

# TERA DEO

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ELECTRICAL ENGINEERING AND DESIGN CONSULTANCY

**COMPANY PROFILE**

# TERA DEO

## ELECTRICAL ENGINEERING AND DESIGN CONSULTANCY

... soar on wings like eagles ...



- CONSULTING AND ADVISORY SERVICE
- OUTSOURCING ENGINEERING FUNCTIONS
- DESIGN AND DRAUGHTING
- PROJECT MANAGEMENT AND SUPPORT
- TRAINING

Since the start of 2003 our business evolved from fulfilling an electrical engineering support role to an advanced level: where we are geared to consort with clients offering our expertise, experience, technical and project knowledge.

We are in a unique position to create added value to our clients, by offering: exceptional quality, quick turnaround times at very competitive rates.

Contact us today to find out how we can make a difference, together!



**Tera Deo**  
consulting

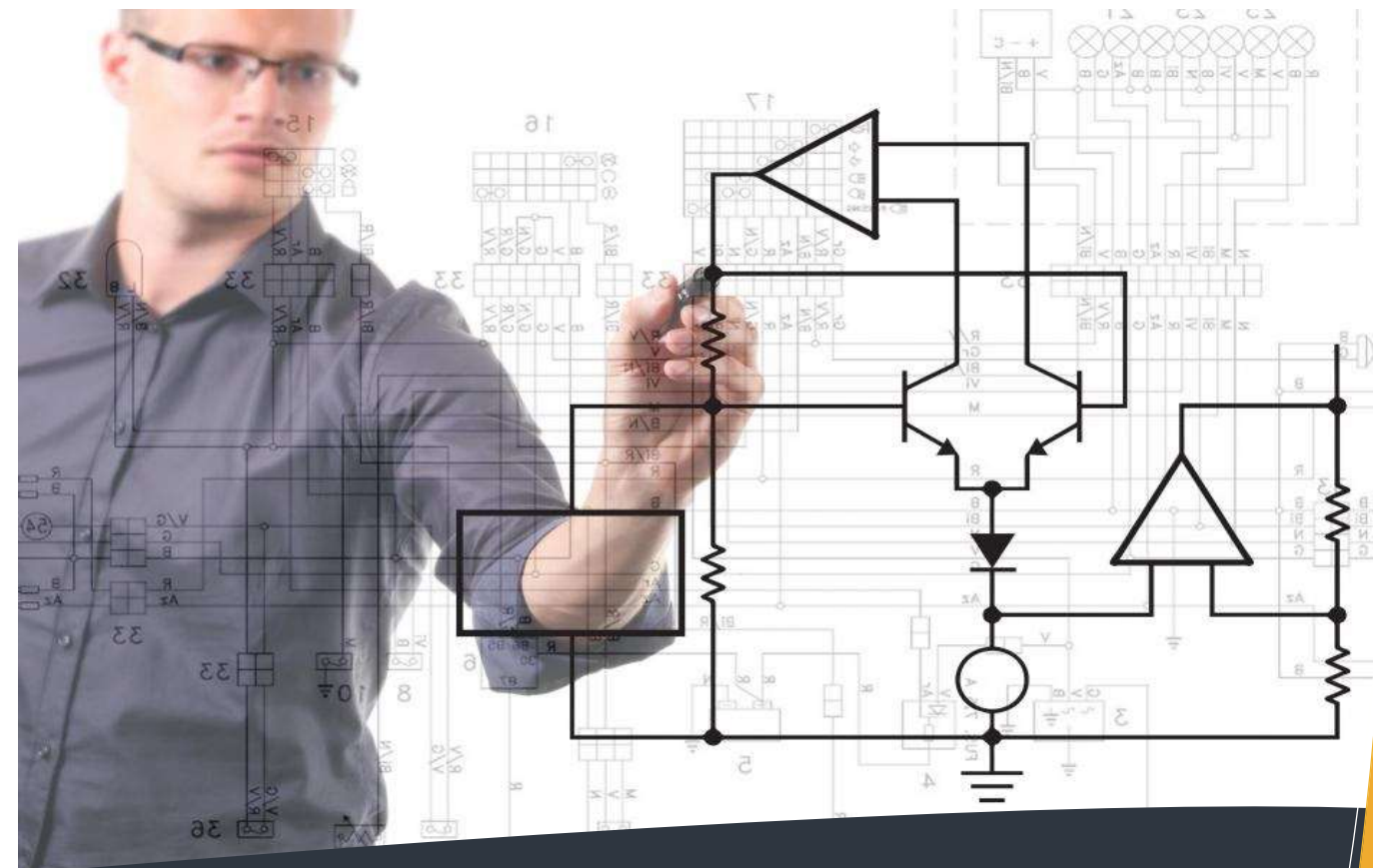
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consulting  
outsourcing  
design and  
draughting  
training  
project support



