

# SAUDI PROJECTS

## MAGAZINE



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الهيئة السعودية للمدن الصناعية ومناطق التقنية  
Saudi Industrial Property Authority

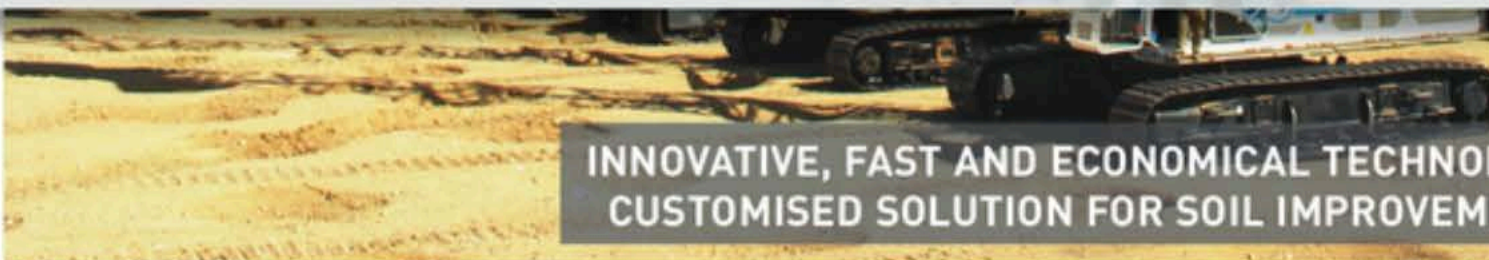


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## TREVI ASC

INNOVATIVE, FAST AND ECONOMICAL TECHNOLOGIES FOR FILL COMPACTION. CUSTOMISED SOLUTION FOR SOIL IMPROVEMENT UNDER FOUNDATIONS P08

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# AL BAWANI



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# COVER STORY

## TREVI ASC

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# P08

## FEATURES IN THIS ISSUE



## SAUDI ELECTRICITY COMPANY

# P37

SEC is a business constantly looking towards the future, and in 2014 it announced that it would be implementing huge change both inside and outside of the company. This decision was taken following a full review of the future market situation, including external opportunities and internal performance, with SEC's top management deciding the launch the largest transformation programme in the company's history – the Accelerated Strategic Transformation Programme (ASTP).

The objective of this far-reaching programme is to set SEC on a path to becoming a world-class utility company. Once the decision was made the company's management team moved fast, and within just one year a strong vision for SEC's future was defined, a full transformation programme was planned and set-up, and a fully committed and motivated leadership team was formed to carry out the strategic initiatives.



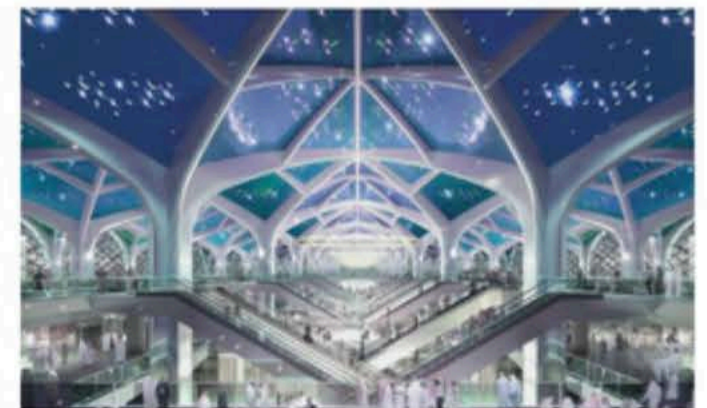
### MODON P52

The Saudi Industrial Property Authority (MODON) is a Saudi government agency, established in 2001, and is responsible for providing infrastructure and services to 34 industrial cities in all regions of KSA and recently, the Saudi council of ministers has assigned MODON to develop the industrial zone of Waad Alshamal with 7 billion SAR project.



### SALINE WATER CONVERSION P59

Driving an industry that is entrepreneurial in nature, SWCC has always remained focused on benefiting the people, environment, and economies of the communities it serves. This is not an easy task, but the company has the vision, quality of personnel and expertise to pioneer seawater desalination production and transmission throughout the land, operating 27 plants in 17 locations.



### SAUDI RAILWAYS ORGANIZATION P75

Haramain High Speed Rail project represents one of the most important transport projects in the expansion program of the Saudi railway network. The project was approved by the Supreme Economic Council under the resolution No. 3/23 dated 23/3/1423, with the project to be implemented on a Build, Operate and Transfer (BOT) basis with the participation of the private sector.

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## GET TO KNOW... P08

In this issue of Saudi Projects we 'get to know' ...Anas Ourabi, Managing Director of Trevi Ground Engineering, a company that carries out specialised works in the field of ground engineering, with a reputation for always obtaining excellent results. This business unit is working under the umbrella of TREVI companies in the Middle East as TREVIASC in Saudi.



