



U.S.-Saudi Business Council
مجلس الأعمال السعودي الأمريكي

U.S. Business Development Mission to Saudi Arabia December 5-8, 2022

COMPANY PROFILES

1. Aquatech

www.aquatech.com

Mission Participant:

Mr. Giancarlo Barassi

Desalination and Reuse Market Manager

Aquatech International is a global leader in water purification technology for industrial and infrastructure markets with a focus on desalination, water recycle and reuse, and zero liquid discharge (ZLD). Headquartered in Canonsburg, Pennsylvania, Aquatech has offices throughout North America, and a significant presence worldwide through subsidiaries in Europe, the Middle East, India, and China. Through its network and worldwide operations, Aquatech has successfully executed more than 1,000 water management projects in over 60 countries around the globe.

Objectives:

- Raise awareness of the technologies available and value addition to customers in all water treatment areas, process, service, O&M
- Meet potential partners to offer products and services in the Kingdom

2. Apfelbaum Industrial

www.apfelbaumind.com

Mission Participant:

Mr. Octavio Manzano

President

Apfelbaum Industrial, Inc. supplies products and services to the power and industrial sectors.

The company provides the following services:

- Power Generation: Apfelbaum provides maintenance services and repair of simple cycle turbines to combine cycle power plants with different sizes and configurations.
- Transmission and Distribution: Apfelbaum provides commissioning, testing, predictive and corrective maintenance to power equipment. The company supplies a broad range of materials and equipment for electric transmission and distribution.
- Green Power: Apfelbaum works with solar and wind power technologies and provides Capacitor Banks, Harmonic Filters, and Energy Saving devices.
- Industrial: Apfelbaum provides material and equipment for industrial use.
- Transformer Oil Reclaiming: This technology provides Power Transformers Oil Maintenance to be made online, UNDERLOAD and 100% automatically.

Objectives:

- Seek a joint venture for repair and maintenance of combine cycle power turbines
- Meet potential partners to establish a facility for transformer oil recycling
- Meet potential partners to offer Apfelbaum products in the Kingdom.

3. CIYIS

www.ciyis.net

Mission Participant:
Mr. Christian Sellu
Founder & President

CIYIS is an innovative management consulting, engineering & research based professional services firm that utilizes various cutting-edge technologies, best practices, R&D methodologies, and strategic development to solve organizations' operational, strategic, and technological problems in order to achieve organizational excellence.

CIYIS has expertise in assisting clients in their **digital transformation**. It provides strategic roadmap and technology execution services that leverage industry specific best practices, core solutions, emerging R&D technical capabilities that drive new insights into emerging industry trends, holistic end user and engaging experiences, and a world class technical architecture through innovative and best practice use of industry leading cloud, mobile, and on-premises technical infrastructures.

Objectives:

- Establish a local partnership to further pursue digital transformation opportunities
- Expand CIYIS presence within the KSA
- Meet representatives and potential partners

4. Comark Corporation

www.comarkcorp.com

Mission Participant:
Mr. Rajesh Sreedhran
Representative for International Business Development of Comark Corp

Comark Corporation is one of the largest independent providers of custom-engineered, ruggedized edge computing and display solutions in the world. Clients include household commercial brands, government agencies, and national militaries – all of whom rely on Comark for mission-critical edge infrastructure solutions. Comark has millions of units deployed worldwide.

Objective: Meet petrochemical companies and refineries to present and offer Comark products and services.

5. NAI Company

www.naicompany.com

Mission Participant

Mr. Abdul Hafeez Mohammed

CEO

NAI Export Sales & Marketing Company has been operating in the Middle East region since 1987. The company has offices in Houston, Texas and Dammam, Saudi Arabia. NAI Company specializes in the monitoring, maintenance and rehabilitation of oil and gas transmission, gathering and distribution pipelines as well as above ground hydrocarbon liquid storage tanks. The company has done projects with Saudi Aramco, SABIC, Saudi Electricity Company, Marafiq and other major companies in Saudi Arabia. NAI provides following comprehensive services in the pipeline integrity management services:

- Negative Pressure Wave (Acoustics) Leak Detection System
- System Performance Monitoring
- System Recovery from Malfunctions
- Pipeline Management System Online Applications
- Fiber Optic Pipeline Monitoring LDS Preventing and detecting leaks in real time
- Density & Temperature Tracking
- DRA Management of Pipeline
- Pipeline Black Power Monitoring
- Pipeline Wall Roughness Monitoring
- Pumps and Valves Operation Monitoring
- Chemical Process in the Pipe
- Microbiologically Influenced Corrosion (MIC)
- Corrosion Monitoring System (CMS)
- Design, Installation, and Commissioning
- Data Management and Reporting
- Communication and Connectivity

Objective: The company is looking to offer its products and services to new projects in the Kingdom and other Middle Eastern countries. It is seeking meetings with new project owners, current asset managers, as well as EPCs for pipeline projects,

6. P2S Inc.

www.p2sinc.com

Mission Participant:

Mr. Mehdi Heydari

International Commissioning Market Leader

P2S INC is an engineering (MEPT), commissioning, and construction management firm committed to innovative designs, sustainable solutions, and exceptional client services. It designs high-performance building systems and central plants that reduce operating costs while providing quality indoor environmental conditions and optimal user comfort. As part of the commissioning practice, P2S ensures optimum performance for new and existing buildings.

PSS offers customized, sustainable design services to clients in the higher education, healthcare, aerospace, port, manufacturing, municipal, K-12, and entertainment sectors. Their elite team of 180+ engineers and technical staff can find the best solution for even the most challenging problems.

Objective: Meet and develop relationships with project owners and decision-makers in the Kingdom to offer their services.

7. Systecon

www.systecon.us

Mission Participants:

Mr. Kevin Rhodes

Vice President – Washington Operations

Mr. Justin Woulfe

Chief Technology Officer

Systecon is the premier provider of software for System Cost/Performance Optimization & Predictive Analytics transforming the way customers approach maximizing the readiness and lowering operations costs of technically complex systems. The capabilities provided by Systecon are applicable across the entire systems' life cycle, from concept development and procurement to verification and implementation, to operations and maintenance as well as phase-out and replacement.

Systecon is involved in some of the most complex technology projects around the world. On a daily basis, along with the Opus Suite, Systecon facilitates informed decisions at organizations around the world involved in different industries, situations, and application areas.

Objectives:

- Meet with large organizations to educate about Systecon offerings
- Meet potential partners

8. Voovio

www.voovio.com

Mission Participants:

Jamie Aguilera

Co-CEO

Ahmed Alaa

Sales Director, MENA Region

Voovio is a developer of simulation and productivity tools intended to assist in industrial field operations thereby saving money and reducing operational risk. The company's technology platform allows capturing & analysis of data regarding the competence & execution of the field workforce to complement the plant's **digital twins**, enabling businesses to boost performance, reduce downtime and time required for turnarounds, and solve industrial training and knowledge

transfer challenges. It also holds a portfolio of patents for transforming simple 2-D photos of assets into 3-D interactive spaces.

Objectives:

- Meet with petrochemicals, mining, and power companies to offer Voovio's unique training capabilities
- Look for potential partners that provide services in industrial sectors