

NIGEL NIXON AND PARTNERS INC.



# Background

- Nigel Nixon and Partners– NNP is an international firm of port advisors who work on a wide variety of projects worldwide. NNP have been established for over forty years, and have built on a reputation as leaders in the field of heavy-duty pavement design. Other expertise extends to market studies, economic analysis, due diligence, planning, design, costing, procurement and implementation.
- In 1994 the company was incorporated in the United States located at its headquarters in Dallas, with representation in U.K., France, Brazil, Caribbean, India and Singapore.



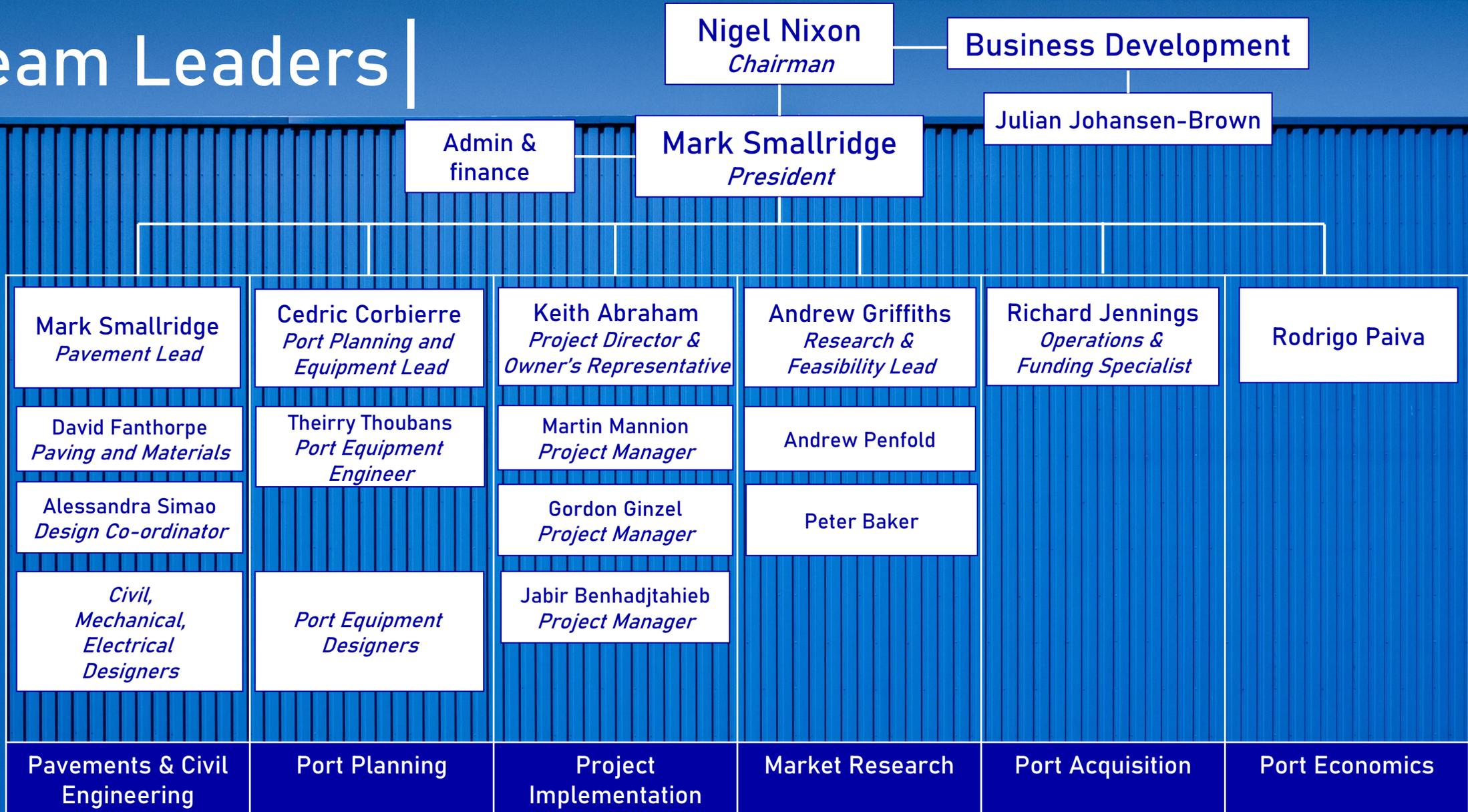
# Philosophy

- NNP as a global project manager focuses on cost effectiveness and cost certain delivery at minimal risk to any Owner. NNP looks to blend its teams wide experience to provide complementary skills so as to offer a total integrated service.
- Our philosophy is to maximise an Owner's best possible return on their investment by focusing on minimizing Owner risk, establishing a best value project and striving at all times for a cost certain deliverable and optimal solution. An Owner's mission values and their stakeholder requirements have been understood and implemented on numerous occasions.
- It is through experience in procuring a truly commercially driven solution led by the project's business plan that NNP would be of great benefit to any potential Owner or Bank who requires comfort that major issues which could affect the financial outcome of the project, are properly addressed.
- Project Owners relate to the NNP commercial approach and philosophy in project delivery.





