

Choosing a Lifetime Partnership in Energy

"Our objective is to become your Lifetime Partner for customized boiler plants"



Aalborg Engineering
understanding energy





Our Mission and Values

From the beginning, our mission has been to deliver customized industrial boiler plants to customers in Europe and the Middle East.

Our values are the foundation of our company and fundamental to our success. The values identify the issues, conditions and qualities that every employee considers important. Our shared values, principles and conduct, define who we are and set us apart from the competition.



Credibility

We keep our promises made to business partners as well as employees

Empowerment

We empower our employees and give them possibilities, because we trust in their individual skills in solving assignments

Professionalism

We accomplish the objectives we set with our business partners and employees

Value for money is essential for both business partners and employees

We create win-win situations for both business partners and employees

Payoff and Vision

“Understanding Energy” is more than just a slogan. It is the sum total of our beliefs, values and conduct. At the same time, it is an expression of the fact that we consider ourselves a knowledge-based company. We really do understand energy! Many years of experience combined with a well-developed product program enable us to advise our customers in all aspects of a project, in order to reach an agreeable solution.

Our vision is to be recognized as your lifetime partner for customized boiler plants. This is an ambitious, but realistic goal. We plan to achieve our vision by focussing on our values and integrating customer feedback, and, at the same time, keep our process and product optimization at the center of attention.



Expect More from Us

Aalborg Engineering not only wants to be a contractor, but a partner who offers proactive consultancy and customer-tailored solutions. Therefore, instead of finding standard solutions, you will find unique quality designs that are environmentally viable.

Each individual boiler design is unique and offers you the optimal level of customization, know-how, flexibility, efficiency, environmental protection, installation, operation and maintenance required for your plant. Aalborg Engineering recognizes that your investment is considered a lifetime investment. We create highly-efficient unique designs and offer after sales service and expertise after delivery.

As a partner, we do our utmost to ensure customer satisfaction. The customer can always assume that we deliver our solutions at the agreed time and price. Naturally, we also focus on reclaiming materials, on lowest life time costs, and on reduction of CO₂ gasses. So you can expect more than mere coverage of your energy needs.

We Create Win-Win Situations

For Aalborg Engineering, product quality and customer satisfaction are of paramount importance. In order to ensure a continued high-quality standard as well as improvement of procedures and processes, Aalborg Engineering is ISO 9001 certified and also holds a SHE, SCC 2004/04 certificate.

Credibility

- 9001 – Quality
- SCC 2004/04 – health and safety

Our Quality Assurance covers everything from employees to products and suppliers. We have our own expediting team controlling all aspects of the company continuously – this is the fastest way to improvement.

Our Environmental strategy covers everything from design and manufacturing to assembly and operation. We take advantage of our very extensive experience that enables us to ensure everything is as environmentally viable as possible – for us it is a question of the future of the planet.

We have also committed ourselves to ensuring a safe and sound environment for our employees. We do everything possible to prevent accidents, and avoid all possible risks with regards to the health and safety of each individual employee. Our employees are of the utmost importance to us, also in ensuring the excellence of our products and processes.



“We emphasize consulting our customers”

Our Work Process



Sales

Sales

An all-round engineer analyzes the customer's needs and specifications and a framework for the total project is made. The sales engineer continues to be an important part of the project to secure a high level of proactive consultancy and efficient internal communication. It is of great importance that the project management receives the right information to make a solid project plan.

Project planning

The project management develops a project plan including a description of the necessary human resources, a time schedule with milestones, a risk analysis and an economical calculation of the total project. An internal expert team is picked and the conceptual design begins.

Conceptual design

This process is fundamental for the success of the project. The engineers in the design phase understand the whole



Planning



Design

supply chain and take into account what the following phases/steps need. Hereby there is a linear and effective work flow. Within three weeks the majority of the basic diagrams, calculations and drawings are made and the heart of the project is ready for further refinement.

Engineering

The engineering process requires specific niche knowledge and a great experience in designing unique and highly-efficient boilers. Our boiler solutions are based on safe construction principles and we optimize each boiler solution to the customer's specific requirements.

