

Attention: Mr. Tebogo Leballo

Re: MOTIVATION FOR PROCURING E-GATEWAY SERVICES

Dear Colleague

This memorandum serves to motivate procuring services from E Gateway:

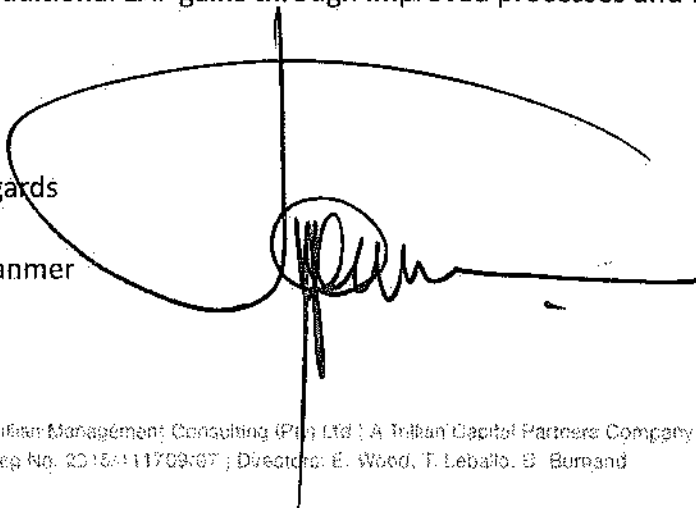
1. Eskom lacked technical and operationally skilled thermal power generation engineering expertise.
2. E Gateway housed some of the best skills in the world, mechanical engineers, schooled in thermal power generation over decades across globe. Please refer to attached Company profile and CV's.
3. E Gateway provided expertise and experience that lead to a successful operational turn around program at Majuba Power Station.
4. E Gateway engineers were recognised as key resources in running the power station, fault finding and data analysis, this knowledge was also transferred to Eskom employees.

The **Majuba Sakhasonke turnaround program** (GX Turnaround) was structured into three distinct phases: diagnostic, design, and implementation. E Gateway was a key team member across these phases.

- The **diagnostic phase** identified approximately 14% worth of potential improvement to Majuba EAF through levers addressing specific plant areas, improvements to operating, maintenance, engineering processes, and through enablers addressing the mind-sets and behaviors of people.
- In the **design phase**, these levers were developed and prioritized into a set of detailed initiatives ready for implementation. In some cases, work was started in parallel on initiatives to effect EAF improvement.
- **Implementation phase**, saw the 30 prioritized initiatives spread across 10 work streams.
- The priority initiatives directly drive about 10 percentage points of EAF improvement, plus additional EAF gains through improved processes and focus on mind-sets and behaviors.

Kind Regards

Julian Hanmer



Appendix 1: (E Gateway Profile and CV's)





E Gateway Global Consultants (FZC)

(Energy with Innovation)

Tel. : +971 6 764 19 19 , Tel. : +971 4 252 67 01, Fax : +971 4 266 40 14
P.O.Box: 7073, Um Al Quwain - U.A.E. E-mail : info@egatewayglobal.com

PROFILE

NAME : E GATEWAY GLOBAL CONSULTANTS FZC

REGISTRATION : UNITED ARAB EMIRATES

ESTABLISHED ON : 2015

REGISTRATION NO : 00741

SHAREHOLDERS : ATUL KUMAR MISHRA
JAVED KHAN
RAJA DURAIRAJ

BUSINESS ACTIVITY : PROJECT MANAGEMENT
ENGINEERING & TECHNICAL FEASIBILITY STUDIES
MANAGEMENT CONSULTANCY

REPRESENTATION : eGateway India

MAIN AREA OF BUSINESS : ENERGY INDUSTRY

BANKER : HBL, DUBAI, U.A.E

MAIN ASSOCIATE : OGSGL, U.A.E

DESCRIPTION OF ACTIVITIES CAN BE CARRIED OUT:

- **Positioned to assist the players in the power generation industry from concept, through financial closure, construction and operations**
- **Professional advisory outfit for power project developers on key development issues of larger thermal IPPs**
- **Provides development, design, construction and commercial expertise to power generation in thermal (coal, gas, washery rejects, lignite) plants, small hydel plants, bio-mass plants, waste to energy, solar, solar-thermal, waste heat recovery,etc**



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- Areas of expertise includes Project development, bringing in New Strategic Partner.
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- Strong, experienced and professional team with cumulative experience of over 200 years
- Over years it has supported a string of developers with and aggregate capacity exceeding 8000 MW
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- Specializes in providing solutions for setting up of power generation plants at the optimum cost of generation in the shortest possible time

- EPC contracts
- Auxiliaries and offsite
- O&M contracts
- FSA / FTA
- Insurance
- Power sales /trade

