



Co-located with:



Introducing:



18 – 21 FEBRUARY 2023

RIYADH FRONT EXHIBITION AND
CONFERENCE CENTER (RFECC)

INDUSTRIALIZE CONSTRUCTION FOR VALUE ENGINEERING

Eng. Christos Emmanouilidis

Chief Customer & Commercial Officer
DANAOS Projects

Project Management Talks | 18/02/2023

www.thebig5saudi.com



Christos Emmanouilidis



- MSc in Civil Engineering
- Certified Construction Manager
- Certified ISO External Auditor
- 25+ Experience in Digitalized Projects Management
- Corporate Executive in DANAOS Group
- Project Cost Control and Quality Management Expert

**Chief Customer & Commercial
Officer**

Who we are?

danaos



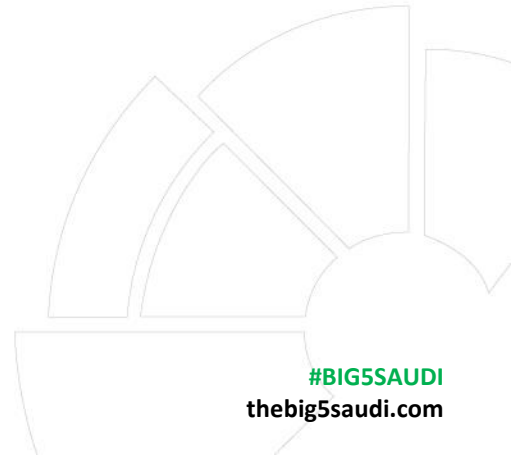
DANAOS Projects is an international ConTech and Field Service Management (FSM) Software Provider that pioneers in Digital Construction and FSM software providing real answers to Cost Control and Resources optimization along with Field Service Management, Asset Management and Project Documentation.

We are part of DANAOS Groups, one of the largest Groups in SE Europe, HQ in Greece.



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thebig5saudi.com

Setting the Scene



The construction industry employs about 7% of the world's working-age population and is one of the world economy's largest sectors, with \$10 trillion spent on construction-related goods and services every year.

McKinsey Global Institute industry digitization index; 2015 or latest available data

Relatively low digitization  Relatively high digitization

● Digital leaders within relatively undigitized sectors



¹Based on a set of metrics to assess digitization of assets (8 metrics), usage (11 metrics), and labor (8 metrics).

²Information and communications technology.

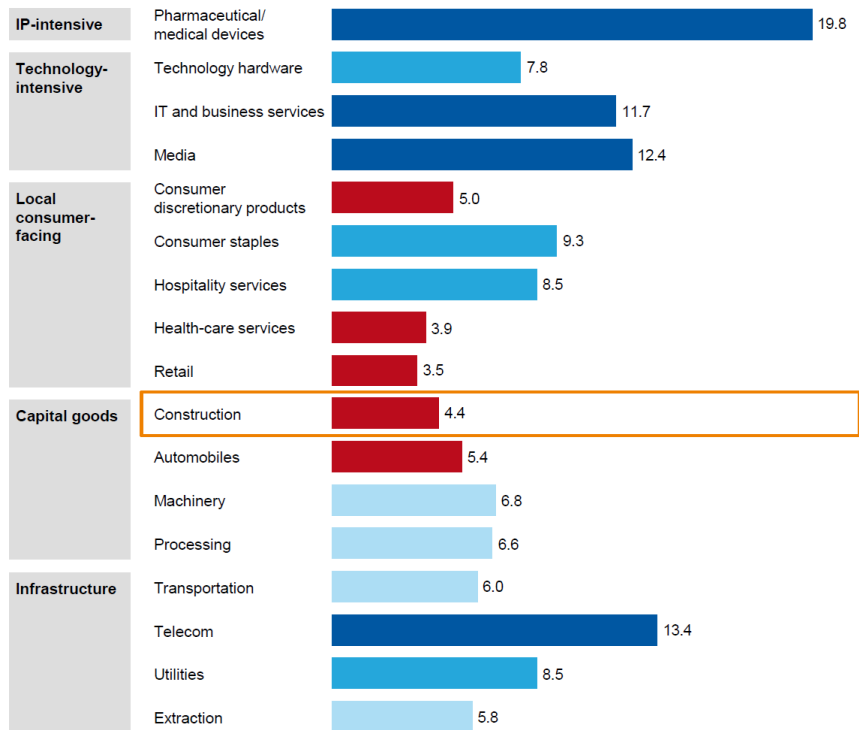
Source: AppBrain; Bluewolf; Computer Economics; eMarketer; Gartner; IDC Research; LiveChat; US Bureau of Economic Analysis; US Bureau of Labor Statistics; US Census Bureau; McKinsey Global Institute analysis

