



BUSINESS AND TECHNICAL CONSULTANCY



AVCONEXPO is a global Engineering and Technology, Architecture and Design, Trading and Sourcing Solution Company. We engage with customers across their value chain helping to design, build, operate, and maintain the products and services that make them leaders and respected brands in their industries and markets.

We, AVCONEXPO enjoy the pride of providing the best engineering solutions with our pool of technical experts which include Technologist, Engineers, Architects, Energy conservator, System/Process Engineer, and other professionals.

We've been in the business for more than a decade now and have built an operation predicated on constant refinement and relentless growth.

Vision:

AVCONEXPO envisions a world where engineering and technology empower people and communities to thrive. We strive to be a global force for positive change, fostering sustainability, inclusivity, and compassion in industries and markets.

Mission:

Our mission is to provide exceptional Engineering & Technology, Architecture, Trading, and Sourcing Solutions. We partner with clients across their value chain, creating transformative solutions that uplift businesses and enrich lives. Through integrity, empathy, and collaboration, we aim to create a better future for all.

Values:

Care : The Core of our solution revolves around Caring.

Caring isn't just a choice, it's the essence of our Commitment to excellence and integrity

Belief:

We strongly believe in the magic of positive energy.

It's this belief that powers our journey, transforming every effort into a step closer to success.

