

ENERGY SOLUTIONS (PVT) LIMITED





Introduction Colon

Energy Solutions (Private) Limited (ESL) is a Sales and Service Company in Power Generation business and operates in conjunction with Shirazi Trading Company (STC), which is an Atlas Group Company. It has been created with a mission to help customers select and buy, install and commission, operate and maintain power generation equipment from 1kVA to 2500 kVA with focus on high horsepower machines. The Company believes in "doing what has been said and delivering what has been promised". The management of ESL knows what this age-old cliché means to the customers, employees and the society at large.

Energy Solutions (Private) Limited (ESL) is a Company run and managed by professionals having a cumulative experience of over 250 years in power generation. The Company is associated with Aksa Power Generation Turkey as its official distributor. ESL and Aksa have become a force to reckon with in Power Generation market of Pakistan, with an enviable sales tally of over a thousand units. However, the main strength of ESL is its ability to provide value adding engineering services, with focus on doing job right the first time around. This is precisely why customers like Banks, Telecommunication Companies and those in Oil and Gas sector find solace while working with ESL. The value package provided by ESL to its customers includes:

Turn key energy solutions with complete range of Aksa diesel gensets and Cummins UK lean burn gas generators upto 2 MW.

Power generation parts including load demand and management panels and bumpless transfer panels from Woodward Germany.

Paralleling, synchronizing and load sharing solutions between generators of different makes, models, manufacturers and fuel mix, etc.

Portable generators and inverters from Aksa Turkey, made to military specifications.

Operation & Maintenance (O&M) Solutions for Banks, Telecommunication industry, Oil & Gas sector, etc.

Rental solutions with Diesel and Gas Generators up to 1.5 MW.

ESL customers in Pakistan include Companies from virtually all sectors of the economy and the industry viz. Hospitals, Textile, Pharmaceuticals, Automobile sector, Banks, Leasing Companies, Telecommunication Companies, Airlines, Poultry, Beverage industry, Oil and Gas sector, Port operations, CNG stations and so on. One of the important feathers in our cap is that our generators have become very popular and trustworthy in Genset rental operations where the equipment has to go through most grueling operating conditions and the Total Life Cycle Cost (TLC) of the equipment is a decisive factor.

Mission, Vision & Values

Our Mission

We are in the business to help our customers find the best, cost effective, and state of the art energy solutions for their requirements.

We want to help customers get a quality job done on time, the first time and every time. This, we believe, can only be achieved with a spirit to serve using all available resources, depending on our people and partners, working as a team while continuously developing skills of all involved.





Add value to the supply chain of our customers and forge long-term relationships based on mutual trust and service excellence.

Our Focus

Create permanent customers by the following:

- Devise customized value packages.
- Delight customers with a sincere spirit to serve.
- Deliver services in excess of customer's expectations and contract value.
- Develop skills of our people and partners as a vehicle to continuous improvement.
- Depend on people and partners to gel them into a team, which can set high standards of service.

Our Strengths

- Spirit to serve
- Value added engineering
- Technical Expertise and experienced staff
- Long-term vision
- Teamwork
- Commitment
- Never "give up" attitude
- Putting our foot in the customer shoes---Feeling the pain of customer

Our Quality Policy



We recognize that there is no end to the road to quality. We also fully understand that quality can only be achieved with:

- A mindset to do the job on time, first time, and every time.
- Practising what we preach
- Identifying critical mass and eliminating waste from whatever we do
- Fully documented processes.
- Ontinuous investment in people to develop their skills and continuous improvement in our ways of working (WoW) through small incremental steps.
- Learning from the "Best practices" of others.
- Benchmarking against "Best-in-Class" performance(s).

Our Background

In our association with power generation business over the years, we, as professionals, forming the core team of ESL, have the proud distinction of introducing two completely new and unknown brands in Pakistan, from ground level zero, Both of these brands namely "CPG" and "Aksa" are a household name in Pakistan market now.

ESL also has the proud distinction of undertaking projects, which others opt to walk away from. ESL offers a "one stop shop" to its customers and performs many jobs in house, without taking recourse to outside vendors. This is very palatable for the customers as it goes a long way in raising quality and keeping costs down.





We are very proud of our customers which include names such as Coca Cola, Mobilink, Orix Leasing, Atlas Honda, Shaukat Khanum Hospital, Dow University of Health and Science etc.