The construction industry has relatively thin—and volatile—profit margins, which are in the bottom quartile across industries

The construction industry has bottom-quartile profit margins

Average profit margin
NOPLAT over sales, %

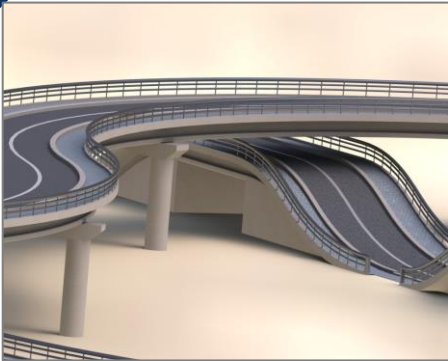
■ Top quartile ■ Second quartile ■ Third quartile ■ Bottom quartile



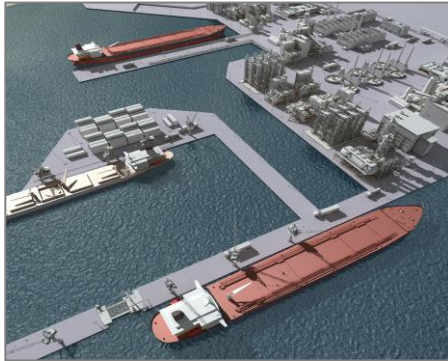
SOURCE: McKinsey Corporate Performance Analysis Tool; IHS; US Bureau of Economic Analysis; US BLS; McKinsey Global Institute analysis

No more Buildings? No more EPC Projects?