OUR SERVICES



**BUSINESS AND TECHNICAL
CONSULTANCY**



**PROJECT
MANAGEMENT**



**ARCHITECTURE AND
DESIGNING**



**STARTUP
ACCELERATOR**



**TRADING
& SOURCING**



**WASTE
MANAGEMENT**



**REVIVING
SICK INDUSTRIES**

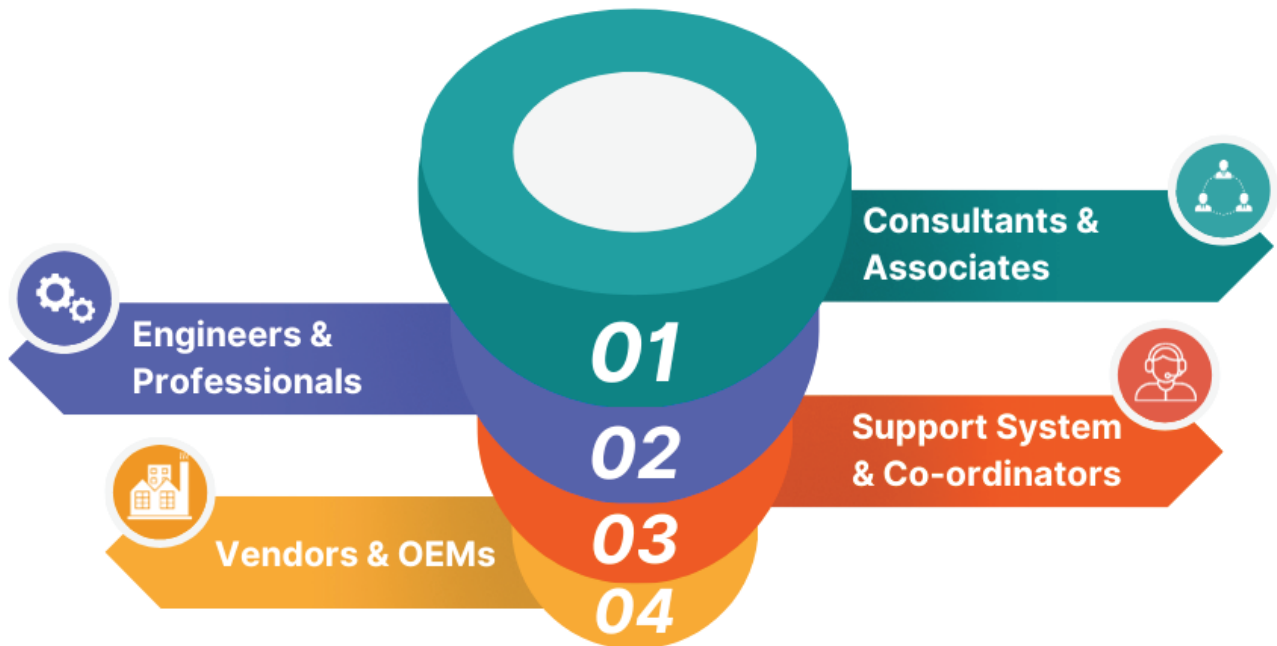


**TALENT
MANAGEMENT**



**AGRICULTURE, HORTICULTURE
& ECOTOURISM DEVELOPMENT**

OUR SOLUTION STRUCTURE



Our team at **AVCONEXPO** is comprised of **Consultants & Associates**, **Engineers & Professionals**, **Support system & Coordinators**, **Vendors & OEMs**. We work together to offer customized solutions that meet the unique needs of our clients.

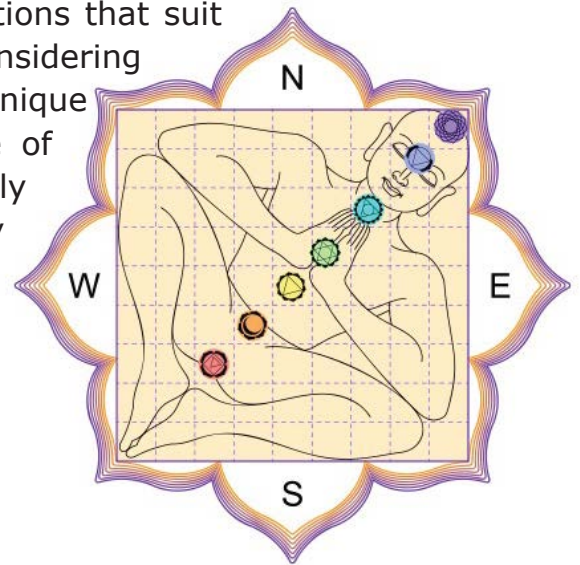
Our **Consultants and Associates** analyze the client's requirements and create tailored solutions. Our team of **Engineers and Professionals** use the latest technologies to develop and implement those solutions. Our **Support system and coordinators** ensure timely delivery and project success. We partner with top Vendors and collaborate with best **OEMs (Original Equipment Manufacturer's)** to deliver innovative and scalable solutions.

Our team structure adds value by providing diverse perspectives, expertise, and collaboration.



OUR DESIGN PRINCIPLES

Our architecture team strives to create design solutions that suit the needs of the client and the community while considering their effects on the environment. Each design is unique and is made keeping in mind the ancient science of Vaastu to deliver a design that not only is aesthetically pleasing but is also beneficial to the client in every aspect – mind, body, and soul



DESIGN PRINCIPLES

- *Vaastu compliant*
- *Climate responsive design*
- *Aesthetic*
- *Environmental friendly*
- *Pedestrian friendly*
- *Human comfort*

Quality

- *Assurance and Control*

Moral

- *Workman, Community and Country*

Productivity

- *Overall factory efficiency*

Safety

- *Human, Environment and OHS*

Legal

- *Law of the Land*

Cost

- *Lower Conversion Cost*



PROCESS

1

CONCEPTUALIZATION

Project conceptualization is the initial process of designing a project that leads to project concept documents. The project concept is the basis on which the interest of potential investor is secured.



2

FEASIBILITY STUDY

- Market Viability
- Technical Viability
- Business Model Viability
- Management Model Viability
- Economic and Financial Model Viability
- Exit Strategy Viability



3

COMPATIBILITY STUDY

We ascertain the competency/capability of an Entrepreneur/Firm for the project. Business capability analysis is the assessment of individual business capabilities models to evaluate their strategic importance, business process maturity, resource adequacy, level of IT support, and cost factors.



4

RISK ASSESSMENT

We explore how the assessment process enables an organization, or a group of organizations, to identify risks and determine the severity of each risk. Through this process, they can explore solutions to reduce the impact of the risks.





