

## COMPANY PROFILE

### Executive Summary

**HPM - Andreas Helmich Projects & Management CC** is a management consultancy registered as Close Corporation in Namibia. Its main expertise is the management of infrastructure-related programmes, studies and projects. The sole member of the CC is Andreas Helmich, a registered Professional Engineer. Since its establishment in January 2008, the company operates from Windhoek, Namibia.

**HPM** has become a factor in the Namibian market through its rare blend of public sector work experience with international project implementation, its management skills and first-hand knowledge of the local industry. This uniquely positions the company to provide various services in critical areas, namely:

- Support to the public and private sector in the implementation and management of infrastructure-related programmes, studies and projects;
- Training and support for small and medium size enterprises in accessing information on project management techniques and enabling them to utilize their growth potential and develop their own management skills;
- Services like project evaluation for the public and private sector in infrastructure projects and studies, participation in procurement of service providers, design of construction and rehabilitation projects, contract management and administration, budgeting and financial control of infrastructure programmes, studies and projects;
- Building capacity and transferring skills to young namibian engineers and technicians to enhance the self-sustainability of the sector.

**HPM** offers professional services through strategic partnerships and working agreements with local and international specialists and consultants. The advantage of the company is its distinctive approach using the latest project management concepts and technology. Additionally, it is building capacity through skills-transfer to Namibians at all levels of its operations. In its efficient, accountable and ethical approach, the company is a reliable business partner to all its clients.

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## 1. The Company

The core business of **HPM - Andreas Helmich – Projects & Management CC** is to provide programme and project management, project related information and development services to the private and development sector. It also transfers skills through programme and project management, dedicated publications and by training. As a small and flexible enterprise, the company offers demand-driven, market-related services cost-effectively and on short notice.

The company focuses on the civil construction industry, with special emphasis on road construction and rehabilitation programmes and projects.

The vision of **HPM** is:

*“To become the market leader in programme and project management services for the Namibian private, public and development sector”*

### Mission

In line with the above vision, the following business objectives are contained in the mission:

*“To provide programme and project management knowledge by using advanced, quality-enhancing methods supported by state-of-the-art technology in accordance with industry standards and sector principles, thus contributing to our clients’ prosperity. This is done with the aim to achieving safe and efficient contract management, thereby promoting economic growth in Namibia”*

### Credo

The above goals are fostered by the credo:

*“Those who think it cannot be done should not interfere with those who are doing it”*

## 2. Situation Analysis

Sadly, the majority of programmes and projects are not completed on time, causing severe financial consequences to the involved parties. The Namibian experience shows that more often than not completion is not delayed because of external influences (e.g. scope creep, inclement weather, etc.), but due to poor planning and/or management, reworking of sub-standard work, etc.

**HPM** offers services aimed at enhancing the capacity of the Namibian public sector, parastatals and consultants as well as small and medium-size contractors, which now constitute the majority of the industry after many big contractors have returned to South Africa due to the construction boom in preparation of the 2010 Soccer World Cup.

The services seek to optimize the programming of work tasks and to reduce the percentage of works components not matching the specified quality. Using the services of the company will unleash an enormous growth potential in the context of the currently extreme scarcity of expertise and experience in projects worth over N\$ 100 million. In view of the above, Andreas Helmich has decided to bundle his diverse skills in a company to offer cost effective, flexible and sustainable services to the entire sector.

### 3. The Concept

The concept of **HPM** differs from the traditional programme and project management currently practiced in the region. Using new software features, the company provides advanced contract management services to players in the Namibian market who are currently trying to expand in order to fill the gap left behind by foreign companies. However, their sustainable growth is hampered by the lack of qualified personnel. **HPM** is able to provide this important management expertise. Its advanced and holistic programme and project management concept provides better and predictable project progression and reduced project completion times. In short: It increases the client's efficiency.

Based on his eight-year working experience in Namibia, Andreas Helmich has recognized the demand for a small and flexible company that can respond fast, professionally and cost effectively to the needs of clients. These needs range from support in programme and project management, educational programmes requiring the service of only one person, to the need for larger comprehensive programmes for which his company will join forces with a team of experts.

The company delivers this concept from its office in Windhoek as an external partner to management teams of contractors, consultants and public sector entities. At the moment, it facilitates programme and project management for clients in the Windhoek area; however, expansion to cover the coastal and northern regions and ultimately the entire country is envisioned.

## 4. Competitive Edge

The primary advantage of the services provided by **HPM** is that no other organization in Namibia offers them. Clients often utilize their own staff, which is not available in sufficient numbers at this stage to cope with the expansion opportunities. The software of **HPM** is well known and widely used in the industry, but it is usually underutilized due to lack of formal training and knowledge, a deficit **HPM** will tackle.

With a total of ten years of experience in road infrastructure projects (two years in the construction industry and eight years in the Roads Authority in Namibia), Andreas Helmich has a wealth of experience and a sound understanding of sector needs. This accumulated knowledge allows the creation of new, innovative and holistic programmes to fill this considerable market niche.

Capacity constraints and lack of expertise often hamper successful implementation of programmes and projects. With the practical experience of Andreas Helmich in the road sector, his understanding of the problems on the ground and his ability to implement workable solutions for companies, **HPM** is building a name for itself for its ability in supporting clients to implement projects and programmes successfully.

## 5. Management and Organization

### 5.1 Objectives

- To grow the business by offering holistic programme and project management services and related educational programmes tailored to the needs of the individual client;
- To provide cost effective services for the entire sector and engage in flexible partnerships with other service providers and consultants, whenever beneficial for the client;
- To create employment for Namibian staff members;
- To transfer skills through training of Namibians as part of internal training as well as training of client personnel during programme and project implementations;
- To enable clients to expand and utilize their own growth potential through optimized management concepts, easing the impact of the shortage of skilled staff;

To be recognized by the public sector, the industry and the development sector as a reliable and professional partner and service provider.

## 5.2 Services

To reach its goals and objectives, **HPM offers** a variety of services for which a high demand has been identified. The company will provide:

- Support in the implementation of infrastructure and related projects and programmes. Additionally, monitoring and reporting on the physical and financial progress and success is provided.
- The company focuses on enterprises and organizations in need of support. All services aim at saving costs to clients by state of the art programme and project management. The quality assurance increases the clients' efficiency and enables them to unleash their growth potential;
- Participation in tenders related to the core area of competence, such as road construction and rehabilitation programmes and projects as external partner to public sector entities. The company also partners with small and medium size enterprises entering the market as well as established companies lacking experienced project management personnel.
- Training and capacity building of Namibians through training of programmes, project and contract managers and field staff in programme and project management related techniques;
- Development of programme and project management strategies and publications to improve the understanding of new concepts.

## 5.3 Management

Andreas Helmich will manage the company in an efficient, accountable and ethical manner in all its operations and businesses. As his core expertise lies in the technical field, he obtains specialist support in non-technical fields such as legal, accounting and finance, marketing and advertising and information technology to ensure not only effective but also correct management of the company in terms of compliance with all Namibian laws and regulations.