## Our services

### OUTSOURCING: CONNECTING YOUR BUSINESS TO THE TECHNOLOGY AND ENGINEERING RESOURCES YOU NEED

Does your company need a reliable, self-sufficient and innovative partner to provide unique and plant specific solutions for industrial automation and more complex electrical projects? We have collaborated with customers and other engineering companies to provide turnkey solutions to our valued customers, including small, medium, national and multi-national companies. Due to an international shortage of technical expertise an increased number of companies across the world are outsourcing their business processes in a number of engineering areas, including electrical designs. Work packages typically of a routine nature need not necessarily be done in-house and therefore it must be lucrative to outsource these functions. Outsourcing can play a big role as companies have the benefit to call in additional resources if required, to cope with short to medium term peaks in the customer's demand. Engineering service providers and external professionals:

- Are generally held to higher standards of quality and accountability as maintaining a high level of quality is vital to their existence.
- Can ensure rapid deployment of fully trained workers to complete projects within budget and time constraints
- Bring new blood together with fresh ideas, best practices, industry standards and the sought after expertise of specialists with them

### CONSULTING AND ADVISORY SERVICE PROVIDES A TOTAL END TO END SOLUTION

- Renewable energy
- Grid connection for IPPs
- Alternative energy (back-up and standby power)
- Industrial automation and controls
- Electrical system and equipment protection (from 230V to 400kV)
- Substation automation and control
- Electrical distribution
- Electrical maintenance – evaluating and improve maintenance procedures
- Energy management – improving efficiency
- Drawing offices – effective drawing management, setting up drawing procedures and standards

## flexible solutions for your business needs



### CUSTOMS SOLUTIONS

- Electrical designs
- Project support
- Creating technical specifications
- Preparing tender documents
- Adjudication of technical offers
- Witness factory and site acceptance tests
- Test and commissioning
- Quality insurance (manufactured goods and site installations)
- Site audits and inspections
- Engineering consulting and technical advice
- Technical report writing

### PROJECT SUPPORT

- Planning and scheduling
- Procurement and expediting
- Quality control
- Safety and risk evaluations
- Attend customer meetings
- Prepare technical meeting agendas and minutes of meetings.
- Lead technical kick-off and commissioning planning meetings

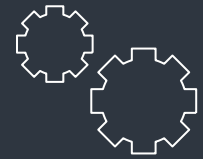
### TRAINING

We have prepared, compiled and facilitated a number of technical courses across the country. These training courses are designed to assist operating and maintenance personnel (electrical foreman and artisans), engineers and technicians, project technologists, electrical draughters and designers as well as systems engineers and project managers with their day-to-day duties.

We also prepare custom specific courses.

Below is a list of the training courses:

- Electrical draughting and design
- Electrical power generation and system fundamentals (for non-electrical engineers, junior electrical engineers/technicians and trainees)
- Modern substation protection and control
- Electrical protection principles, relay applications and maintenance (of protection systems)
- Earthing and lightning protection
- UPS Systems



### INDUSTRIES WE SERVE

- Renewable energy
- Power generation
- Power transmission and distribution
- Large industries - steel producers
- Mining and mineral processing
- Bulk material handling
- Petrochemical
- Municipalities
- Power utilities and independent power producers
- Technical report writing

### SOME OF OUR MAJOR CLIENTS

Since 2003 we have done work (directly or we sub-contracted) for the following companies:

- ABB
- Anglo Coal
- AngloGold Ashanti
- ARUP
- Impala Platinum
- Northam Platinum
- ArcelorMittal (formerly Iscor)
- CDE Process
- City Power (Johannesburg)
- City of Tshwane (Pretoria)
- Consol Glass
- Dynamic Instruments.
- ECM Services
- Eskom
- Kelvin Power
- Metrorail
- Portnet
- SASOL (synfuels and mining)
- Siemens
- SunEdison
- Renergen (Tetra4)
- TATA Steel
- Transnet Pipelines (formerly Pertonet)
- VAMP Solutions



WHY US? COMPETITIVE ADVANTAGE

We are in the unique position to create added value to our clients, by offering: exceptional quality, quick turnaround times at very competitive rates.