BUSINESS/PROJECT PROPOSAL

We provide the documents which include all relevant aspects of the business/project.

5



CAPEX ARRANGEMENT

We provide solutions for capital investment through financial institutions locally as well as internationally.

6



EXECUTION

We provide project management, vendor management, and sourcing services for the right and worthy plant and machines. Additionally, we also provide installation and commissioning services for the project.

7



OPERATIONS & TRAINING

The process involves training local personnel to operate independently within a specified timeline, with the help of experts. This enables the establishment of independent local management.

8

AVCONEXPO AS CONSULTING PARTNER

Our Expert Teams

At Avconexpo, we believe in the power of a **proficient and specialized team** to drive the success of every project. We take pride in presenting our dedicated teams, each with a unique set of skills and experience to save, secure and streamline your Project:

- **Process Experts**

Our process experts are Legendary in the **respective industry** with deep understanding and experience in optimizing the Setup. They bring **unparalleled efficiency** to your project, ensuring that every process is streamlined for **maximum productivity** and **resource utilization**.

- **Engineers and Professionals**

Our team of skilled engineers and professionals are at the forefront of **technological advancements**. They bring a wealth of technical expertise with their **cost effective and energy efficient design** to your project, ensuring that every aspect is executed with precision and innovation

- **Architecture, Structure, and Design Team**

Creativity meets precision for flow management of man, machine, material, and method with our architecture, structural, and design team. They bring a keen eye for detail and a commitment to turning ideas into **aesthetically pleasing** and **efficient design** keeping in mind OHS, Human Safety and Product Safety.



- **Project Management Team**

Our project management team ensures **seamless coordination, timely delivery, and transparent communication** throughout the project lifecycle. They are adept at overcoming challenges and keeping your project on track.

- **Cost Accounting and Finance Team**

The financial aspect of your project is in safe hands with our cost accounting and finance team. They meticulously **analyze costs, optimize budgets**, and provide a clear **financial roadmap** for your project. Avconexpo will also provide you 5 years financials with all the variables and aspects, which will act as a Bible for your Project.