# Team Leaders



# Key Capabilities |

- Economic Analysis and Fund Representation
- Port Development & Investment
- Port Operations
- Port Procurement & Implementation
- Port Infrastructure
- Port Equipment
- Pavement Design & Appraisal

# Key Capabilities |

## Economic analysis

- Commercial due diligence
- Feasibility studies
- Investment appraisal
- Traffic forecasting
- Market studies
- Funder representation
- Letter of reliance of authority

## Pavement Design & Appraisal

- Pavement rehabilitation
- Condition surveys
- Testing
- Computer analysis & evaluation
- Asset management & maintenance
- Expert witness

## Port Development & Investment

- Financing/investment
- Concession/ Lease agreements
- Finance/build/lease
- Equipment and construction procurement
- Site selection

# Key Capabilities

## Port Equipment

- Equipment planning
- Procurement
- Condition survey
- Maintenance survey
- Refurbishment
- Wire rope cables
- Structural analysis

## Port Operations

- Operations due diligence
- Terminal operating system
- Terminal planning
- Dynamic simulation
- Operational layout
- Equipment and HR analyses (OPEX/CAPEX)
- Business planning

## Port Infrastructure

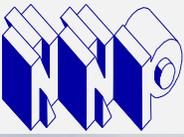
- Infrastructure due diligence
- Concept planning
- Back land design
- Yard utilities design
- Yard buildings design
- Detailed design

## Port Procurement & Implementation

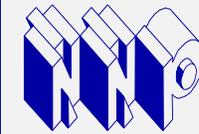
- Construction & project management
- Planning & building consents
- Construction monitoring
- Owner representation
- Cost consultancy

# | Project Map





# Port Procurement & Implementation



# Owner's Representative |

- An Owner's Representative should act as an extension to the Owner's business while at the same time be fair and balanced. Being independent, the Owner's Representative can and should be proactive and anticipate problems and take action to mitigate against those problems in both time and cost effectiveness.
- We never accept the word "can't", always striving for solutions to problems and leading by example, a "roll up sleeve" mentality, prepared to demonstrate by example, adopting personal skills that applaud as well as criticise as well. Being tough on claims, a no nonsense relationship with the Contractor but very supportive when warranted. Very focused on full team approach, everyone including client is one team. The weakest link can be the cause of project delays or failure.
- We are primarily team players, experienced in all construction sequences and trades, trained engineers that understand the various processes. Construction is a team effort and we believe that a confrontational approach is highly negative to a successful outcome.

