



CAE's HSE TRAINING WAS THE KEY TO WINNING AND COMPLETING MULTI-MILLION DOLLAR CONTRACT



Luanda, Angola — One of the fundamentals of business is that there is always room for improvement. Recognizing and seizing opportunities for improvement in a competitive business environment is a must-do, and the Angolan SME, Integrated Solutions (IS) has demonstrated its commitment to this expectation through its latest CAE certification and a \$4 million contract. Realizing the need to improve their HSE processes, IS contacted CAE because of CAE's successful track record and expertise in providing technical assistance in this area. The oil and gas industry's confidence in the abilities of Angolan companies grows as these companies improve their HSE processes. Proper HSE training can minimize and prevent the types of accidents that can increase project costs or completion times. IS has realized that HSE training and efficiency is no longer just for manual labor sectors, and has pioneered improvements in HSE processes for IT companies.

Integrated Solutions is focused on customizing technology solutions to its clients' business needs. Within a month after contacting CAE, the company completed both CAE's registration and certification processes. During this time period, IS leveraged CAE's expertise in improving the health and safety of Angolan SMEs. While completing an HSE walkthrough, CAE's consultant, Maria Luisa Bastos, analyzed all HSE aspects of the company's operations and provided a report with scores and recommendations. In addition, CAE assisted IS in drafting an HSE Manual and seven IS personnel received useful HSE technical training from CAE.



IS Project STEV (Storage Evolution) team

Shortly after receiving CAE certification and HSE training, Integrated Solutions was awarded a \$4 million dollar contract with TOTAL. The contract, named "Storage Evolution" (STEV), involved storage hardware infrastructure, software and services. CAE's assistance helped Integrated Solutions to successfully complete all aspects of the project on time, within budget, and without any reported incidents.

Reflecting on the project, IS's management noted its success on the "Storage Evolution" project hinged greatly on the capabilities they acquired through CAE's certification process. "Our first test came on May 9, 2009 when our team went to deliver the equipment made up of several racks to the project site. We planned and executed using all the best practices and knowledge gained from the training we received from CAE. Our client was very impressed," said Msuega Tese, Executive Director of Integrated Solutions. Mr. Tese later added, "CAE is a noble initiative that needs to be retained. We believe with time, all sectors of Angolan economy will benefit tremendously as knowledge obtained working with CAE is applicable everywhere."

CAE—Apoio Empresarial is implemented by CDC Development Solutions headquartered in Washington D.C. Since CAE's inception in 2005 to December 2009, the program has facilitated 273 contracts for approximately \$110 million dollars. If you are interested in CAE's services, please email Wilson da Silva at wsilva@caeangola.com or call +244 917.750.687.

Implemented By:



CDC Development Solutions Home Office
1420 K Street, NW 7th Floor
Washington DC 20005
www.cdcddevelopmentsolutions.org