- **Research and Report Writing Team**

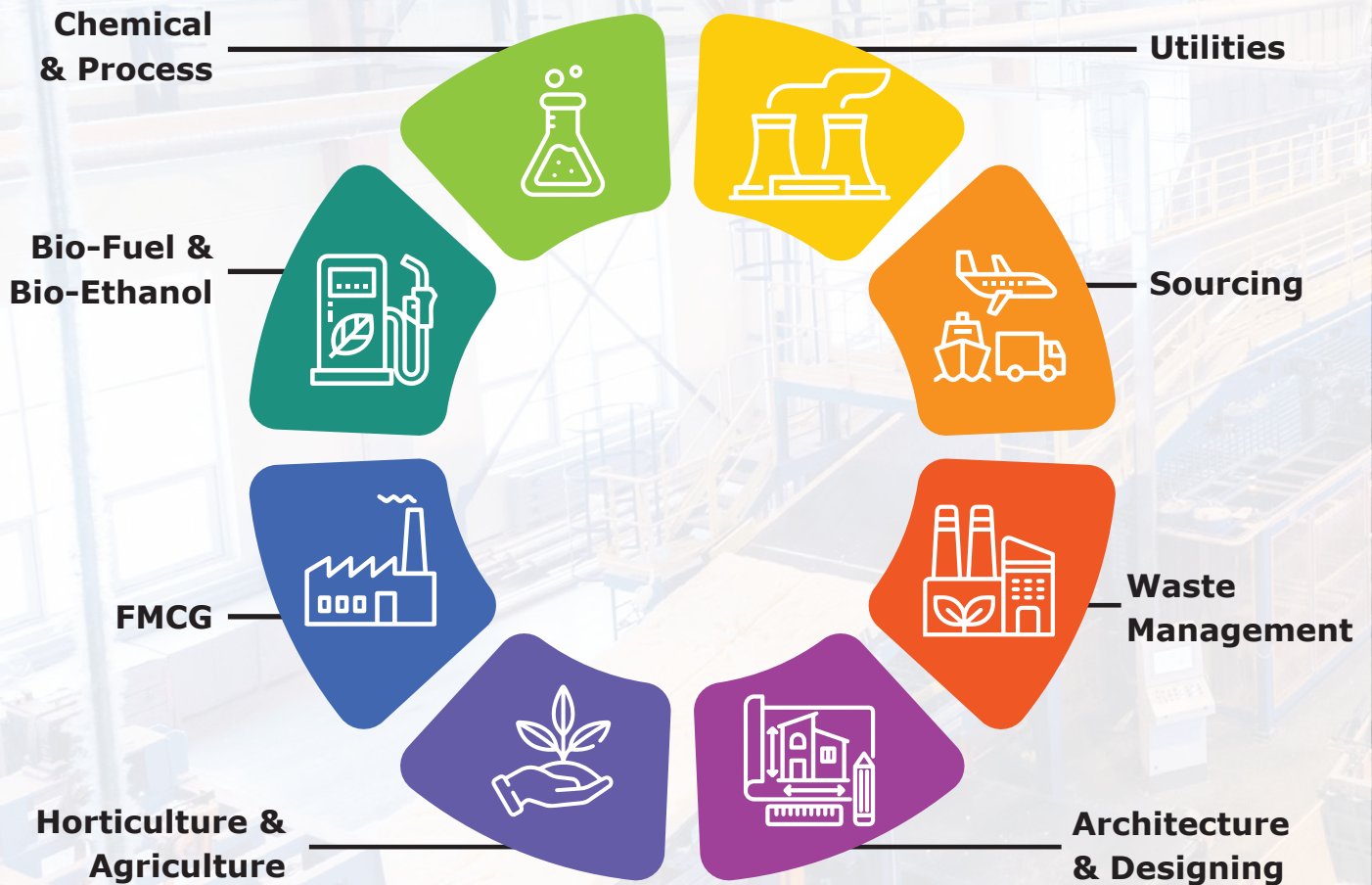
For projects requiring in-depth analysis and comprehensive reporting, our research and report writing team is dedicated to delivering **Insightful documentation, Desktop Research, Field Research, Data Research** for Similar Industry from Similar Geography and Strategic insights.

- **Advanced Management Tools Handlers**

We leverage management tools to enhance selection of technology of plants and equipments, reducing black boxes. Our team is well-versed in utilizing tools such as **FMEA, MP, EM, DCP, IFC, HACCP, HAZOP** etc. to optimize the process and converting all operational control points in the design itself.



OUR EXPERTISE



Our team of experienced professionals and engineers have the skills and knowledge to work with industry and provide solutions that meet their specific needs and requirements.

We encourage you to kindly visit our website or contact us to learn more about how **AVCONEXPO** can help your business.

TERMS OF REFERENCE FOR TECHNICAL & BUSINESS CONSULTANCY

- The Consultancy Firm will be the creator and designer of the complete plant and will be responsible for landing the turnkey project successfully.
- The Consultancy Firm will coordinate to ensure and assure the best integration of all facilities by theme plant with the selection of the right technology, right supplier, and right human resources.
- The Consultancy Firm will act as a facilitator, coordinator, and monitor all the resources in terms of various consultants, suppliers of various machines and equipment, and contractors, to the company and will guide the company to negotiate and finalize with a win-win situation.



Land and Building

- Advising and monitoring land selection, uses, compliance, site survey, and soil Investigation.
- Designing and preparation of the integrated master plan of the complete factory with buildings and warehouses with optimum flow management and ease of operation.
- Advising and monitoring the compliance of land development and buildings
- Designing and advising on-site protection and firefighting system for a complete setup.
- Advising on construction and building material for warehouses, structures, and foundations.
- Designing and advising on the communication and traffic flow management of man, machine, and material.
- Designing and preparation of detailed drawings for architecture, structure, MEPP, landscaping, and tender documents.