## ALTERNATIVE ENERGY P14

Sunshine – it's the one commodity the Middle East has in abundance. However, with a small number of exceptions, the region is still a long, long way from fulfilling its potential when it comes to solar energy research and implementation. One of those exceptions can be found at King Abdullah University of Science and Technology (KAUST), with a number of its leading scientists currently working diligently in order to create practical, cost-effective solutions.



## WORLDWIDE NEWS P22

Bouygues UK has been awarded a circa £27m contract to provide a new graduate facility as part of Queen Mary University of London (QMUL)'s main teaching campus in Tower Hamlets. The university's School of Economics and Finance will also relocate to the new building, which will include a cafe, lecture theatre and seminar rooms as well as a common room and terrace.



## PROJECT FOCUS P10

Established through a Public-Private Partnership (PPP) model, Prince Mohammad Bin Abdulaziz International Airport is the very first airport privatisation within the Kingdom of Saudi Arabia; a pioneering development that is now the main entry point for visitors to the Kaaba and those arriving on pilgrimage to the two Holy Cities of the Islamic world.



## GREEN THINKING FOCUS P16

Saudi Arabia's oil minister, Ali Al-Naimi, has stated that the kingdom could stop using fossil fuels in the lifetime of many of its citizens and become a global power in solar and wind energy. This is a forward-looking, albeit brave, statement, as the nation's wealth and influence is almost entirely founded on its huge oil wealth.



## REGIONAL NEWS P24

Cayan Group, one of the Middle East's leading real estate developers, and MEFIC Capital a Saudi Arabia-based financial services company announced that they have signed a real investment fund deal will be utilized in the construction of a commercial project to be located on a strategic location along the King Fahd Road in Riyadh and will see Cayan Group take on the role of the main developer of the project.



## BUSINESS CLASS P12

Offering a 24-hour a day, seven day a week service, the dedicated flydubai telesales team does far more than just allow you to make a booking; it also enables you to check-in for your flight, choose your meal, or even find out what movies are showing. Nothing has been overlooked at flydubai. And when it's time to board, you'll enjoy priority boarding too.



## TOP 5 GCC HEALTHCARE PROJECTS P18

There are several important components of good health care system: (1) the system is safe for all patients, in all processes, all the time; (2) care that is effective; (3) it is patient-centred; (4) is delivered in a timely manner; and (5) is efficient (uses resources to obtain the best value for the money spent). Health care quality is not a single product like a car, washing machine, or phone though.



## LOCAL NEWS P26

The leading global integrated project and programme management consultant, Faithful+Gould first won the prestigious accolade in 2012. "This is a fantastic recognition of the consultant's strategy and exceptional service delivery," said Jon Sealy, UK and Europe Managing Director. Faithful+Gould, which has now achieved what few other large consultants have ever done - winning the prestigious title twice in four years.



# GET TO KNOW... ANAS OURABI

ANAS OURABI - MANAGING DIRECTOR, TREVI GROUND ENGINEERING

**IN THIS ISSUE OF SAUDI PROJECTS WE 'GET TO KNOW'... ANAS OURABI, MANAGING DIRECTOR OF TREVI GROUND ENGINEERING, A COMPANY THAT CARRIES OUT SPECIALISED WORKS IN THE FIELD OF GROUND ENGINEERING, WITH A REPUTATION FOR ALWAYS OBTAINING EXCELLENT RESULTS.**

**Saudi Projects:** What is your background and when did you become MD of Trevi?

**Anas Ourabi:** I became MD in 2012, when I met TREVI management and agreed to establish a new business unit within TREVI Group specialized in soil improvement works as like Dynamic compaction and Vibro compaction techniques, that are applicable for the type of soil encountered in the Middle East. This business unit is working under the umbrella of TREVI companies in the Middle East as TREVIASC in Saudi, SWISSBORING in UAE, QATAR, Oman and Trevi foundations Kuwait in Kuwait and complete the spectrum of technologies offered by the group in the foundation contracting business. I have been working in Dubai since 1999, first as a geotechnical engineer in local soil investigation firm. Dubai was a very different place in those days, and my work revolved around soil investigation for Dubai metro, Dubai international airport expansion, Festival City, the Palm Islands and most of the new developments that were going on. It was a very exciting time.

I then worked for international ground improvement contractors for several years on number of important projects as project manager and then as a Technical & Business Development Manager in UAE, QATAR, Oman and mainly Saudi Arabia.

For instance, I signed and executed large ground improvement contracts in Saudi as like King Abdullah University for science and technology in Thuwal and Dammam correction Facility Projects in Saudi Arabia and like Al Murjan Island in RAK UAE.

I have experience in proposing alternative foundation solutions to conventional soil replacement and pile foundations methods for different types of projects and have successful achievements in great time and cost saving for my clients.

In the period between 2008 & 2010, I worked with one of the world largest geotechnical consultants and had the chance to be involved in the execution of vibro compaction works on Jebel Ali and Deira palm islands and some parts of the world islands project.

**SP:** How did you go about this?

**AO:** Well, I had the knowledge, experience and contacts in the GCC market, was looking for challenging and more rewarding job and my ambition was to establish my own team and implement my business development and management strategies. A friend of mine has introduced me to the MD of TreviASC, who enthusiastically welcomed the launch of ground improvement technology in TreviASC and introduced me to TREVI Senior Executives in Italy.

