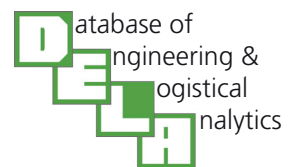


AE Global



AE Global head office in Northern Ireland

Dividing its work between mechanical and electrical contracting services, AE Global is a rapidly expanding business operating across the UK & Ireland. Managing director Kieran Connor states AE Global will now look to the blossoming pharmaceutical industry as a means of generating future growth.



AE Global has built its reputation through being able to turn its mechanical, process, electrical and instrumentation expertise towards complicated predicaments across multiple sectors. Serving the oil & gas, petrochemical, water, power and pharmaceutical industries, we hold a presence in both Northern Ireland, with a head office in Maydown, and in England at a facility in Kings Langley, Hertfordshire.

While the aforementioned industries we serve have all been very important to us over the years and will continue to be so, AE Global is particularly enthusiastic about the robust pharmaceutical sector in the UK & Ireland. This area of business has generated a lot of expansion opportunities particularly in mechanical-related work and will be valuable as we look to continue our impressive growth levels.

In the past year, AE Global has achieved a 25 per cent upturn in annual turnover, rising from £6 million to £8 million. We outlined a five-year growth plan in 2016, shortly before the Brexit vote, and one of the key components of this was expansion in the pharmaceutical market in the UK & Ireland.

- » Digitalisation of processes in Manufacturing & Validation
- » Integrated, agile, real-time approach for asset delivery
- » Innovation in Communication

“25 per cent upturn in annual turnover”

FACTS ABOUT AE GLOBAL

- » Mechanical and electrical contracting specialists covering sectors including: petrochemical, oil and gas, water, power and pharmaceutical
- » Founded in 1994 as Allpipe Engineering
- » Portfolio of Customers include DuPont, Invista, Exxonmobil, Valero, GlaxoSmithKline, Calysta
- » Head office in Maydown, Northern Ireland with England office in Kings Langley, Hertfordshire
- » Recorded turnover of £8 million for 2016/2017
- » Employs 140 staff, comprised of 105 employed staff and 35 self-employed contractors
- » Holds a number of quality accreditations including: ISO 9001:2008, ISO 14001:2004 and OHSAS 18001
- » Awarded RoSPA GOLD award 3 times in a row 2015, 2016 and 2017.



Electrical and instrumentation installation

Developing our innovative database

AE Global trademarked a new and innovative real-time communicative database in May 2017 called DELA. Developed by our in-house team, this database provides a seamless and transparent communication platform that exudes confidence in data integrity allowing commissioning and qualification teams to obtain approvals in real-time.

Currently in the development stage, this is being carried out through a partnership with a KTP programme with the North West Regional College. This sees a graduate come to work



Pharmaceutical reactor hall installation

for us for a minimum of two years, aided by financial input from Invest Northern Ireland whom also fund the programme. DELA is expected to be online by 2018. Once active, it will take AE Global's digitalised processes and product directly from fabrication through installation to the qualified asset-giving clients full traceability of exactly what AE Global has manufactured and constructed in real time.

We hope this will significantly help the industry, which has a history of problems with trying to validate construction processes with validation and qualification documentation. Through this, AE Global is forecasting long-term efficiency savings of around 25 per cent within their current processes – a sizeable figure for any business.

Pharmaceutical Contract

AE global have focused and targeted the pharmaceutical industry with their 'Manufacturers and Constructors' business delivery model in the mechanical, process, electrical and instrumentation markets. This focus has culminated in AE global winning a £5.0 million Mechanical and Process project in March 2016 for a confidential client in the pharmaceutical sector. As part of the agreement, we will oversee the piping works at a Primary API Manufacturing Facility Project in the United Kingdom. Not only does our association with a prestigious project give a lot of kudos to our business, but is also an illustration of the faith one of the biggest names in the pharmaceutical world has in our services. 2016 proved a particularly fruitful year for the company. Alongside rapid revenue growth and the landmark pharmaceutical contract, we were also awarded the prestigious North West Business of the Year award at a ceremony in Derry in Northern Ireland.

Investing in our people

Making much of this success possible is our people. To us, achieving sustainable growth is first and foremost about people. The KTP programme reflects some of the relationships we've tapped into over the past few years with our local colleges and academic institutions. Very quickly, we've come to realise how important their support is and plan to continue this collaborative and rewarding partnership.

This is because given our specialisms across a range of sectors and the niche nature of what we do in them, acquiring the right people to work for us has often proved challenging. AE Global has a team of 140 staff, comprised of 105 employed staff and 35 self-employed contractors – consisting of welders, pipefitters and electricians – working at all our sites. While our reputation for excellence has made us an attractive career proposition, further growth will need more people and we need to explore all possible avenues to ensure we bring in the right professional skills.

Future strategy

Brexit has created a lot of uncertainty in the business world, yet the vote taking place shortly after our five-year plan was announced will unlikely have any immediate adverse effect. As of today, we plan to hold on to what we have and continue our growth path. Southern Ireland has a huge pharmaceutical and bio pharmaceutical market that I believe we here in the North West are strategically poised, from a competitive perspective, to service and grow, in the pre and post-Brexit era.

Along with pharmaceutical growth, there's also been a lot of opportunities in commercial electrical work, in newer lines of work such as



» HEALTH AND SAFETY



HSE&Q is embedded in our company culture

By 'doing more' we 'go further' on our mission and vision of Integrated Safety & Quality.

hotels, and the opening of our office in England will help aid this over the next two years with a target turnover of £10 million. This area will also be important as we further embark on our bright future. We want to maintain our current turnover in our mechanical business, which gives us the security of a solid income, and work hard to expand our electrical market presence.

“Strategically poised from a competitive perspective, to service and grow, in the pre and post-Brexit era”

Bio-pharmaceutical BIM / 3D Modelled Project