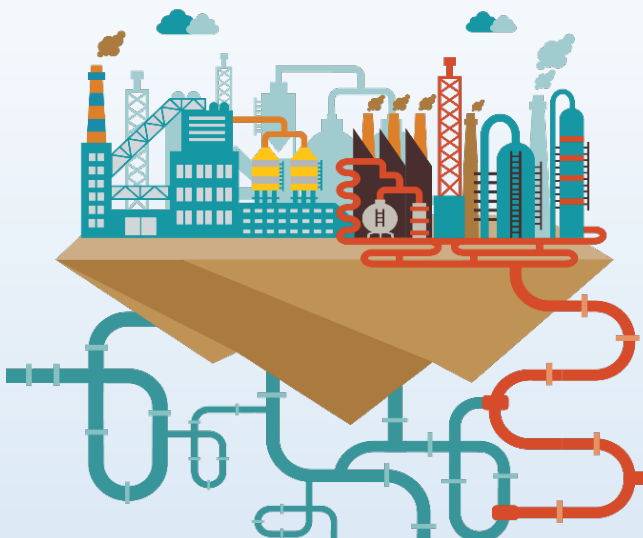
Plant and Equipment

- Designing technical solutions by pre-project management, technical analysis, and viability assessment
- Detailed engineering for the latest technology, operational efficiency, and ease of implementation and integration.
- Vendor recommendation, evaluation, and management for technical governance and compliances.
- Monitoring and supervising, installation and commissioning till commercial production.
- Arranging, training, and setting up all the human resources from operator level to functional heads.



Electrical, Mechanical, Instrumentation and Ancillaries

- Designing and engineering electrical systems from HT, substation, distribution panels, and power factor.
- Designing, sizing, and preparation of layout for electrical and signal cables, switch gears, control panels, and terminals
- Designing and engineering earthing grids for humans, machines, and weather.
- Designing on complete lighting of the factory.
- Designing, engineering, and preparing of layout for the distribution and collection system of products, steam, chilled water, cold water, water, compressed air, condensate water, effluent, and solid waste.
- Designing and preparation of layouts for pipe bridges, trenches, overpasses, and underpasses.



Utilities

- Designing, engineering, and advising on material handling and weighing equipment resources.
- Designing and engineering of generation/production plants/equipment for steam, chilled water, cold water, compressed air, water, and effluent.
- Designing and engineering of fire management system with hydrant and extinguisher.
- Designing, engineering, and advising on storage (warehouse, silos, and tank farms) and stacking system.

- The Consultancy Firm will arrange to arrive at the exact requirement of process, technology, machines, and equipment by pool experts (Engineers/Professionals) and tools as under,

- *Relevant Process Experts.*
- *Civil.*
- *Mechanical.*
- *Electrical.*
- *Electronics.*
- *Automation.*
- *Instrumentation.*
- *FMEA, MP, EM, DCP, IFC.*
- *Energy conservator.*
- *Safety Managers (HS, OHS).*
- *HACCP, HAZOP.*



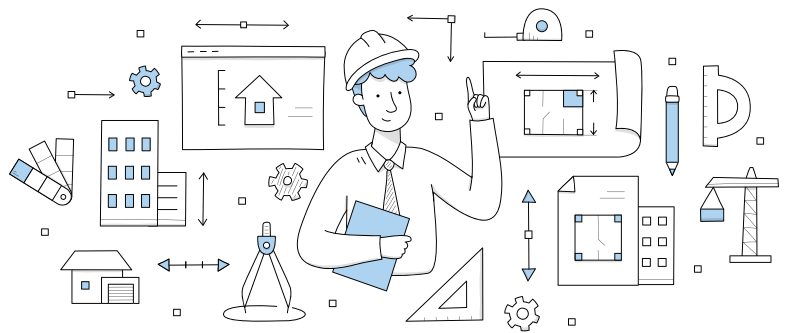
- The Consultancy Firm will invite competitive quotes from the suppliers to facilitate apple-to-apple comparison and The Consultancy Firm will guide the evaluation committee during evaluation of the offer in accordance with the technical and financial point of view.
- The Consultancy Firm will coordinate the resource to assess the environmental impact on the project and consider the following during the design & supervision phase: -