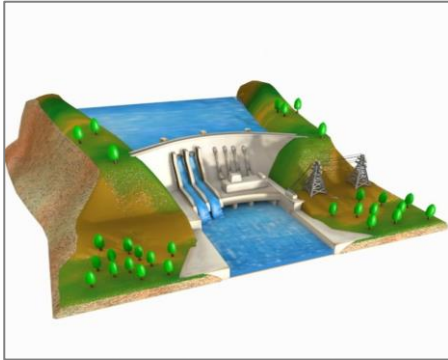
Transportation



Coastal and Port



Energy



Hydraulic

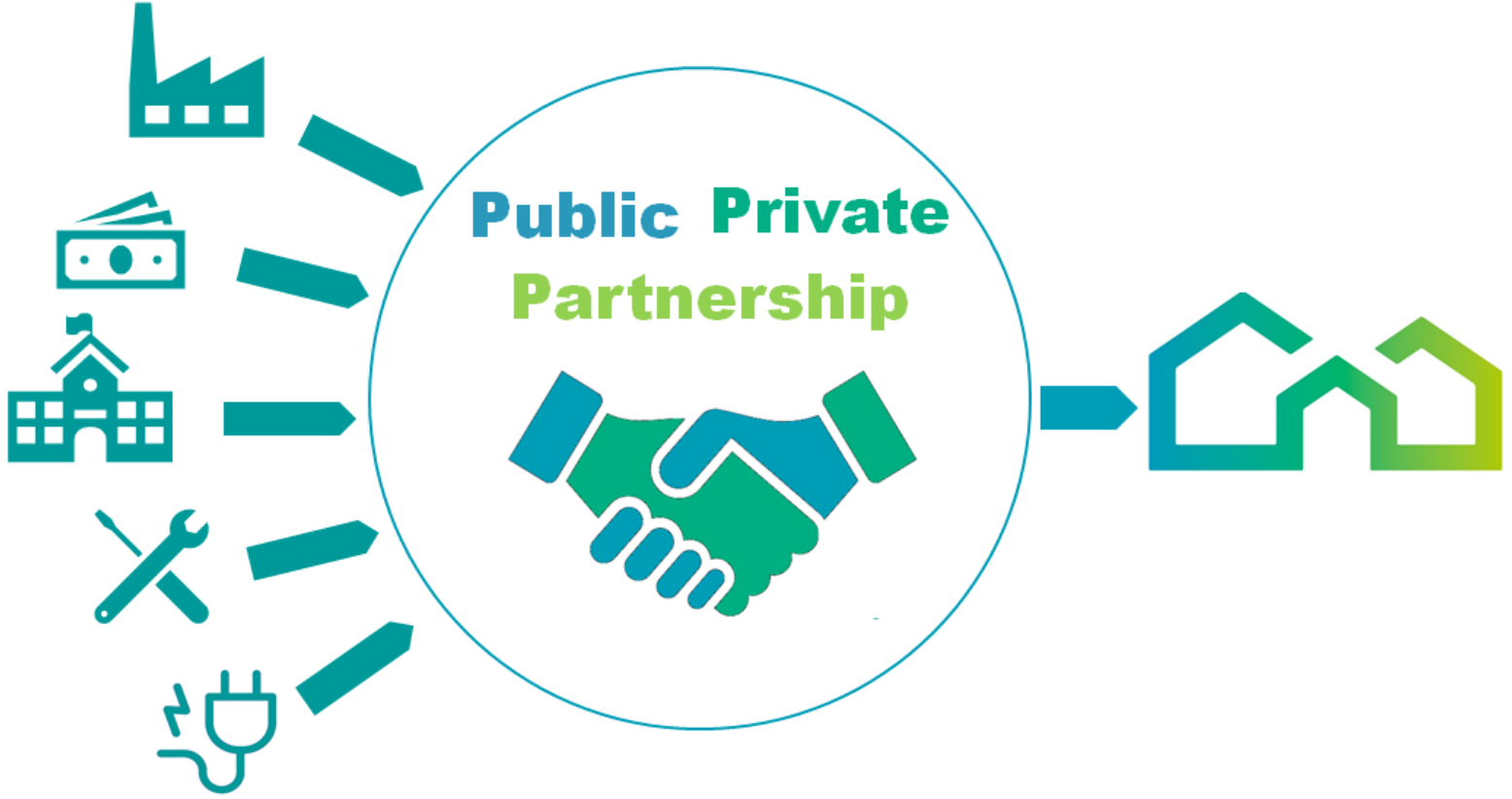


Underground



Waste Management

Changes ...



What is Required?



1. Invest in People! Your People
2. Money – Equity/Cashflow
3. Synergies – Minimize Risk
4. Technology – Control/Evolve
- 5. Culture - Sustainability**



People is your asset

It's very costly for your business to hire low-salary employees. It's even more costly to disable training and open mildness ...

... Great Minds. Great Incentives. Great Works.



Entrepreneurship



Transparency and Corporate GOVERNANCE
create ATTRACTIVE Companies for funding
and credit ...

... to TRUST!



Partners - Synergies

Exchange your industry-niche expertise and your market knowhow –as a stake- to enter with a Partner into a new market ...

... dilute RISK



Avoid Tech Insourcing



You tried to fix it by yourself,
and you end up here

it didn't work out **100**

You went elsewhere,
and you end up here

they couldn't fix it **200**

You came **directly** here to fix it!

20



WHY?

WHY SYSTEMS

One Size doesn't fit all!

FAIL!

Limited Customization ... to none!

Limited Localization (eg. Language – BoQ in .xls)

People's Encouragement

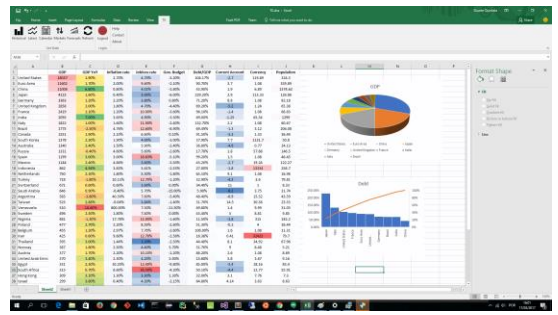
Business Continuity-Support

Management Support



misalignment between the
planning of the **work in the
office** and the execution of the
work in the construction site