Procurement

When the engineering process is done the procurement takes care of purchasing and negotiation and ensures the manufacturing is outsourced to selected partners. Procurement also ensures that the right materials are bought and can be shipped to the manufacturers in time.



Engineering



Procurement



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Manufacturing

Logistics

Sitework

Warranty

Manufacturing

We are outsourcing the manufacturing of our products to a few selected and approved partners according to our strategic outsourcing program. These partners have the same high standards and beliefs as Aalborg Engineering. Though we have a trustworthy relationship with the manufacturers, Aalborg Engineering is participating in certain inspections to ensure the right quality, and is reevaluating the manufactures from time to time.

Logistics

The key assignment is to make sure that the needed materials are delivered at the specified locations at the agreed time. One person is responsible for the transportation of raw materials and another person takes care of the logistics regarding the manufactured goods.

Site work

Aalborg Engineering offers two different solutions to cover the primary needs of our customers. We can either take responsibility of everything from assembling to supervision including QA/QC, management and health & safety or we can offer only to supervise the site work. There is an increasing emphasis on supervision.

Warranty

We want to be your lifetime partner in energy and focus on long term relationships. We are committed to offer after sales service and expertise after delivery and we give an extended warranty on our boiler solutions.



“Understanding Energy”

Competencies and Resources

The people who form Aalborg Engineering all have many years of experience within the boiler business and have skills ranging from advanced design and engineering, to safe and efficient project handling.

All of our employees have an individual competency development plan, where we identify specific core competencies. These core competencies are evaluated, and together with expectations of future demands, influence the development of our organization. In this way, we can continue being flexible with regards to customers' requirements. This ongoing development ensures involved

and motivated employees, which is essential to Aalborg Engineering's continuous growth.

We are committed to research and development of the existing boiler programs. This is why we work together with the local university and partners in the boiler business, in developing new solutions and products, as well as basic design principles. Aalborg Engineering is outsourcing the manufacturing of our products to a few selected and approved partners according to our strategic outsourcing program.

Collaboration and Customer Satisfaction

As a part of our partnership philosophy, we offer our customers a permanent expert team of employees on all projects. The team's primary success criterion is to develop a long-term partnership with the customer, through proactive consulting and guaranteeing customer satisfaction.

We prioritize an effective flow of information within internal communication, so projects evolve as planned, and we reach our goals. This flow is supported, among other things, by an advanced project management, which continuously collects data from the boiler solutions. In this manner, we receive necessary information that allows us to improve upon our processes and solutions.

We strive to work in a true win-win partnership with our customers by providing them with knowledge, expertise and the most efficient solution in the energy industry. We emphasize consulting our customers throughout the entire process; from planning and design, to production and after sales service. The sooner we become a part of

planning the project, the better we can offer advice regarding our boilers and the various applications, finding the optimal solution.

Today, Aalborg Engineering already delivers customer specific solutions, but we want to emphasize the individual customer's perspective even more in the future, by further considering the customer's added value. We will strive to meet every individual customer's technical and operational requirements and define their three most important success criteria, in order to achieve the best possible result.





Your Lifetime Partner

Our objective of becoming your lifetime partner for customized boiler plants, stems from our focus on proactive consultancy throughout the entire project. We consider it an added value that we offer suggestions about possible improvements or other solutions, instead of indiscriminately following the customer's specifications.

We will lead the way in ensuring the success and profitability of our customers projects, by providing highly efficient, reliable and competitive energy solutions within the agreed time of delivery. Proximity to customers and markets, optimization of know-how and experience, proven technology, excellent business practices, long term co-operation with pre-selected and well-known suppliers, are all important aspects of our partnership philosophy.

Our Package Boilers and Heat Recovery Steam Generators are based on reliable solutions. Each individual boiler design is unique and offers the level of customization, know-how, flexibility, efficiency, environmental protection, installation, operation and maintenance required for your plant.

Essentially, our partnership philosophy is all about trust. With company values such as credibility and professionalism, we endeavor to secure reliable consultancy for our customers. Combined with our company's commitment to excellent business practices and conduct, this will enable us to continue expanding our principles of partnership in the future.

Aalborg Engineering recognizes that your investment is considered a lifetime investment.



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