- Onsite Capacity
- Ensuring system balancing
- Preventing redundancy and obsolescence
- Capital utilisation
- Outage considerations
- Demand variation

- Planning, executing, scheduling and monitoring team
- Operational team
- Team for managing handover
- Administrative team
- Contract management team

Profile:



SP Singh

Power Generation Expert

Qualifications:

Bachelor of Engineering
(Mechanical Engineering) from
Osmania University, India

Executive Management from
MDI, Gurgaon, India

Background and experience

SP Singh is the Sr Vice President E Gateway and is Technical Advisor to Trillian Management Consultant (TMC), a subsidiary of Trillian Capital Partners group, for all its Consulting Initiatives in Power Sector encompassing Generation, Distribution and Transmission. SP Singh has been actively involved in Majuba Turnaround Program to coordinate TMC efforts with Eskom (Plant) and McKinsey.

SP Singh has over 27 years of successful challenging careers with top MNCs and India based domestic enterprises like ALSTOM (India, USA and Germany), SKODA POWER (Czech Republic), STEAG GmbH (Germany), POWER Machines (Russia), Ceithar Vessels Limited (India) and Isgec Heavy Engineering Limited (India), EFS Group (Dubai).

Expertise includes Manufacturing, Construction, Procurement & Project Management; Renovation & Modernization, EPC Businesses, Turnaround, Strategic Alliances / JVs / Technology Transfers, Backward Integrations etc.

He has successfully delivered the follows:

- Successfully set up the first Private Comprehensive O&M Company in India called Steag encotec India Pvt. Limited, a fully owned subsidiary of Steag AG, Germany. Necessary scaling up, consolidation, diversification and expansion successfully done.
- Successfully diversified STEAG's business into Power Plant Consulting; Software called PADO (Performance Analysis Diagnostic and Optimization) launched successfully in India and now a must for all Power Projects of capacity 500MW & above. Delivered Consulting Projects in excess of 6000MW.
- Successfully set up O&M (Energy Business) division in India for EFS Group of Dubai.
- Successfully set up fully operational SKODA subsidiary in India; and now part of Doosan Group.
- Successfully set up EPC Divisions for Power Plant at India based Ceithar Limited and Isgec Heavy Engineering Limited and delivered number of Power Projects in India through these companies.
- Successfully certified commercial operation of 660MW Super-critical Power Plant in India
- Successfully delivered R&M Consulting Projects in excess of 5000MW of Thermal Power Projects in India.
- Successfully launched the largest ever CFBC Boiler Projects (270MW) by any Private Player in India
- Part of team, manufacturing and delivering large number of prestigious Power Projects in India and abroad while at Alstom (now part of GE)

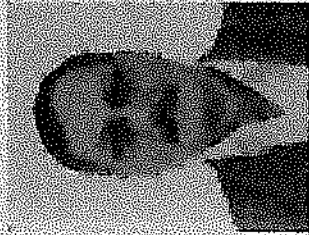
Role on the Project

SP Singh will manage & coordinate with all the stake holders (Eskom, TMC Team, Consultants & External Resources) for successfully performing and executing the Eskom mandate.





Profile:



P.K. Saha

Technical Specialist: Thermal Power
Trillian Management Consulting

Qualifications:

Bachelor of Science- Mechanical Engineering – University of Ranchi, India

Got a certificate of appreciation from the Global head of Commissioning of ABB -Alstom Power in the year 2000. While working for ABB-Alstom Group.

Background and experience

P.K. Saha is the Technical Director in E-Gateway and acting as Technical advisor at Trillian Management Consulting (TMC), a business associate of Trillian Capital Partners group. E Gateway also focus in providing Technical consulting services to clients within the public sector, state owned enterprises and private sector organisations.

Saha is having more than 30 years of wide range experience in large thermal power stations in almost all the key business areas like, engineering, procurement, construction and commissioning, with International leaders, like Alstom, L&T Power, NTPC JV, BHEL etc.

Playing an advisory role to Eskom Turnaround programme. Specific focus on the five areas of diagnostic review of turn around, Technical advise to Eskom to drive the activities, Operational problem solving and solution provider at Majuba, Review of engineering issues, root cause analysis of the failure, along with guiding instruction to avoid reoccurrence of system and equipment failure.

Oversight and technical leadership of (Trillian) Global turnaround programme, Focus on establishing consistent approach to improve the power plant operation, and also developed method and world class practices in power business.

Advise Management consulting company for the technical issues and also take proactive action in operational risk review and risk mitigation.

Taken a lead role in commissioning of the units after outage. Technical training conducted by Saha at power station to Eskom Top Consultants and also to Eskom station engineers at Majuba site.