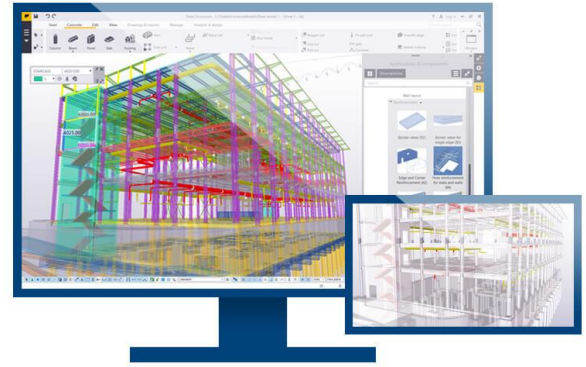
Excel ON STEROIDS! Still not DB software



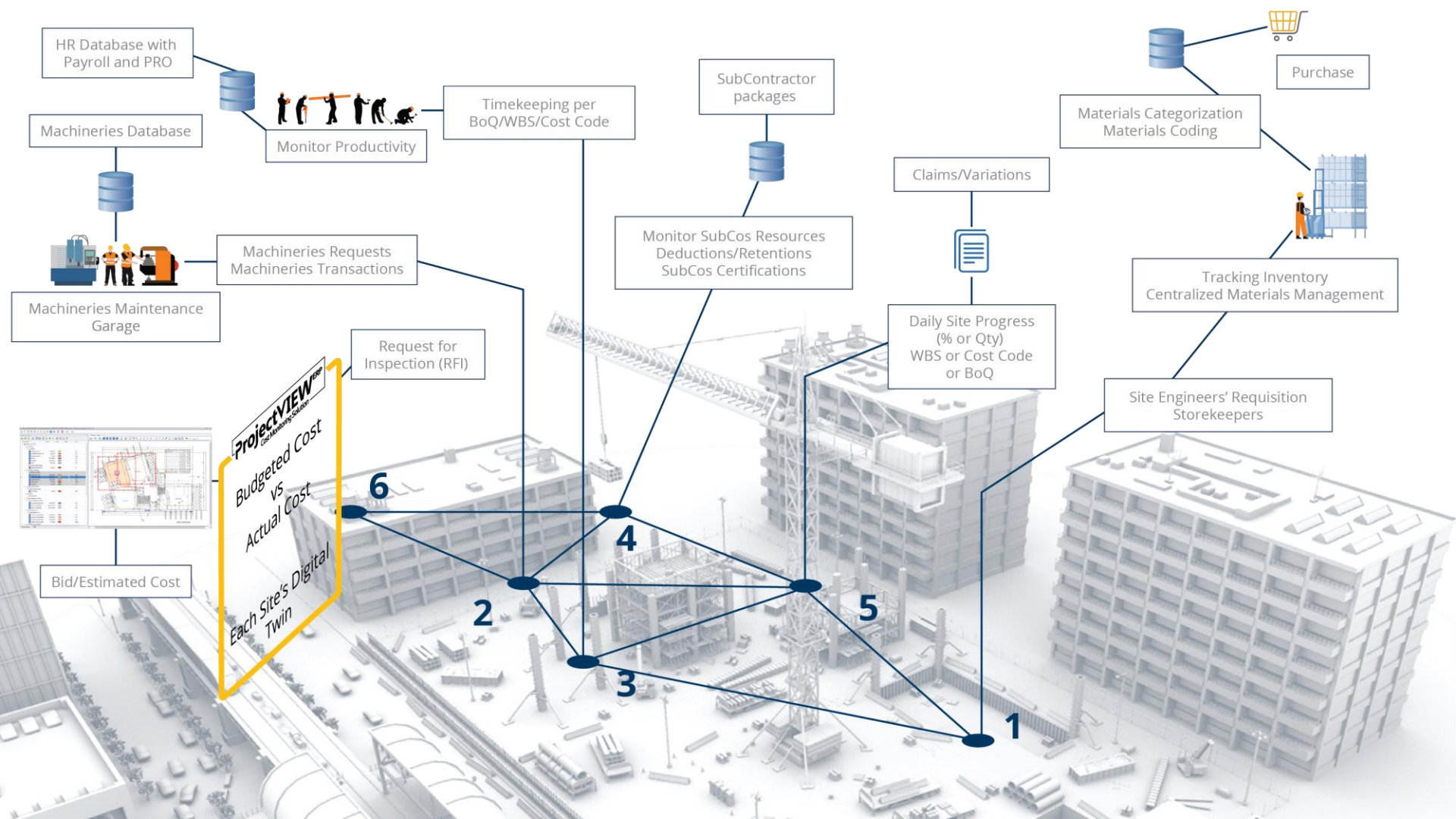
**ONE Person
Owns the
Knowledge**



Any ERP

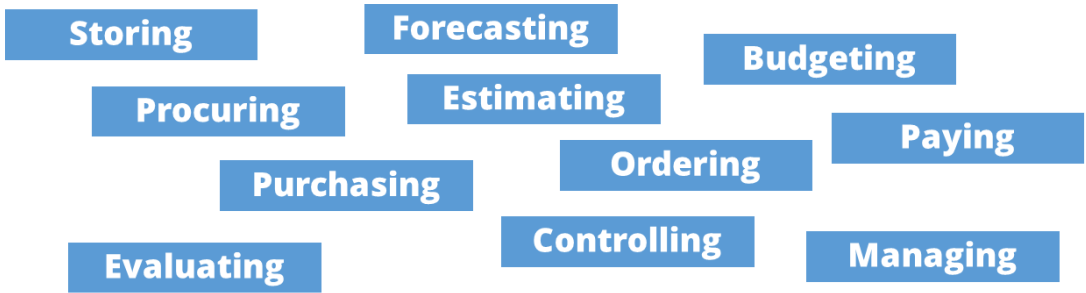


**Because hindsight
beats insight**



Industrialized Construction

STANDARDIZED Construction
DIGITALIZED Construction



MATERIALS

MACHINERY

LABOR

SUBCOS

- ▶ Codes/CSI
- ▶ Tags
- ▶ Suppliers
- ▶ Agreement Types