- *Existing baseline environmental conditions.*
- *Potential environmental impacts are both direct and indirect.*
- *Including opportunities for environmental enhancement.*
- *Design proposals to protect the environment.*



- The Consultancy Firm will direct to determine the space needed for each project component in view of the enrollment/capacity evolution within the coming years and guide to prepare a master plan including spatial orientation of the project site and necessary utilities with the best operational flow management.
- The Consultancy Firm will be the resource for the preparation of the following documents taking into consideration the relevant and local specifications of the country where the project is located:

- *Concept.*
- *Detailed architectural drawing.*
- *Detailed structural drawings.*
- *Detailed electrical drawings.*
- *Detailed mechanical drawings.*
- *Technical specifications.*
- *Bill of quantities.*
- *Detailed list of furniture and equipment for the project.*



Note: -

- *Drawings should include Design / Working drawings.*
 - *The Consultant shall coordinate to conduct a site survey and soil test appointed by the client on the site to determine its bearing capacities prior to conducting the structural design of the project.*
- The Consultancy Firm will direct the resources to ensure the preparation of any other document necessary for the tender process & construction permit.
 - The Consultancy Firm will direct, coordinate, and monitor the procurement plan of the project in coordination with the executing and implementing agencies.
 - The Consultancy Firm will coordinate, guide and help to design and develop the packaging materials (primary, secondary, and tertiary) both flexible and rigid with resources, The Consultancy Firm will coordinate to design and develop the artwork and 360 Degree marketing strategies with resources.

- The Consultancy Firm will direct and coordinate the integration of the activities of project operations, to ensure that project efforts are cohesive, consistent, and effective in achieving agreed project implementation plans within approved budgets and timelines.
- The Consultancy Firm will coordinate to recruit, select, and develop project team members as per the rules in vogue.
- The Consultancy Firm should guide to select the necessary supervisory staff to be employed during the period of implementation and execution of the project.
- The Consultancy Firm will direct and ensure the right supervision with close monitoring/coordinating of installation, fabrication, construction, and contract management
- The Consultancy Firm will monitor the performance of various contractors, consultants, partners, and service providers to whom the project activities are outsourced.
- The Contractors and other appointed consultants' proposed implementation schedule shall be reviewed thoroughly by The Consultancy Firm. Interrelations between the various activities shall be carefully reviewed particularly with respect to time allocation, commencement, and completion dates. At the end of this procedure, an agreed implementation schedule should be provided by the contractors and other consultants to the satisfaction of all parties.



- The Consultancy Firm will coordinate with the client representative to check, approve, reject, and record, as the case may be, inter alia, the following:
 - *Contractor(s)' construction plant and equipment.*
 - *Materials of construction.*
 - *Concrete testing, procedures, and results.*
 - *Construction of site works, concrete structures, steel structures, finishing, mechanical & electrical works, and other utilities as required.*
- It is of utmost importance that the progress of the works is in accordance with the programmed implementation schedule since the timely implementation of the project necessitates strict adherence to the approved timetable. The Consultancy Firm will keep the beneficiary advised continuously as to work progress. If any deviation from the implemented schedule occurs, The Consultancy Firm will inform the beneficiary about the necessary measures to be taken to avoid dalliance of the project.
- It will be the responsibility of The Consultancy Firm to coordinate all operations on behalf of the beneficiary so that the work of the contractors and suppliers is carried out in a proper workmanship and expeditious manner and in accordance with the contract documents.



OPTIONAL

With another mutual agreement The Consultancy Firm will arrange to run the business for six months to one year and it will include.