An ounce of evidence is better than tons of explanation. We invite our prospective clients to touch base with just any of our customers and find what ESL stands for and how it is capable of adding value to customer's operations.

Winning is difficult but to keep winning is even more so. However, it is not quite the same for ESL. It is very difficult for us to make a new customer because we are considered to be just another Company in the Power Generation business. However, once a customer rubs shoulders with us, only then he knows what separates us from others in terms of quality of product, service and above all ways of doing business.

We are extremely proud of our customers who don't just buy from us. They keep buying from us. They keep patronizing us and as a result, we become a part and parcel of their business.

Our Health, Safety, Security and Environment (HSSE) policy:

We undertake to act in strict compliance with the following policy:

- We shall adequately control threats to health and safety because of our work.
- We shall indulge in meaningful consultation with our workers in matters relating to HSSE and ensure their active participation.
- We shall provide information, training, guidance, etc. to our employees and devise a system of effective audits as a tool for continuous improvement and achievement of business excellence.
- We shall contain work related accidents, injuries and illnesses as far as possible.
- We shall review policies with regard to HSSE from time to time and implement effective changes.
- We shall treat matters relating to HSSE as importantly as our day-to-day business and keep employees involved.
- We shall promote a culture which ensures active involvement of all employees in HSSE at work and at home so that they are least affected by accidents
- We shall create an environment, which shall ensure minimum loss and interruption to the business.
- We shall adopt a policy of obtaining clearance before proceeding for work.
- We shall address HSSE matters from the top organizational level just as we should do for quality and training.



Why Customers choose Aksa generators?

ESL supplies gensets from Aksa Turkey. Turkey is a fast emerging economic power and is rapidly gaining access to the markets of Western Europe, North America, Middle East, Africa, etc. by virtue of its quality and excellent business reputation. Aksa is amongst one of the leading companies in Turkey. The below mentioned features are an essential part of its scope of supplies:

- 1. Aksa uses Cummins and Perkins engines. All of these have a wide network of customer support in Pakistan.
- Sets are equipped with Deep Sea or Woodward controllers, which consist of the following features:
 - These controllers are universally used by major genset manufacturers worldwide.
 - They are based on far fewer components (3 only) as against an array of discrete components / cards (up to 9) from others. Fewer cards make troubleshooting not only easier but also inexpensive.
 - Standard AVRs and EFC cards are used which are readily and inexpensively available in the market.
 - Per phase KVA, KW, KVAR, Power Factor monitoring is available.
 - Digital paralleling signals are available. This allows a maximum distance between two paralleling gensets as high as 1200 feet (10 times vs. analog). Thus the generators can be freely and conveniently placed in accordance with the available space.
 - They put a stop to customers' dependence on suppliers with proprietary controllers, which allows them advantage in terms of high prices for repair and replacement of components.
- 3. Aksa uses truly 50 degree C radiator, which is made in its own factory and ideally suited to harsh, hot and humid weather conditions existing in Pakistan.
- 4. Aksa provides imported sound proof canopies with its generators, which are skid mounted. They comprise the following features:
 - 2mm sheet steel bolted type fabrication, whereas other canopies available in the market are of thin steel welded-type fabrication
 - Electrostatic polyester powder paint,
 - Thermally insulated silencers instead of asbestos cladding,
 - Emergency push button.

These canopies are far superior to local canopies in terms of quality, performance and reliability and are a treat to watch.

- 5. Prime rated sets for unlimited hours' operations complying with ISO 3046, VDE 0530, BS 4999, BS 5000, IEC 34 standards.
- 6. Low specific fuel consumptions ensuring low total life cycle (TLC) cost.
- 7. High single-step-load-acceptance characteristics.
- 8. Easy paralleling with other sets of any make, model and manufacturer. This is evident from our various accomplished projects.
- 9. Bumpless transfer between utility and on-site generators at an additional price, which pays itself back within months. This can be provided on existing sets also of any make and manufacturer.
- 10. Load Management and demand management features at fraction of price of others. This can be provided on existing sets also of any make and manufacturer.
- 11. Circuit Breaker, Trickle Battery Chargers, Lube oil drain / Filling pumps and Water Jacket Heater are available as standard items without additional cost. Most suppliers sell generators without these items in order to express their product as a low cost/affordable one.



