reviewing and examining the specifications at the time of quoting ensures that we have interpreted them correctly for delivering your desired installation. It also allows us to consider all aspects involved in completing the job, so your requirements are met without the need of contract variations.



*It's all in
the detail*

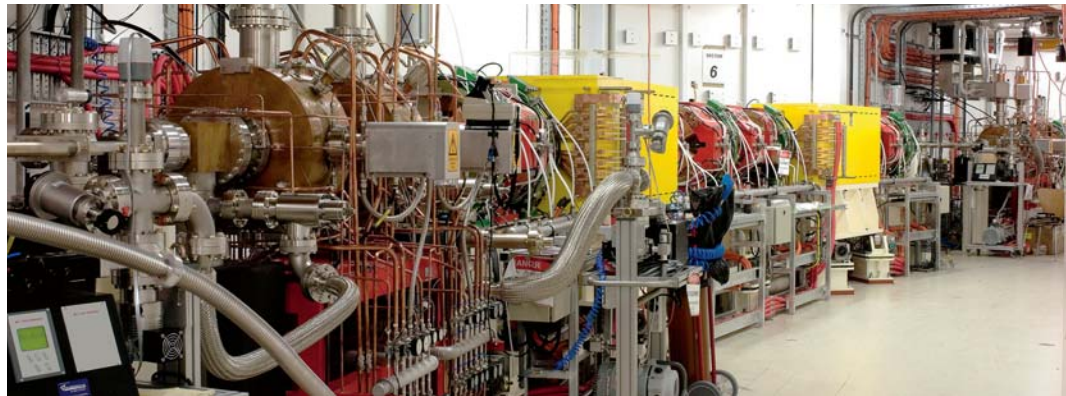


WE HEAR YOU

'Coming to grips with your project'

We use a conceptual philosophy when approached to quote for a project. In order to properly understand the parameters governing the proposed job, Nilsen sends in an expert team to become familiar with the overall requirements of the project. The more extensive the project, the more comprehensive the conceptual phase is.

The critical aspect of the Nilsen way of partnering is that all the initial work involved in your project is preparatory to the tendering and quotation processes. This means you not only get what you want but you also get what you need.





A TRUE BASIS FOR COMPARISON

'Tailored to your actual needs'

When you engage us to tender for your projects, the conceptual phase may already have been completed, for example via a pre-qualifying process. You can also invite us in to consider all the aspects relevant to your project even before specifications are issued. We appoint a Bid Manager from our team to work with your builder/constructor/consultant engineers so that an effective interface is established and in operation when the contract is awarded.

Analysing submissions can be a challenging task, there are areas where individual specification items are difficult to compare and assess. Our Best Scenario method provides you with information that will enable you to re-examine other quotations and to come to a balanced conclusion as to your selection of contractor.

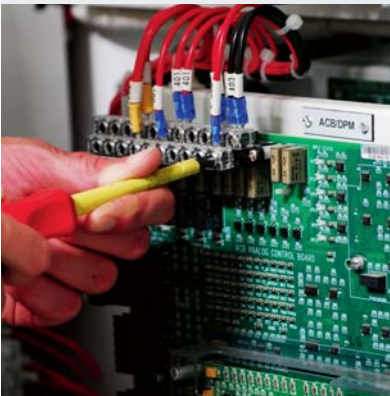
GETTING STARTED

'Your project evolves smoothly'

Once the project is awarded to Nilsen, another critical phase commences. This is the setting up of the Delivery Framework, and its sub-sets. The Delivery Framework is a set of formal processes that we adhere to consistently. It governs all aspects of the contract and the operations of our personnel on your sites, ensuring a smooth transition to the execution process when the contract is awarded. The Project Manager now becomes our principal emissary on your site. Although various Nilsen crews are working on your project, there will be a unique contact for you to ensure effective communication.



*Nothing escapes
our attention*



THE HUMAN ELEMENT

'Highly Qualified & Highly Trained'

The Nilsen people are amongst the most highly qualified and trained in the industry. It is not a proud boast but a fact. Training in our companies is embedded in the most fundamental way. It is our personnel that is our competitive advantage, and we are generous in the allocation of resources to achieve effective training in areas such as safety, project management, as well as technology developments and negotiation skills.

We help you in our processes of site assessments so that both parties can work safely and effectively, and that lost time through accidents is negligible and unsafe work practices do not occur.

We are award winners in Health, Safety and Environment, and continuously drill our operative personnel in both procedures and behaviour. It is all part of the professional approach we use in everything we do.

SAFETY FIRST

'Lost time minimized – we deliver your project on time'

We maintain very strict Health Safety and Environment procedures, and subject the sites we work in to stringent safety reviews. Very frequently we are able to assist clients with the elimination of potential hazards that could impact other site personnel. Through our strict safety policies we have extremely low lost time hours through incidents.

TECHNOLOGY

'All the technical details under our control'

We operate very frequently at the cutting edge of technology because of the demanding nature of many of the projects we are involved in. Be it instrumentation, process control, communications, fibre-optics, we have specialists in-house who are up to the task. This again is an important feature with far reaching benefits for clients who can deal basically with a one-stop-shop.





OUR EXPERIENCE

'You name it – we've done it'

We provide our services to a very broad market encompassing infrastructure such as:

- Roads
- Water Treatment & Storage
- Electricity Generation
- Municipal Projects
- Mining & Smelting
- Beneficiation
- Shipping Terminals
- Port Loading Equipment
- Automotive Industries
- Tunnels
- Defence
- Communications Roll Outs
- Waste Water Processing
- Transmission & Distribution
- Hospitals
- Commercial Developments
- Stacker/Reclaimers
- Freezing Plant
- Steel Manufacture
- General Manufacturing
- Shopping Centres
- Education Campus
- Data Centres

We recognise the increasing pressure on meeting energy conservation standards. At Nilsen we have built expertise in areas of energy management, lighting control and its interface with daylight harvesting for modern ecologically friendly buildings. We have extended our sphere of operation in these areas to include smart electrical reticulation systems such as broadband over power lines.

The key benefit for you is that Nilsen cannot only name individual application sites but more importantly, has performed many, many contracts in a wide range of categories.



RECOGNITION

'The awards speak for themselves'

Nilsen's recognition covers not only projects but also health and safety, incident and injury-free awards and apprentice awards. We continue to live up to the reputation for the highest standards that has made us a unique company.



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