



Energy Solutions (Pvt.) Limited

Why Cummins **Energy Solutions**
Business?



Cummins Gas Generators (UK Origin)



**Power
Generation**



ESL Overview:

Headquartered in Karachi, ESL is primarily a service company that helps customers select, install, operate and maintain gas-powered generation equipment. ESL has proven it can exceed customers' expectations, which was a key differentiator Cummins was looking for in a local partner.

"Expanding our position in the Pakistan market with ESL as our local partner gives us confidence for the future," said Justin O'Flynn, General Manager - Europe, Russia and Middle East, Cummins Power Generation. "ESL is a business run by power generation professionals who already manage over 1,000 maintenance contracts across Pakistan. Their existing experience with the Cummins range, established network across Pakistan and demonstrated ability to satisfy customers' requirements were critical factors for selecting ESL as distributor for the Cummins gas business in Pakistan."

ESL has become the trusted source of complete gas-powered packages using original Cummins engines manufactured in the UK. The value package provided by ESL to its customers includes:

- Turnkey energy solutions including Independent Power Providers (IPPs), cogeneration, trigeneration and waste-to-energy projects
- Paralleling, synchronizing and load-sharing solutions of new and legacy systems
- Operation & Maintenance (O&M) solutions for all sectors, from parts supply to full owning and operating contracts over 10 years
- Service availability across Pakistan with strategic offices placed in the heart of the markets we serve.

Cummins ESB operates as a project company with global capability. Working with power users in prime, standby, peaking, cogeneration or waste-to-energy applications, at the heart of ESB are Cummins lean-burn gas fueled generator sets, which run on pipeline natural gas or waste-to-energy gaseous fuels.

ESL represents Cummins Power Generation gas generators in the Pakistan market. With so many unique selling points, Cummins gas generators are heads and shoulders above other contemporary products. The ability to run on low methane gas, strength to accept 50 to 70 percent block loads, fuel consumption matching the best in class, inbuilt reliability because of lower Brake Mean Effective Pressure (BMEPs), lowest lifecycle cost and highest Internal Rate of Return (IRR) are some of the features that make Cummins gas generators a highly coveted brand worldwide.



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ESL MISSION, VISION &

BUSINESS POLICY:



- Energy Solutions is our business, our VISION is crystal clear
Our growth will double our community services every second year.
 - High horsepower solutions will be our main sphere
Our MISSION is to be a leading player.
 - Safety first, Quality second to none and Sales efforts sincere
Project Management (*) will be the forte of our engineer.
 - Our Safety Policy will reduce risks for every peer
Quality policy will keep raising the performance bar to the next tier.
 - The HR Policy will ensure employees' welfare
Sales Policy will gradually increase the market share.
 - No lies, no bribes, nothing unfair
To the government policies we will fully adhere.
 - ESL will perform more than it promises & maximize customer care
Be it Sales, Service or Spare!
- (*) Project Management = Doing things rightly, timely & cost effectively.



Energy Solutions (Pvt.) Limited



ESL

SAFETY POLICY:

- Safety of our people and organization on the whole
Our top priority and biggest goal.
- Safety is everybody's business
But leaders have the biggest role.
- Safety will be observed all the time
At work or at home, with heart and soul.
- Safety meetings will be held on a regular basis
It will be as important as the monthly pay roll.
- Pause and reflect every now and then, intervene if a danger is seen;
An ounce of safety prevents tons of disaster control.
- Count your Goal Zero score
Staying safe for longer number of days is important for every soul.
- Wear helmet, fasten seat belts, no mobile phones
Drive safe with a journey plan and speed control.
- Poor housekeeping causes most accidents, if not all;
Remember wet floor can also take its toll.
- Identify hazards, measure risks, exercise control and review often
This is the recommended safety protocol.
- Hazard elimination, substitution & isolation-our hierarchy for risk control
Use engineering & administrative measures & PPEs to cover any loophole.
- Recommended safety protocol and hierarchy for risk control
Follow them whether you assemble for work or at home you stroll.

Cummins Gas Generators- Ideal for Starting Large Motors



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ESL

QUALITY POLICY:

- We will do it right first time- our solemn pledge to all
We will do it right every time; we don't just talk tall.
- We will do what we say and vice versa
To make sure we neither falter nor fall.
- Quality will be built in our services and at every step
Be it a big step or very small.
- We will train our people continuously
To prevent any lapse or a pitfall.
- We will accept our mistakes and learn from them
Doing so, our progress will never stall.
- Plan-Do-Act and Check
A quality tool often discussed in our conference hall.
- The rule of Pareto is our guiding principle
Focus on critical mass first and then what is small.
- We will use Poka Yoke systems
Our target is no mistakes at all.
- Zero defect is our ultimate goal
Success will depend on this in the long haul.
- Our product may fail and service fall short
We will fix it and accept no shortfall.