# Experience |

## Terminal Link Texas - Bayport, Houston

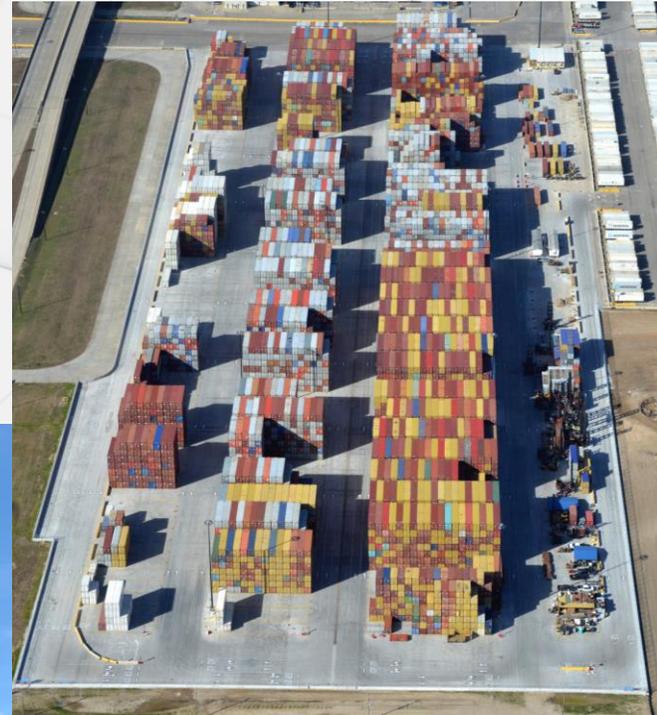
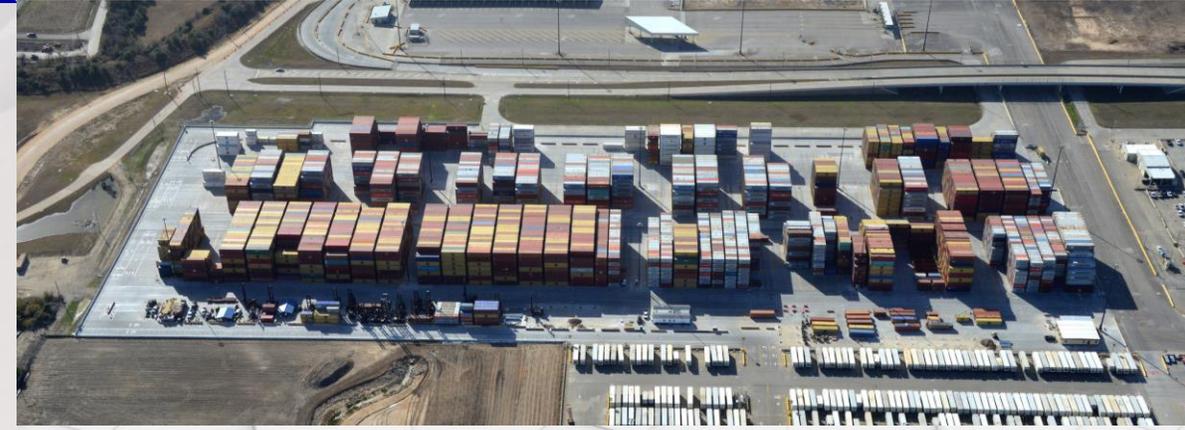
- Construction completed in July 2018, a 25 acre empty container yard linked to the Bayport container terminal.
- The first Design Build project undertaken on Port Houston property, this \$19 million contract was bid to a limited list of pre-selected contractors with a minimal Owner's Requirement.
- The contractor was encouraged to bring innovation within his proposal and to deliver cost certainty.



# Experience |

## Houston Terminal LLC - Bayport, Houston

- Construction completed in December 2020, a 26 acre empty container yard linked to the Bayport container terminal.
- The procurement route was Design Build, using the knowledge and experience gained on the West yard for Terminal Link, the overall project value is \$23 million including infrastructure work undertaken for the Port of Houston.



# Experience |

## C&C Houston Bayport

- Completing late 2022, a 21.5 acre empty container and chassis yard off dock from the Bayport container terminal.
- The procurement route for this project was Design Build, however given the shorter lease duration, the design life of the facility is reduced and thus promotes reduced capital costs.



# Experience |

## Transshipment Facility- Airbus, UK

- Design Management, Project Management and Owner's Representation for Airbus SAS of a berth, storage area and maintenance facility to transfer wings for the A380 Airbus from a barge to a ro-ro vessel via a modified linkspan bridge.
- Works included new wharf structures, in-water piled grillage structure, dolphins and fendering. Project Value £2,100,000.



1. We firmly believe in Design Build, too many consultants pay lip service to it, but it fits with our ethos of providing the owner with cost certain delivery.

5. We have a pragmatic and proactive approach to problem solving.

## Why NNP?

2. We have a breadth and depth of experience that few will equal, we have hugely experienced people, who have delivered projects globally.

4. Our focus is always on minimizing the Owner's risk profile in the most cost efficient way and maximizing the best financial outturn for the project.

3. We know how to write Owner's Requirements, the skill is to transfer risk from the Owner to the Contractor while maintaining the quality in the product .

6. We have a true understanding of best value, with cheapest not always best and value decisions have to involve the Owner and should never just be about cutting cost.

## Why NNP?

7. We pride ourselves on the ability to accurately cost plan, an essential skill when making decisions early in the process.

8. We are excellent team builders, identifying the right people for the job, developing an environment of mutual trust and respect amongst fellow professionals, valuing the contribution of each team member.

9. We encourage innovation and creativity from the team to think “outside the box” and not be constrained by normal rules or national boundaries.

10. Our experience of working for Owners and Contractors provides the ability to be fair in judgement of conflict, promoting a no blame, no excuses culture.