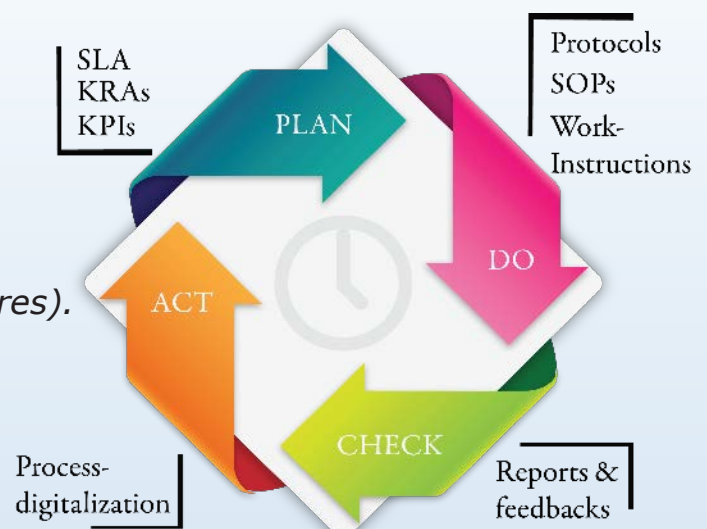
- *The Consultancy Firm will direct and guide to develop and plan the marketing strategies and trade management.*
- *The Consultancy Firm will direct and guide to establish the whole supply chain i.e., from supplier to shelf/customer.*
- *The Consultancy Firm will set up the whole supply chain from supplier to customer.*
- *The Consultancy Firm will be the resource for arranging, training, and setting up all the human resources from the operator level to functional heads.*



SYSTEM SET-UP

The PDCA Cycle

- *SLA (Service Level Agreement).*
- *KRAs (Key Result Areas).*
- *KPIs (Key Performance Indexes).*
- *Protocols.*
- *SOPs (Standard Operating Procedures).*
- *Work Instructions.*
- *The PDCA Cycle.*
- *Reports & Feedbacks.*
- *Process Digitalization.*



BENEFITS OF CHOOSING AVCONEXPO

- **State of the Art Design (Optimum Project Cost)**
Beyond delivering top-notch quality with cutting edge technology, we understand the importance of cost-effectiveness. Our **state-of-the-art** design processes are geared towards **maximizing efficiency** without compromising on excellence, resulting in substantial cost savings in the project capital of up to **25% or even more**.
- **Intellectual Property Protection**
Your project's intellectual property is a priority for us. We employ robust measures to **safeguard your unique ideas, designs, and innovations**, providing you with peace of mind and security.
- **Lower Conversion Cost**
Through a combination of **innovative design, efficient processes, flow management and strategic cost management**, we guarantee a lower conversion cost for your project. This means achieving your goals without unnecessary financial burden.
- **Timely Delivery Assurance**
We understand the importance of project timelines as time equals money in Project. With efficient decision making and adequate cash flow management, we assure and ensure your Project gets **completed** promptly in said timeline **saving you valuable time and resources**.
- **Easy Operability and Maintainability**
Our designs prioritize **user-friendly interfaces and easy maintainability**. This not only enhances the overall operability of the project but also **reduces long-term operational costs**.
- **Vendor Negotiation Support**
Choosing Avconexpo means gaining a strategic partner in **supply chain management and vendor negotiations**. Our expertise in the industry allows us to negotiate favourable terms, ensuring you get the best value for your investments.



INVESTOR

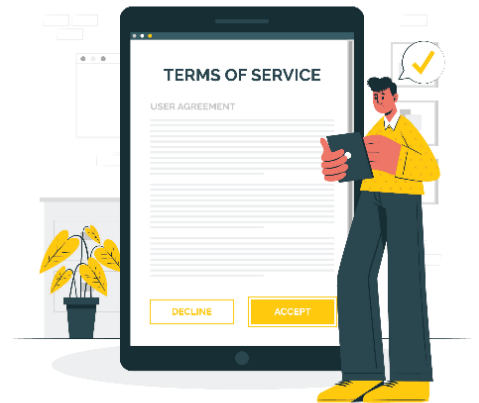
INVOLVEMENT & SCOPE

- *Business Vision and Forecast.*
- *Business Plan Approval.*
- *Provide required resources and support.*
- *Participation & Approvals in critical decision points.*
- *Periodic inspection of works progress.*
- *Take over business operations after commissioning.*