Clients are often frustrated by the effort it takes to find the ideal consulting and engineering partner, offering advice and engineering design assistance during execution of more complex projects.



We are committed from day one to exceed our customers' expectations, not merely satisfy their needs. We understand that no two projects are ever the same, nor the goals of any two customers, so we'll make sure right from the start that we are fully in tune with objectives and tailor make every service to meet them.

This is why we place such emphasis on working in partnership with all our customers and why we approach every new relationship with energy, enthusiasm and an open mind – backed by the desire to work closely and flexibly within the relationship to develop the best solution.

We believe every project offers the opportunity for a partnership between customer and service provider - and we foresee that such relationships will often extend long beyond the first project. Our focus is on every development sector, in every part of the world.

COMPANY VALUES

**Integrity**, is at the same time honesty, sincerity, mutual respect, respect for a person's word and for commitments made, together with a rejection of any dishonest methods or business conducts.

**Trust** - we believe that all successful business relations are built on trust. Trust stands for a great deal of openness and faith. We understand that the customer relies and depends on the actions of the service provider/supplier.

**Business** - we regard every business transaction as an ideal opportunity to excel the customers' expectations. Ensure right from the start that we are fully in tune with objectives and tailor make every service effort to meet them. This why we place such emphasis on working in partnership with all our customers and why we approach every new relationship with energy, enthusiasm and an open mind - backed by the desire to work closely and flexibly within the relationship to develop the best solution.

**Leadership** - the ability to influence and motivate others and stands for self-confidence, achievement and commitment. Leadership is the ability to strategize, applying conceptual thinking and the ability to see the "big picture". We believe in "leading by example" and through this we inspire or employees.

**Commitment**, is our dedication, promise and obligation towards excellence in service provision: efficiency, productiveness, cost saving, innovation and maintaining profit margins in order to meet customers budgets; to sustain our business and prosper.

**Safety** - the safety and good health of our employees, contractors as well as the employees and contractors of our clients are top priority for Tera Deo. We strive to provide a healthy and safe working environment and to take adequate steps to prevent accidents, injury and depriving health arising from the course of work by minimizing, so far as is reasonably practicable, the cause of hazards inherent in the work place.

**Environment** - we are committed to conduct business in a responsible manner to minimize and ultimately reduce the impact that we may have on the environment. We shall promote environmental awareness among our employees and community and engage with other interested parties to work towards a shared goal to maintain and improve the condition of the environment.

LOCATION

Our business is located in Pretoria, capital city of South Africa, and situated in the Gauteng province, but we operate throughout South Africa.

Gauteng province is the powerhouse of South Africa, and heart of its commercial

It is bordered by the North West province - which has rich mineral and agricultural resources - as well as the Mpumalange province, where the biggest economical sectors are: manufacturing, mining, agricultural and power generation (produces about 70% of SA's electricity). These three provinces offer many business opportunities and this is where most of our clients are based.



ABOUT US

Tera Deo Electrical engineering consultancy is managed by Leslie Martin whom has more than 30 years of experience in the electrical engineering sector to offer. He is registered as a professional technologist with the Engineering Council of South Africa (ECSA).

When the need arises we could put together a dedicated design and draughting team personally managed by the lead consultant. This is a unique solution to produce work packages of a routine nature.



VALUES

- Integrity
- Trust
- Business
- Leadership
- Commitment
- Safety
- Environment



HERITAGE

Our story begins in January 2003, when the founder saw a niche in the engineering market... Outsourcing!

If it works for the financial and human resources sectors, surely it must work for the engineering industry too...

South African companies and businesses have certainly realized that technical skills have become scarcer over the last few years. Many engineering professionals have emigrated or have retired from the work force. The numbers of the newly graduated engineers, technicians and qualified apprentices do not meet the national demand and these potential candidates do not have the necessary experience that the industry drastically requires.

The remarkable development in communication (e-mail, video conferences, etc.) has made it possible that outsourcing could be considered on a national or even an international basis. The time is here to exploit these resources worldwide.

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