- ▶ Evaluation Criteria
- ▶ BoQ/Cost Code/WBS

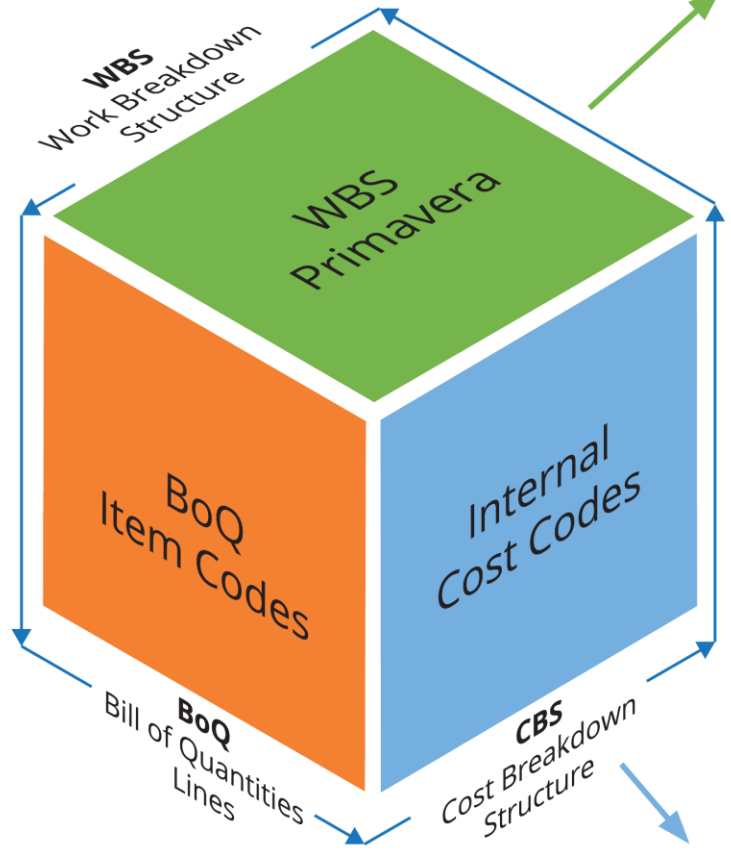
- ▶ Types
- ▶ Items
- ▶ Availability
- ▶ Usability
- ▶ Retrofit Value
- ▶ BoQ/Cost Code/WBS

- ▶ Specialties
- ▶ Timekeeping
- ▶ Qualifications
- ▶ Contract Types
- ▶ Country Regulations
- ▶ BoQ/Cost Code/WBS

- ▶ Divisions/Packages
- ▶ Contracts Mgt.
- ▶ Deductions
- ▶ Certifications
- ▶ Evaluation Criteria
- ▶ BoQ/Cost Code/WBS