TERMS OF REFERENCE

- The Investor shall provide all necessary information to The Consultancy Firm for the purpose of conceptualization and actualization of the vision.
- The Investor shall approve the business plan which will act as a project reference during the implementation stage.
- The Investor shall avail themselves of the required funds for the project on a timely basis as provided in periodically reviewed cash flow plans and or demand necessitate.
- The Investor shall provide appropriate industrial land in an ideal location for the investment setup.
- The Investor shall fully participate and be available in a timely manner in all critical decision-making cycles of the project period.
- The Investor shall provide all the support within the investor's capability for the success of the project within the stipulated timelines.
- The Investor shall meet all costs incurred out of the budget plan and or any travel expenses for the project team and or any staff on official duties outside their work jurisdiction.
- The Investor shall ensure to fulfill all commitments and engagements related to this project and contract.
- The Investor shall facilitate a conducive work environment.



PROPOSAL FOR TURNKEY PROJECT STAGE WISE

Stage 1: Concept, Design, Engineering
Project Management:

Please refer to the 'Terms of Reference.'



Stage 2: Pre-Construction and Pre-Sourcing stage:

Here complete technical proposal is ready for the authorization of the Client.



Stage 3: Quotation – Pro Forma Invoice –Purchase
Order – Contract – Down Payment:

As per mutually agreed terms and conditions.



Stage 4: Commencement of Construction of the
theme plant at the vendor's site and designing
engineering, sourcing of supporting plants,
equipment, and ancillaries:

*As per the technical proposal agreed upon &
authorized by the client.*



Stage 5: Concept, Design Development,
Engineering & Project Management of
land and preliminary work, site
development, and buildings.

Please refer to the 'Terms of Reference'.



Stage 6: Inspection of the progress:

*It will be as per the agreed terms and conditions,
The Consultancy Firm will do the periodical visit
and present the report*



Stage 7: Transportation of equipment at the site:

*The cost and scope will be decided once
the approximate container quantity,
and delivery time is finalized.*



Stage 8: Fabrication, Erection, and Installation.



Stage 9: Commissioning of Plant.



Stage 10: Handing over to the client for
commercial production.



OUR PRESENCE



- BURUNDI
- GUINEA
- ANGOLA
- UGANDA
- TANZANIA
- RWANDA
- KENYA
- SOUTH SUDAN
- SOMALIA
- ETHIOPIA
- DEMOCRATIC REPUBLIC OF THE CONGO

SUCCESS STORY



A green field project of 2000 tonnes per month cardboard factory "Riley Packaging Industries".



Establishing plants for

- Liquid detergent
- Glass factory
- Non-woven bags



Reducing the conversion costs by 14% with an input of USD 21 million solutions.



Green fields for TASCOS INDUSTRIES

- Edible oil, soaps and fats
- Dairy
- Juices



Executing a dairy project of capacity 100,000L per day production.



- A detergent plant of 120 TPD in Dar Es Salaamin
- Revived oil refinery and soap plant in Dar Es Salaam



Energy conservation solutions in Fresh Dairy for 175 milk collection centers.



Revived a semi installed edible oil plant to commercial production.



Continuous saponification plant for soap of 3 MTPH capacity.



Establishing an industrial park which includes Oil refinery, soap plant, fat plant.



Green field project for Mukawano Industries.

- Plastic factory with 150 injection and blow machines
- 400 TPD seed input soft oil plant with 17000T grain storage silos
- Continuous saponification plant for soap of 3 MTPH capacity



Drafted DPR for a USD 200 Million project for Bilanga Oil.



AVCONEXPO PRIVATE LIMITED

ADDRESS : 1/6/55 Sector J, Pocket 6, Sushant Golf City, Lucknow - 226030, UP, India

MOBILE NO. : +91 7860563231

EMAIL ID : consult@avconexpo.com

WEBSITE : <https://www.avconexpo.com>