- 12. Warranty administration: Not only the record of failure of Aksa gensets within the warranty period is almost negligeble (only 0.7%), but the Company is also quite generous in this regard.
- 13. Up to 2000 kW Medium voltage generators, i.e. 11 kV, are easily available with Aksa and their lead time is usually shorter than that of other suppliers, with a reasonable price difference. This is why ESL maintains an excellent record of providing these kinds of generators.
- 14. Aksa generators, because of their strong skid steel fuel tanks, heavy duty radiators and state-of-the-art canopies, are very popular in rental operations, banking and telecommunication industry and so on worldwide, especially in the regions of Middle East and Africa.

ESL Services V CCS

After Sales, Service and Support Capability

Our Passion

Creating Customers and retaining them for life

Value Packages Offered by us

Pre-sales support

- Load calculations
- Gensizing and Product selection
- Feasibility studies
- Advising customers on site selection and preparation.
- Design and Application Engineering support
- Forming strategic alliances and consortiums
- Financial packaging in conjunction with financial institutions

Post sales support

- Installation and Commissioning
- Installation reviews as per manufacturer's guidelines.
- Load tests and witness tests locally or at manufacturer's site.
- Parallel, synchronize and share load with one another.
- Parallel, synchronize and share load with equipment supplied by others and with utility, if required.
- Infant care using local and / or manufacurer resources, O & M packages

Full Life Cycle "After Market Support"

- Maintenance Contracts (over 1500 MCs in Pakistan)
- Operation & Maintenance Contracts
- Stockist and Supplier of Genuine Parts.
- Reconditioning of complete engines based on:
 - condition based monitoring and / or
 - utility based monitoring
- Engine Health Check
- Warranty Administration through manufacturer and local insurance
- Emergency Repairs



- Reconditioning of assemblies / subassemblies e.g. water pumps, turbo chargers, radiators, oil coolers, etc.
- Top and Major Overhauls specially focusing high horsepower and / or a volume of low hp engines belonging to banks or telecom sector using
 - Genuine parts, specialized tools, etc.
 - Manufacturer's recommendations as per workshop manuals.
 - Local warranty against parts failure, consequential failure and labour.
- Providing support to the customer ensuring. low "MTTR"- a measure of speed of response high" MTBF"- a measure of quality of response
- Trying to put customer at the centre stage of our operations and create conviction in the organization that

"A satisfied customer is our best Advertisement, biggest Asset and an Annuity for ever (AAA)".

ESL Projects

After Sales, Service and Support Capability

Our Passion

Doing Things Right On Time, First Time Every Time

Add value to customer's operations by striving to do the job right

- On time, without delay
- First time, without rework
- Every time, without exception
- Within the agreed cost parameters and meeting all quality requirements
- With a view to start a lifetime association with customer

How do we get there? Our modus operandi

- Complete understanding of the project and its requirements
- Understanding our Strengths and Weaknesses
- Understanding customer operations
- Identifying partners and working together with them
- Proper utilization of all available resources
- Delivering more than what we promise

ESL Projects Gallery

ATS SYNTHETIC















We are proud to be associated with ATS Synthetic for many years, the largest synthetic plant in the country. ATS continued to show its confidence in ESL in services and products and placed the order for 2 x 1540 KW @ 11,000 Volts Cummins Power Generation Gas gensets. These gensets are continuously subjected to very high torques.

SHAHTAJ TEXTILES













We are proud to be associated with Shahtaj Textile (Shahnawaz Group) for many years, the finest weaving plant. Shahtaj continued to show its confidence in ESL in services and product and placed the order for 2 x 1750 KW @ 11,000 Volts Cummins Power Generation Gas gensets. These gensets are continuously subjected to very high torques of about 800 KW and generating steam from exhaust heat.

ATLAS BATTERY





ESL Supplied, Installed, Commissioned and Synchronised 4 x 1000 KVA Gensets with imported Canopies in ATLAS Battery, Karachi.

ATLAS BANK (DATA CENTRE) KARACHI





ESL Supplied, Installed, Commissioned and Synchronised 2x550 kVA and 2x350 kVA Gensets with imported Canopies in ATLAS Bank Data Centre, Karachi.