Concept

Project's SPECS



Schedule of Works

DANAOS ProjectVIEW ERP provides a comprehensive interconnectivity to assure omnipresent Projects Performance by unifying **WBS and BoQ item codes under Company-wide Cost Codes**

Cost

ONE System



DANAOS Projects Value Proposition



ProjectVIEW



ProjectVIEW^{ERP}

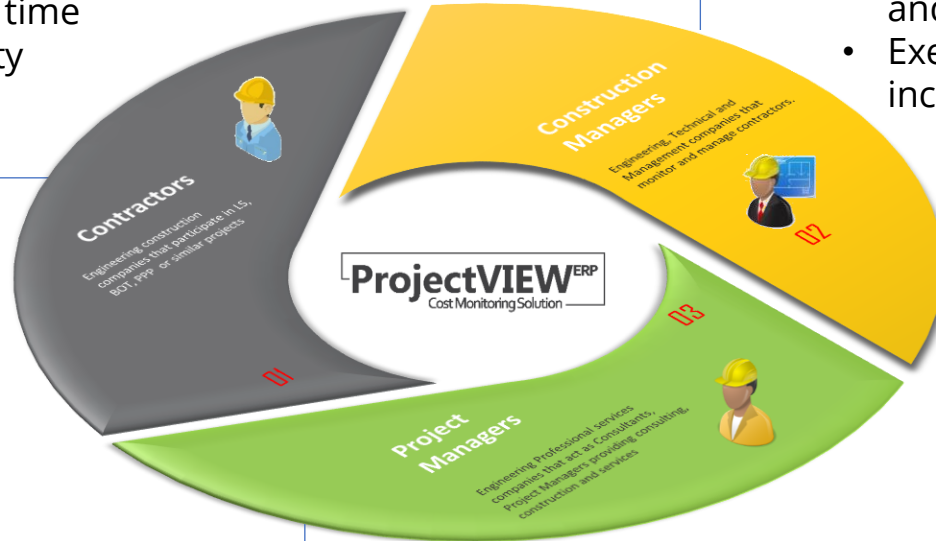
Cost Monitoring Solution

The most comprehensive Cost Management Expert System for Construction that assists contractors in estimating, controlling and monitoring the cost of their projects -from Tendering to Execution- by digitizing and integrating daily tasks and processes.

ProjectView is an integrated Construction ERP system seamlessly connected with Primavera and any BIM system

Client's Profile

- Bid More and Win More Projects
- Lower Costs and Increase earned Value
- Always paid on time
- Gain reputability



- Orchestrate operations onsite and in the office
- Increase usability, productivity and efficiency
- Execute works fast and increase profit margins

- Setup a masterplan. Setup a roadmap of operations
- Provide professional consulting services that are beyond the 'obvious'
- Forecast better. Budgetize better!