Energy Solutions (Pvt.) Limited

- Talking to the parts and condition based maintenance
Our genset service strategy for every Mill or Shopping Mall.
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- Parts we sell may cost more
We'll make sure your plants run and not just crawl.
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- Benchmark against best-in-class only
Learn from best practices of others to grow big like a snowball.
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- ESL strives to raise quality and lower life cycle cost
Be it a power plant or just a major overhaul.
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- Any lapse in our quality is not acceptable
If you see one just give us a call.
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- Neglecting quality is dangerous
It is like playing with a fireball.
.....
- The race to quality has no finish line
Continuous improvement is the only cure-all.



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ESL

HR POLICY:

- Attractive remuneration for every colleague
Customer satisfaction is the result we seek.
- Minimum wages always higher than the norm
Our policy to take care of the poor and the weak.
- Vacations comprising planned, sick and casual leaves
Our people must rest properly to raise performance to its peak.
- Overtime for our eligible colleagues
To be paid before they ask or speak.
- Hospitalization coverage up to 80% fees
Company may pay 100%, if the case is unique.
- Minimum one bonus on a main festival eve
If the balance sheet has a good physique.
- Interest free loan for one who is in need
One year after repayment, he may again proceed.
- Monthly ration for our deserving colleagues
To help the needy, this will be our humble technique.
- Pick up school fees of one in a crisis deep
Or pay wedding expenses in a manner discreet.
- One who travels and stays night out in other cities
Daily allowance besides traveling and boarding on actual receipt.



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- A culture of training and continuous improvement
Our tool to stay in the business, excel and compete.
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- Performance appraisal based on attendance, quality and speed
Attitude is the key which makes even mediocre perform a feat.
.....
- Peace of mind, honor, dignity and prestige
Join ESL if you want to succeed!



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ESL

SALES POLICY:

- Visit five customers a day
This will keep adversity away.
- When the challenge is big and conditions tough
Increase your customer visits, the sales experts say.
- Identify the critical customers first
Consider visiting the rest some other day.
- Five customers a day will result in sales and additional perks
Enough for your own and five supporting employees pay.
- Know your company, product, market, customers, competitors well
You will succeed even if you are not an MBA.
- Sell yourself first with a smile and sincere efforts
Otherwise he won't buy from you, come what may.
- Be persistent, show patience till the customers buy or shy away
Never should you give up nor dismay.
- Identify your customer's needs
He will turn your fate into gold from clay.
- From the sentry on the gate, to the secretary and the sir
Greet them with a smile and often present a modest giveaway.
- Cold calling, qualifying, presenting, handling objections and closing
Learn your profession well or else you will be in disarray.



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- Don't ever trick them, nor lie, nor bribe
You may succeed for a while but ultimately fall a prey.
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- Promise little but perform far more, any time of the day
Keep him in the business; he will make sure you also stay.
.....
- Your product support should be instant and efficient
Otherwise, your reputation will be damaged and part its way.
.....
- Never attempt to sell, just assist him to buy
He will always buy from you even if your hairs turn grey.
.....
- Know the features, advantages and benefits of your products
He will buy from you instantly or with some delay.
.....
- Never talk low of the competitors nor show contempt
The customer does not like the guys who bark and bray.
.....
- Honesty is the best policy, a forte even today
In the long run, honesty alone will pave your way.
.....
- When he buys thank him and look after him well
If not, be polite and solicit advice if he may.
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- Selling on credit is a crime; unless the customer qualifies
Pillar to post you will often run; he may even betray.
.....
- Think BIG, work hard; pray five times a day
Your performance will never decline nor decay.

2015

January

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2016

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October

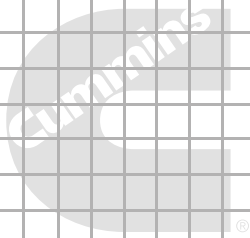
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**Power
Generation**

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www.esl.pk.com

Head Office

ESL House, DP-01, Sector-21,
Korangi Industrial Area, Karachi, Pakistan.
Phone: +92-21-111-222-ESL (375)
Fax: +92-21-35019496

Regional Office (Central)

ESL House, Plot No. 431-D,
Kamaha Aashiana Road,
Off Ferozpure Road, Lahore, Pakistan.
Phone: +92-42-111-222-ESL (375)
Fax: +92-42-35923260

Regional Office (North)

ESL House, Plot No. 82, Street No. 10,
Industrial Area I-9/2, Islamabad, Pakistan.
Phone: +92-51-111-222-ESL (375)
Fax: +92-51-4433177

Multan

14, Dubai Plaza, Multan Cantt.,
Multan, Pakistan.
Phone: +92-61-5404323
Fax: +92-61-5404323