REPEAT SALES FOR COCA COLA





ESL supplied 2x2250 kVA AKSA Gen-sets with Cummins QSK60G4 engines and New age Stamford Alternators to Coco Cola Beverages, Lahore.

Scope of work included installation, testing and commissioning of Gensets and synchronizing the new Gensets with existing 2x1250 kVA Cummins and 1x500 kVA Caterpillar Gensets.

The whole arrangement has bumpless load transfer facility from Mains (WAPDA) to Genset and vice versa involving four Transformers.





ESL Supplied 2x515 kVA AKSA Gensets with Cummins QSX15G6 engines and New age Stamford Alternators to Coca Cola Export, Lahore.

Scope of work included installation, testing, commissioning and synchronizing of Gensets.

The whole arrangement has a bumpless load transfer facility from Mains (WAPDA) to Genset and vice versa using state of the art Woodward's Controllers.

ESL has recently supplied 2 x 2.5 MW Aksa Diesel Gensets with Cummins Engines and Newage Stamford Alternators to Coca Cola, Lahore.

REPEAT SALES FOR MEEZAN BANK









ESL Supplied, Installed and Commissioned 100x30 kVA and 1x160 Gensets in various Meezan Bank Branches throughout Pakistan.

ESL, under the Annual Maintenance a Contract with the Bank, is also extending maintenance services for their gensets on countrywide basis.

ANOTHER FEATHER IN THE CAP – SUMMIT BANK (FORMERLY CALLED ARIF HABIB BANK)









ESL Supplied, Installed and Commissioned 1 x 1130 kVA Aksa Diesel genset at the Head Office of Summit Bank (formerly called Arif Habib Bank).

The total tally of Summit bank branches, after acquisition of My Bank and Atlas Bank, has reached to 165. ESL is providing maintenance to all branches of the bank throughout Pakistan.

PAKISTAN TOBACCO COMPANY (PTC), JEHLUM CONTINUES TO HONOUR ESL WITH SUPPLY AND SERVICE ORDERS





ESL supplied, installed and commissioned 1 x 1675 kVA genset and synchronized it with existing 3 x 1000 kVA DG sets. kooks like there is a repetition here. ESL supplied, installed and commissioned 1 x 1675 kVA Genset, 1 x 1130 KVA Genset and synchronized them with very old 2x 1000 KVA gensets. Has also provided uninterrupted load transfer facility between three WAPDA transformers and gensets at Jehlum Plant. Besides, ESL is providing maintenance services for their gensets at various plants of the Company countrywide.

PEPSI COLA INTERNATIONAL. HATTAR AWARDS VALUE ADDING ENGINEERING PROJECT TO ESL









ESL supplied, installed and commissioned 2 x 825 kVA Gensets and synchronized them with existing 1 x 500 kVA Genset involving uninterrupted load transfer facility between two Wapda transformers and gensets to Hattar Plant.

PICTL SUCCESS









Pakistan International Container Terminal Limited (PICTL) has once again shown confidence in the Quality of ESL/AKSA products and services. They have increased their power plant capacity to 9.6 MW by adding two Gensets of AKSA Power Generation, Turkey.

The two new AKSA 1.2MW sets include Cummins KTA50G8s engine, 11KV New age Stamford marine Compliant alternator, epoxy coated radiator and Air filtration arrangement.

ESL supplied, installed and commissioned 2 \times 1.2 MW AKSA Gensets and synchronised them with existing 6 \times 1.2 MW CPG Gensets at 11 KV.

SHAUKHAT KHANAM HOSPITAL, LAHORE / SHAUKAT KHANAM RE-SEARCH CENTRE, KARACHI RENEW TRUST IN ESL





ESL Supplied, Installed, Commissioned and Synchronised 2 x 550 kVA AKSA Gensets in Shaukat Khanam Research Centre, Karachi





ESL installed and synchronized 1 x 1370 kW Cummins Gas and 1 x 1600 kW Caterpillar Gas Gensets in SK Hospital, Lahore. It also supplied, installed and commissioned 1 x 1410 kVA Aksa DG set to the Hospital. ESL has also provided synchronizing systems for all 3x1410 KVA diesel, 1x 1370 KW Cummins gas and 1x 1600 KW Cat gensets.





