

# DSI - A Proactive Approach to Utilities & Infrastructure



Drake & Scull International's IWP operations create a win-win situation for both the client and the company itself by offering services to assist from conception through to delivery

**D**rake & Scull International PJSC (DSI), a leading UAE-based end-to-end service provider of mechanical, electrical and plumbing (MEP) contracting, infrastructure, water and power (IWP) and civil contracting services, is undertaking a new strategy to assist developers in the design and early stages of projects.

Through its IWP operations, DSI has become a local pioneer for the design and build of district cooling units; sewage treatment plants; water treatment systems and projects infrastructure.

It is now offering a consultancy service to assist developers from the outset, helping to plan and prepare for all the requirements of development – from conception, through to delivery. Under the new format DSI IWP is working with the client to develop the best way forward for all the project infrastructure and utilities need.

"We're providing a proactive approach to the construction phase of a project, which creates a win-win situation for both our clients and ourselves," says DSI Executive Director of IWP, Tawfiq Abu Soud.

"We are investing in value engineering and advisory services which aid the client from the beginning, providing all solutions for the infrastructure and utilities of a project."

DSI's IWP operations provide for detailed study of a project, so advisors work with the client to establish the best way forward covering design, technical, commercial and financial considerations.

The company is currently working on a number of projects under this new format, including a project in Dubai, where DSI IWP is working with the client and consultants to establish a central cooling plant.

In the first half of 2009, the company's MEP works constituted 56% of all business; civil engineering 25% and IWP 19%. However, as DSI moves forward, it will shift its focus from MEP to IWP operations, as these services and skills are currently in more demand in the region. IWP is not labour intensive which means we can easily move to this area. Also, because DSI works on an EPC (engineering, procurement and construction) basis, the operational margins are relatively high.



JBR District Cooling Piping Culvert (under the Marina Channel)

DSI was awarded its first IWP contract in 2004, in the form of the largest District Cooling Scheme in the world at the time - the creation of the AED 300 million Jumeirah Beach Residence (JBR) District Cooling Scheme. The Contract required the highest level of attention from DSI, the design-

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and-build contractor, in order to finish the project on time and to meet the expectations of the client.

Again in 2004, DSI was awarded its second contract - the AED 440 million District Cooling scheme for Dubai Festival City (DFC). The DFC District Cooling plant was considered to be the

second largest in the world, after the JBR district Cooling Scheme, at its time; therefore the build-up of the project needed the highest level of competence and experience.

Since these two initial projects, DSI has expanded its IWP works into the MENA region and is again working on some of the largest and most important district cooling projects in the region, while continuing to expand its expertise and knowledge of the industry.

"DSI is in the process of developing new schemes to use renewable energy sources to supply district cooling units with the necessary power," Abu Soud says. "As an estimate, over 60 percent of the total power consumed within the GCC is for environmental conditioning. District cooling can help to change that ratio and allow for more efficient utilization of the power network."

"There is always room for improvement and we at DSI are well aware of the responsibility placed upon us to safeguard the environment and provide commercially viable solutions." drake&scull