TREVI has performed Dynamic compaction works in the 70th and wanted to do it again and develop it in the Middle East due to high demand of this technique in the region. Hence, I introduced myself to management of TREVI and we agreed



RAPID DYNAMIC COMPACTION FOR 2 TO 4 M FILL AT KAP 4 PROJECT

FILL COMPACTION BY DYNAMIC COMPACTION FOR 2,000,000 M<sup>2</sup> JEDDAH MEDICAL CITY PROJECT – JEDDAH KSA

to establish this business unit in the Middle East and provide this service to all TREVI subsidiaries worldwide.

Our first successful project was Huta – Zamil Shipyard at Damman port. There were very high criteria and original design was made by piles but thanks to Dynamic compaction we have eliminated the pile solution and consequently saved the contractor Huta huge time and cost and of course liability also with appreciation from the client consultant Dr. Hamza and associates office from Egypt.

Since 2012, the turnover of our business unit have increased by 2 to 3 times and reached up to 100 million SAR in 2014. We have started our operations only in Saudi Arabia in 2012 but now we are operating fully in KSA, UAE and Qatar and involved in pricing projects in all MENA countries in addition to Africa, Europe, South America and Asia.

SP: What have been the highlights in your role as MD so?

AO: I enjoy all challenges. As MD I have developed business development, HR, marketing and training strategies. I develop regular training programmes for all my staff on different levels. I also have an annual workshop for all my team working in all regions for discussing the development of our division which take place usually in November of every year and include discussions between all departments about upcoming project opportunities and its needs, lessons learned from completed contracts and future plans for next year in terms of business strategy, new markets and challenges and development of

our organization. In addition to we do team activities and tours as one family. I take my staff usually to a resort for a few days to do this; it is very fulfilling and enjoyable. This year we are planning our workshop in Istanbul, Turkey.

I like to employ young engineers with just few years' experience; so I can mould them and help them to hone their skills. I also love to travel to follow my projects in details and ensure the quality of the works and enhance our clients' relation. I'm travelling probably 90% of my time.

I am also pleased to say that we have about 20 cranes and 4 Rapid Dynamic compaction machines in the GCC region most of them are soilmecc cranes which is a Trevi Group Company, our own testing equipment as like SPT, CPT and PMT machines. Moreover, we have established this year the research and development department for the development of our techniques and equipment as like pounders, Rapid dynamic compaction machines and vibro probes...

SP: What would you say Trevi's competitive advantage is?

AO: The presence of Trevi in many countries worldwide and involvement of our sister companies in large projects with other techniques, have made it much easier to develop and have helped to create lots of inquiries for our type of works with easy access to clients utilizing the relations of our colleagues from the other departments.

When we have projects in new areas, we just need to go there with our experience and staff and work on it there. Also working

with Trevi Group companies make it easier, as they are able to accommodate our needs for all equipment on-time especially soilmecc which provide us with enough cranes for every project at any place. They even have dedicated team to modify when necessary available cranes for our needs when necessary to save us cost and time for mobilizing equipment from other sites or areas.

We work around the clock too; 20 hours, two shifts of 10 hours each in order to always meet our commitments. For our client in Maydan project in Dubai, we managed to finish 200,000 m<sup>2</sup> of Dynamic replacement works within 6 weeks including the mobilization time. No other techniques can perform such work with same or less duration.

At the moment, we have a very interesting project for the Saudi Ministry of Interior as part of KAP4 project, a security project in salbukh area in Riyadh, Saudi Arabia. The existing ground is made of rock but the contract has to raise the ground by up to 7.5 m of fill material using the conventional roller compaction method with high quality material. We proposed to use the Dynamic compaction method to compact the full 7.5 m of fill at one go with even cheaper material without strict specifications; so the contractor can dump all of the material on site in one go and then we compact it all together and provide liability for the design of foundations. Our contract is to finish 200,000m<sup>2</sup> within three months and we are ahead of the schedule with one crane only. The contractor was so happy with the

performance of work so they have introduced us to all their projects with similar conditions. At the moment we are working on 4 different sites with same contractor.

We have proposed to use on one site the Rapid dynamic compaction (RDC) method which is a Dynamic compaction method but with less energy that is applicable for shallow treatment and produce much less vibrations. RDC machine produce twice faster than DC and can work close to existing structures. On some projects we use the combination of two machines in order to achieve faster schedule.

SP: What do you see as the biggest challenge over the next 10 years?

AO: The training of staff and how to enhance their experience to become more independent. Another challenge is breaking into new markets and maintain our position in the market against the increasing competition too, with many companies trying to break into dynamic compaction. However, although the technique looks easy, the execution of work is very sensitive and require high experience and know-how to successfully complete projects.

SP: Finally, what do you do to relax?

AO: I have a wife and three daughters, so obviously I like to spend time with them. I've recently taken up more sporting activities too, including swimming. And of course, I like to travel ... often. I go every year all alone to a resort in Italy; it is completely cut-off from everything and helps me to recharge my batteries.