Shaukat Khanum Cancer Hospital continued to show its confidence in ESL products and services and placed the order for upgradation of LT distributions and Medium voltage substation. ESL has completed this project in record time of six weeks without any shutdown to the main hospital building.

UNIVERSITY OF ENGINEERING & TECHNOLOGY (UET), LAHORE FINDS A TRUSTWORTHY BUSINESS PARTNER IN ESL









ESL supplied 5 x 440 kVA trolley mounted Gensets for different campuses. It has also installed and commissioned 1 MW Gas Genset and synchronized all with Soft return to Utility (WAPDA).

ESL is also offering Operation and Maintenance of the existing 3 x 1 MW Gas sets.

SHELL HONOURS ESL WITH ITS BEST VENDOR OF THE YEAR AWARD FOR 2009

Due to high standards of our services, SHELL has honoured ESL with THE BEST VENDOR OF THE YEAR AWARD for 2009.

ESL has been supplying spares and services for more than 500 Gensets in the mid and northern region of Pakistan since December 2008.

ESL heads Shell Local Contractors Safety Council (LCSC) across Pakistan consisting of 35 different companies. Recently, ESL has been awarded the letter of appreciation from Shell to recognize its efforts in carrying out the HSSE related matters in a professional manner.

JCI SELECTS ESL AS A GENERATOR MAINTENANCE SERVICES PROVIDER TO SHELL'S 900 RETAIL OUTLETS COUNTRYWIDE

Shell Pakistan has outsourced its Facility Management Services to Johnson Controls Pakistan. The tremendous confidence of Shell on ESL continues as ESL is now supplying spares and maintenance services to more than 900 stations of Shell across the country.

Initially, the annual maintenance contract of Central and Northern regions was given to ESL. During this span, ESL has shown its ability to provide quality services to JCI and Shell and was recently awarded the Maintenance contract for Southern region as well.

ESL is actively involved in assuring compliance with the strict HSSE standards of Shell and adopts all Necessary steps on preferential basis to propagate the safety culture within the company and its Subcontractors.

MOBILINK





ESL synchronized 1 x 635 kVA Caterpillar, 1 x 725 kVA Caterpillar and 1 x 681 kVA Cummins Diesel Gensets in Mobilink, Islamabad. This allows the Customer to free 1 x 400 KVA genset from their operations, which results in considerable savings. The job has been done using state of the art Woodward controllers. The new system allows seamless transfer of power between utility and the generating sets ensuring uninterrupted operation at all times.

Mobilink continued to show its confidence in ESL products and services and placed the order for 1×1000 KVA + 1×500 KVA + 1×150 KVA + 2×400 KVA gensets for their most sophisticated areas. Moreover, after having a successful experience of gensets synchronization done by ESL at Main Islamabad office, they have placed the order for FRF Data Center, Lahore where ESL has synchronized four different types and sizes of gensets with full auto load demand and load management system.

ORIX LEASING CHOOSES ESL AS THE BRAND OF CHOICE

We truly feel highly indebted to ORIX leasing for their patronage

The contents of AKSA sets in ORIX rental fleet has increased to almost 25% which is a proof of Orix trust in the quality of AKSA products and ESL services.

ALLIED BANK LIMITED

Allied Bank has procured 368 x 8 kVA gasoline gensets from ESL so far for their ATM facilities throughout the Country. The bank has recently awarded the Annual Maintenance Contract to ESL for their 404 sites located in the South and North regions of the country.

SILK BANK REVIVES ITS RELATIONSHIP WITH ESL

ESL is successfully rendering Maintenance services to Silk bank for their various branches throughout the Country.

Earlier, the bank had parted ways with ESL on price issues. However, they soon recognized that the Excellence in service is the only major contributing factor in delivering value addition to their operations. Having realized this fact, they revitalized their business association with ESL and are now enjoying reliable services with a peace of mind.

STANDARD CHARTERED BANK SHOWS TRUST ON ESL SERVICES

ESL is catering to the maintenance of gensets of Standard Chartered Bank for their Central and North regions.

K&Ns CHICKEN

K&Ns was desperately looking for synchronization solution for 1×2500 KVA Cummins Electronic genset $+ 2 \times 1500$ KVA Perkins $+ 1 \times 1000$ KVA Cummins (very old version) for last many years. ESL has successfully synchronized with money back guarantee option through the state of the art Woodward controllers.