in a nutshell





BIM

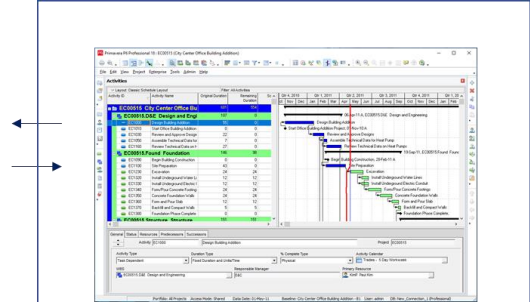
GRAPHISOFT
ARCHICAD

R REVIT



Cost Control

ProjectVIEW^{ERP}
Cost Monitoring Solution

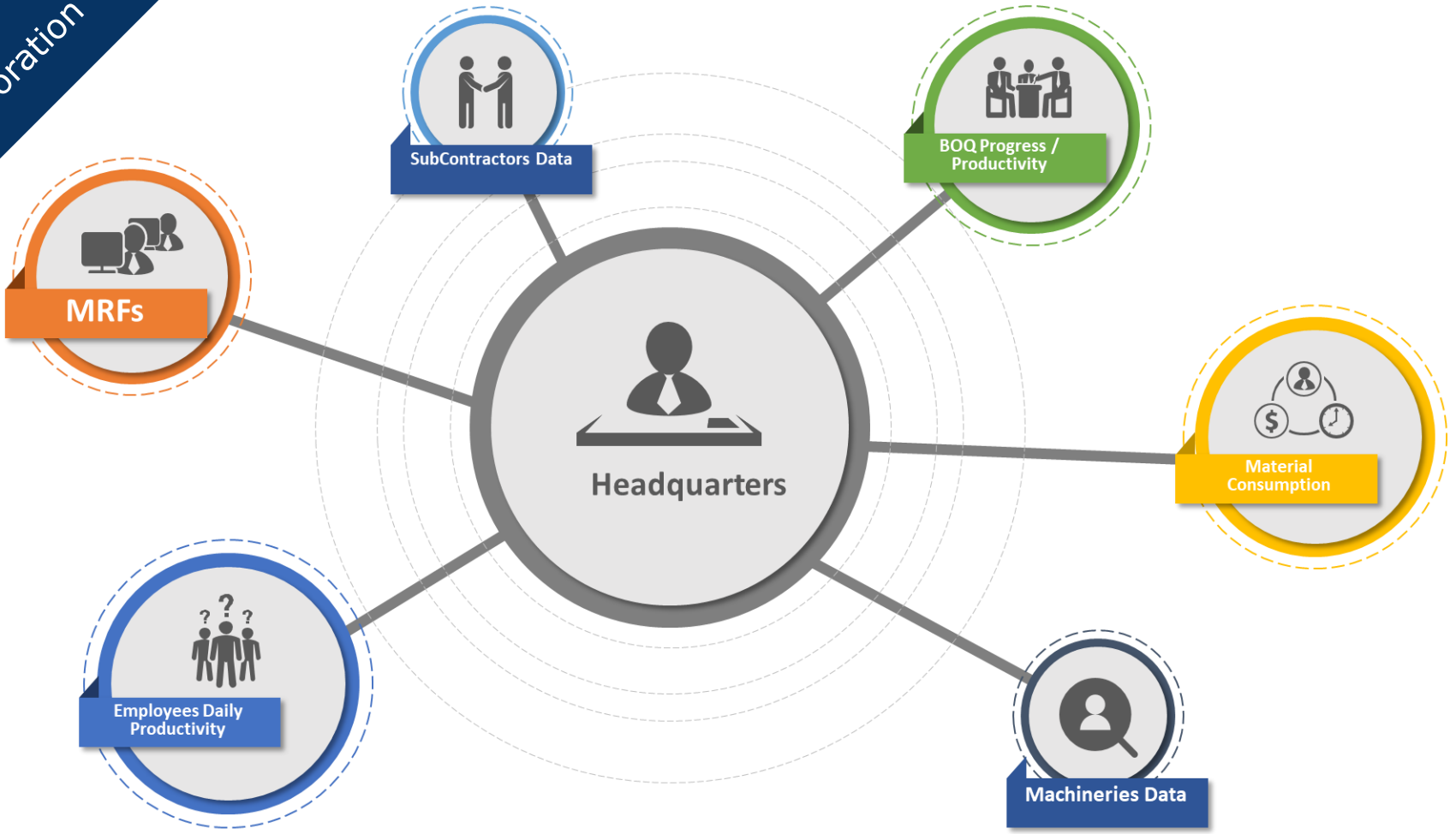


Time Schedule

ORACLE[®]
PRIMAVERA



Collaboration

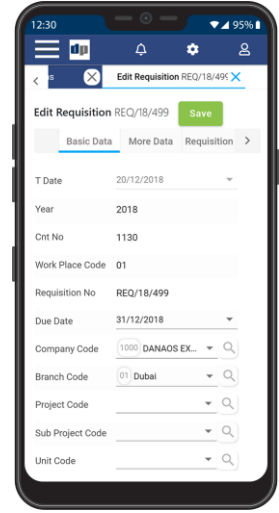


Data Acquisition

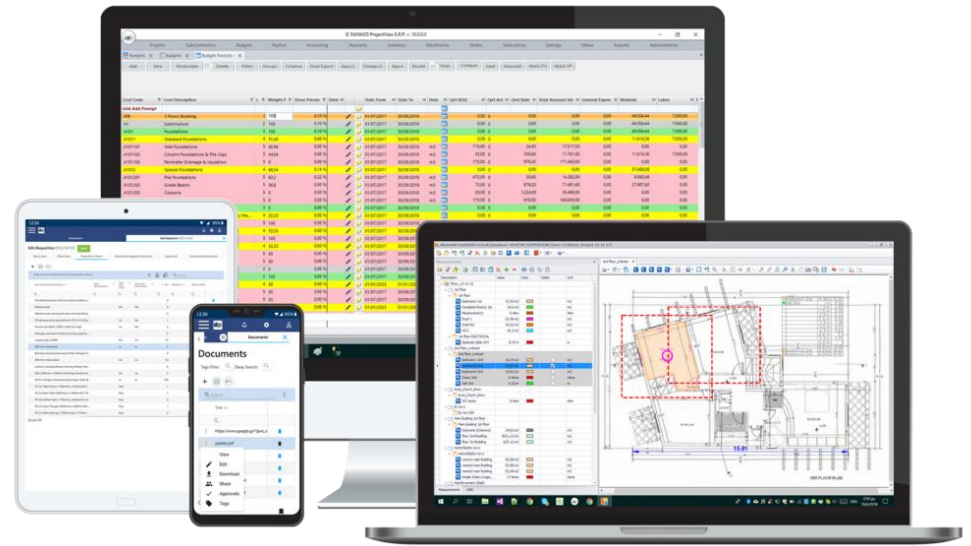
ProjectVIEW^{ERP}

Cost Monitoring Solution

Site

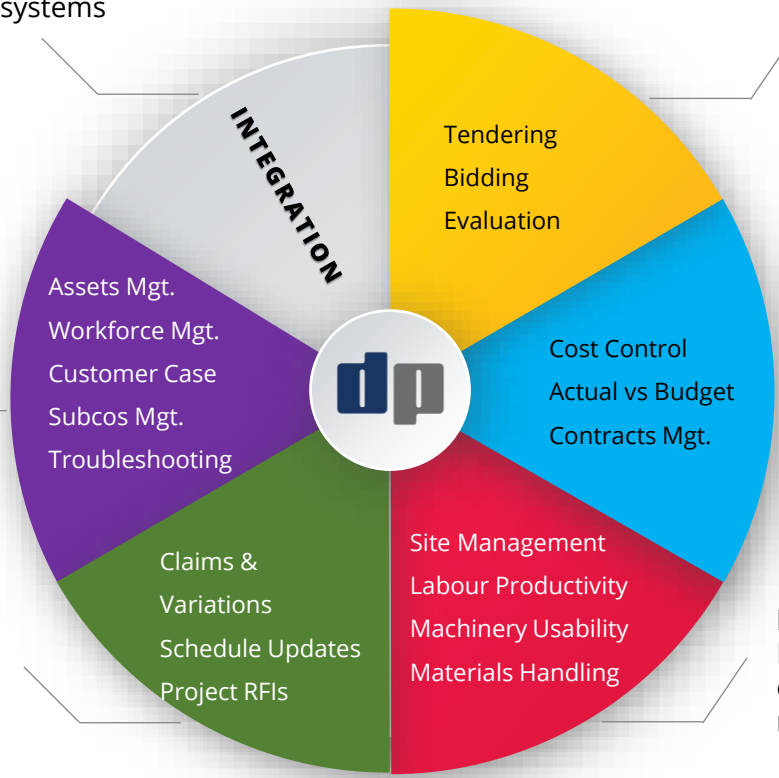


Office



Orchestrate Operations on Site and in the Office

SAP - Oracle - Infor - BIM -
Oracle P3 - GIS systems



DANAOS PROJECTVIEW ERP
BoQ - Dwgs
Resource Allocation and Cost Estimation
e-RFQ per Division/Package SubCos
Materials - Products Purchasing
Automatic Evaluation
Contract Management

DANAOS PROJECTVIEW ERP
Sync data from site(s)
operations to monitor Actual
vs Budget Cost. Projects
Portfolio Management

DANAOS PROJECTVIEW ERP
Monitor daily resource
exploitation. Electronic daily
reports and real progress

DANAOS VORTEX
CMMS (Computer
Maintenance Mgt. System)

DANAOS PROJECTVIEW ERP
Identify variations between
site procedures and office
works. See variations. Align
payments to progress and
deliverables

Thank you

Thank you!



For more info: www.danaos-projects.com

DEMO and Meetings: **Hall 3 – Stand 3D49**



Tamani Arts Offices Tower, Office # 1923, Business Bay



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THANK YOU