Special offer for corporate clients

ESL is pleased to offer cost effective, state of the art and instant energy solutions for corporate clients / domestic users by introducing Aksa Portable Generator Sets from Turkey. This product is compact, cost effective, easy to operate, easy to transport and move around and environment friendly. It is not only ideal for household but also for offices and shops alike.

These sets are of very high quality which is the hallmark of all Turkish products. They conform to EC standards and are the brand of choice for highly demanding Turkish market, including Turkish military.



These Generators not only operate on Gasoline but are also convertible to Natural Gas as well using ordinary connection (with necessary approval from the concerned authorities by user/purchaser/owner). The operation on gas does not affect the dependability, reliability and life in any way. On the other hand, the savings which ensue as a result of switching from gasoline to gas are enormous, and the cost of the equipment may be paid back many times over in its lifetime.

We have a special offer for corporate clients, which is intended to give their employees a respite from the continuous torture at the hand of incessant and relentless power crisis. The special offer may include some or all of the following:

- 1. Discounted prices
- 2. Soft payment terms
- 3. Free transportation
- 4. Operation & Maintenance training
- 5. Service at customers doorsteps

We hope our offer is useful in enhancing the efficiency of corporate employees by ensuring peace of their mind while at work or resting at their homes. We look forward to your positive feedback and valuable investment towards the welfare of your employees.





ESL Customer Care

Energy Solutions (Private) Limited — ESL has, as a part of its corporate social responsibility, created a customer care section in its web site. The purpose is to emphasize importance of safety, quality and continuous improvement (training) in our day-to-day work. ESL top management stands committed to make these a cornerstone of its business. The target audience is ESL employees, customers, suppliers and society at large.

We will continue to update the information and add more from time to time. Please reach us at www.eslpk.com/CustomerCare.html and keep watching for what is new. Some of the existing topics are as under:

- Safety of Our People and Family. (Urdu)
- The Safety Culture We should adopt
- Why should we invest in avoiding an accident?
- Safety Considerations while Handling Generators
- Safety Concerns while Handling Diesel
- Five S Approach to Our HSSE Commitment
- Safety of Our Generators and Our Personnel
- Actions which must precede start of work on generator
- Check out before you step out Talk Not Tick
- Discretion is better than valor Lockout and Tag out (LOTO)
- Return to service After Lock Out
- Why use Diesel Generators
- Power Generation FAQs (Frequently Asked Questions)
- Know Your Generators
- How does an Alternator and a Voltage Regulator work?
- Important considerations before you make a generator buying decision
- Cummins high performance lean burn gas generators Technology of tomorrow unleashed today
- Co-generation Killing many birds with one stone
- Allow No Interruption in Operations Use Bumpless Transfer between Utility
- Improving Life and Overhaul Interval of Our Generators to 20,000 Hours
- Maintenance Considerations for Improving Life and Overhaul Interval of Our Generators to 20,000 Hours
- Run In Your New or Recently Overhauled Diesel Generator
- Do the parts talk?
- Annual Maintenance Contract: Ten Commandments
- Sizing Our Generators
- Steps in Sizing Our Generators
- How Power Factor can influence the sizing of generator sets for motor starting loads
- How various loads affect the sizing of generator sets
- Methods to reduce size of generator set to start 3 phase electric motors



- How to select a generating set for my home?
- How to select a generating set for my workplace?
- Duty Rating of Our Generators
- Understanding Power factor of Our Plant
- Improving Fuel Consumption of Our Generators
- Paralleling of Generators Is the sum of the parts greater than the whole?
- Paralelling and synchronising Aksa gensets
- Paralleling generators of different makes, models and manufacturers
- Measuring, Metering and Monitoring Generators
- Output Derating of Our Generators
- Don't Kill Your Engine by Operating at Light Loads
- Guidelines to Prevent Wet Stacking caused by Operations at Light Loads
- Understanding the difference between Three-Phase and Single Phase Generators
- Converting Our Generators from Three-Phase Power to Single Phase
- Converting Our Generators from 60Hz to 50Hz Power
- Dos And Donts of Portable Generators
- Rid Yourself From Continuous Load Shedding
- Glossary of Terms
- Cummins Installation, Operations & Maintenance Manual
- Diesel Generating Sets Installation Recommendations Manual









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